



A FULL-SERVICE BROKERAGE FIRM

Suitability - ERISA/IRA Rollover Worksheet

1. Owner Name _____
2. Annuitant Name _____
3. ERISA Institution _____
4. Existing Contract Number _____
5. Proposed Annuity Application Number _____
6. Are you permitted to leave your funds in your current qualified vehicle? Yes No
7. Were any other alternative investments or insurance products considered prior to moving your funds from your current qualified vehicle? Yes No
8. Provide in the space below all expenses or fees associated with your current qualified vehicle as well as the expenses or fees associated with the proposed annuity.

Type of Charge	Existing Qualified Vehicle	Proposed Annuity
Please provide Dollar Amount or Percentage		
Other Expenses		

9. Does your employer pay for some or all of your existing qualified vehicle's expenses or fees?
 Yes No Not Applicable
10. Does your existing qualified vehicle offer a lifetime income solution? Yes No
11. Provide in the space below the specific reason or reasons why the new IRA contract will better meet your objectives compared to your existing qualified vehicle (e.g., safety, guaranteed income, lower fees). *Please be specific.*
