

Protective Life Insurance Company

Annuity New Business Phone: (800) 456-6330

VARIABLE ANNUITY CHECKLIST

For Registered Financial Professional Use Only - this form does not need to be submitted with the application

	BEFORE SUBMITTING AN APPLICATION, PLEASE CONFIRM THAT ALL APPLICABLE TRAINING IS COMPLETE AND UP TO DATE - INCLUDING ANY PRODUCT TRAINING.			
	Please follow your firm's procedures for offering Electronic Policy Delivery (EPD), application submission, and suitability approval.			
	Submit applications to: <table border="0"> <tr> <td align="center"> Email: annuities@protective.com Fax: (205) 268 - 3151 </td> <td align="center"> Regular Mail IPD-Annuity 3-1 Protective Life Insurance Company P.O. Box 10648 Birmingham, AL 35202-0648 </td> <td align="center"> Overnight Mail IPD-Annuity 3-1 Protective Life Insurance Company 2801 Highway 280 South Birmingham, AL 35223 </td> </tr> </table>	Email: annuities@protective.com Fax: (205) 268 - 3151	Regular Mail IPD-Annuity 3-1 Protective Life Insurance Company P.O. Box 10648 Birmingham, AL 35202-0648	Overnight Mail IPD-Annuity 3-1 Protective Life Insurance Company 2801 Highway 280 South Birmingham, AL 35223
Email: annuities@protective.com Fax: (205) 268 - 3151	Regular Mail IPD-Annuity 3-1 Protective Life Insurance Company P.O. Box 10648 Birmingham, AL 35202-0648	Overnight Mail IPD-Annuity 3-1 Protective Life Insurance Company 2801 Highway 280 South Birmingham, AL 35223		
Owner Information – <i>Additional documentation may be requested for verification</i> <i>At this time, Protective can only process applications for U.S. Citizens.</i>				
☐ For Trust Owners, a copy of the Trustee Certification or Trust Document is required				
☐ For other Non-Natural Entities, a Corporate Resolution is required				
☐ If there is a Power of Attorney, POA documentation is required				
☐ Additional forms are required for Inherited IRAs*, Stretch Annuities*, and SEP IRAs* <i>*May not be available for all products</i>				
Beneficiary Information				
☐ If there are more Beneficiaries than the application allows, please complete the Beneficiary Continuation form and attach to the application				
Premium/Contract Information				
☐ Select the appropriate Plan Type applicable to the product				
☐ Include the premium amount, as well as any applicable transfer and tax information				
☐ Include any applicable transfer paperwork, even if the funds have already been requested				
Optional Benefits and Features - <i>Please note the product features & select the desired options</i>				
☐ Protected Lifetime Income Benefit Rider (Income Rider) - Portfolio Rebalancing is required - Allocation options may be restricted – <i>please refer to Product Prospectus</i> - Please ensure the Owner/Annuitant is eligible based on age at time of application				
☐ Dollar Cost Averaging (DCA) - If elected, the first DCA transfer will occur on the chosen day of the month following a 30-day holding period from the issue date - DCA allocations will be the same as the Purchase Payment Allocations				
☐ Portfolio Rebalancing (PR) – <i>required if an Income Rider is elected</i> PR allocations will be the same as the Purchase Payment Allocations				
Investment Options – Must total 100%				
☐ If selecting multiple funds, allocations must be in whole percentages				
☐ If an Income Rider is purchased, allocation options may be restricted				

FOR FINANCIAL PROFESSIONAL / BROKER DEALER INFORMATION ONLY - NOT FOR USE WITH CONSUMERS.

Replacement Questions	
☐ Must be completed by both the customer and the Registered Financial Professional; please review answers in both sections of the application ("Replacement Questions" and "Registered Financial Professional Information")	
Customer Signatures – All Owners must sign	
☐ For POA and Entity Owners: the authorized party should sign their name and include their title	
☐ Annuitant signature is required if the Annuitant is not an Owner, <i>including Custodial Accounts</i>	
☐ Ensure the City, State, and Date fields are completed in the Applicant Signature section	
Registered Financial Professional Information	
☐ To be completed by a Registered Financial Professional	
☐ Please include the information used to verify the applicant's identity, such as an unexpired driver's license, passport	
☐ For all Registered Financial Professionals representing the Customer, please include printed name, Firm Name, Firm's phone number, Florida License # (if applicable)	
☐ If there is more than one Registered Financial Professional, commission % must equal 100%	
Suitability Form - Not required for FINRA firms that have a certified program for Protective to accept the firm's Registered Principal approval	
☐ Required for all annuity business submitted through an IMO/BGA	
Replacement Forms	
☐ Please complete all applicable Replacement Forms, including any state specific forms that may be required <i>based on where the application is signed</i>	
☐ Ensure that all transfer forms are signed and dated on or before the application sign date	
Transfer / Rollover / Exchange Forms	
<i>If the funds have previously been requested from the ceding carrier, please submit a copy of the request and make a note in the "Remarks" section of the application.</i>	
☐ Please complete form LAD-1120 for each transfer	
Customer Disclosures – Please provide to the Owner(s) at time of application	
☐ Annuity Buyer's Guide	
☐ Most recent Product Prospectus	
Additional Forms (Optional) - Certain benefits/features may require additional paperwork	
☐ Financial Professional Authorization • Online or phone transactions may be limited based on product and/or plan type - <i>please refer to your back office for more information.</i> • The client may grant authorization online via myaccount.protective.com or by submitting an authorization form ○ Online and Telephone Authorization Form RET-2410 (for Aspirations and other retail annuities) ○ Transfer Authorization Form RET-1242 (for Protective Investors Benefit Advisory and other RIA annuities)	
	Check the status of this application and manage your book of business online: finpro.protective.com

*We're ready to help you deliver the protection and security your clients deserve.
Thank you for your business.*

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Protective Life Insurance Company

("the Company")

INDIVIDUAL VARIABLE ANNUITY APPLICATION

Protective® Investors Benefit Advisory Variable Annuity

Contract # _____

2801 Highway 280 South, Birmingham, AL 35223
P.O. Box 10648, Birmingham, AL, 35202-0648
Email: annuities@protective.com
Phone: (800) 456-6330
Protective.com

Section 1: Customer Information			
Ownership Type	☐ Individual	Entity Ownership	
	☐ Joint	☐ Custodian	☐ Corporation
		☐ Trust	☐ Other: _____
Some Entity Ownership types may not be supported for this product and are subject to approval. Additional documentation will be required to establish the entity's legal authority to act on behalf of the Entity.			
Owner 1		Owner 2 (if applicable; not allowed for IRAs)	
Name:		Name:	
Social Security/Tax ID #:		Social Security/Tax ID #:	
US Citizen: ☐ Yes ☐ No		US Citizen: ☐ Yes ☐ No	
If no, please state Country of Residence: _____		If no, please state Country of Residence: _____	
Date of Birth/Trust Date:		Date of Birth:	
Gender: ☐ Male ☐ Female		Gender: ☐ Male ☐ Female	
☐ Entity Ownership		☐ Entity Ownership	
Telephone #:		Telephone #:	
Email:		Email:	
Physical Address (Street Address):		Physical Address: ☐ Check if same as Owner 1	
Mailing Address (If different than above):		Mailing Address (If different than above):	
Annuitant ☐ Same as Owner 1 ☐ Same as Owner 2 (complete the section below if the Annuitant is not the Owner)			
Name:		Address:	
Relationship to Owner:			
Social Security/Tax ID #:			
Date of Birth/Trust Date:			
Gender: ☐ Male ☐ Female			
Telephone #:		Email:	

Section 2: Beneficiary Information – Allocations must equal 100% for Primary Beneficiaries and 100% for Contingent Beneficiaries, if applicable.

PLEASE NOTE: If multiple beneficiaries are named, proceeds will be paid equally to all primary beneficiaries surviving the owner (or annuitant if non-individual owner) unless instructed otherwise. If all primary beneficiaries have predeceased the owner, proceeds will be paid to the named contingent beneficiaries equally unless instructed otherwise. If there are no surviving beneficiaries, proceeds will be paid to the owner's estate.

Beneficiary type may not be allowed for all products or plan types and are subject to approval.

- For Custodially owned contracts, the Beneficiary must be the Custodian, 100%.
- If the Beneficiary is a Trust, please include the date of the Trust and TIN #.
- For non-qualified annuities with Joint Owners, the Primary Beneficiary will be the Surviving Owner, 100%.
- For Qualified Plans, Beneficiary elections may vary by product and plan type. Please see Product Prospectus or contact a tax professional for more information.
- A spouse's consent may be required, if applicable.

Beneficiary Type: ☐ Primary ☐ Contingent	Percentage: _____% ☐ Per Stirpes	Relationship to Owner: ☐ Spouse ☐ Non-Spouse	Name: _____ Social Security/TIN #: _____ Date of Birth/Date of Trust: _____ Address: _____ Phone Number: _____
Beneficiary Type: ☐ Primary ☐ Contingent	Percentage: _____% ☐ Per Stirpes	Relationship to Owner: ☐ Spouse ☐ Non-Spouse	Name: _____ Social Security/TIN #: _____ Date of Birth/Date of Trust: _____ Address: _____ Phone Number: _____
Beneficiary Type: ☐ Primary ☐ Contingent	Percentage: _____% ☐ Per Stirpes	Relationship to Owner: ☐ Spouse ☐ Non-Spouse	Name: _____ Social Security/TIN #: _____ Date of Birth/Date of Trust: _____ Address: _____ Phone Number: _____
Beneficiary Type: ☐ Primary ☐ Contingent	Percentage: _____% ☐ Per Stirpes	Relationship to Owner: ☐ Spouse ☐ Non-Spouse	Name: _____ Social Security/TIN #: _____ Date of Birth/Date of Trust: _____ Address: _____ Phone Number: _____
Beneficiary Type: ☐ Primary ☐ Contingent	Percentage: _____% ☐ Per Stirpes	Relationship to Owner: ☐ Spouse ☐ Non-Spouse	Name: _____ Social Security/TIN #: _____ Date of Birth/Date of Trust: _____ Address: _____ Phone Number: _____

☐ Check this box if there are additional beneficiaries *and* attach the Beneficiary Continuation Form.

Optional: Pre-Determined Death Benefit – If you would like to designate how the annuity proceeds will be paid out to one or more beneficiary, at the time a death claim is processed, please complete and submit form **RET-1153**.

Section 3: Premium and Contract InformationInitial Purchase Payment (*minimum: \$5,000.00*) \$ _____Plan Type (select one and complete the applicable Qualified/Non-Qualified column below.)

Additional forms may be required.

☐ IRA	☐ ROTH IRA	☐ SEP IRA	☐ Inherited IRA	☐ Qualified Stretch Annuity
☐ Non-Qualified	☐ NQ Stretch Annuity	☐ Other		

Qualified Funding Source

☐ Cash
☐ Direct Transfer*
☐ Direct Rollover*
☐ Indirect Rollover*

Non-Qualified Funding Source

☐ Cash
☐ NQ 1035 Exchange*
☐ CD/Non-Insurance Exchange*
☐ _____

Complete for new IRA Contributions (if applicable):

\$ _____ (Amount) _____ (Tax Year)
 \$ _____ (Amount) _____ (Tax Year)

*Please complete and submit the applicable transfer or 1035 exchange paperwork.

Section 4: Replacement QuestionsDo you currently have an annuity contract or life insurance policy? ☐ Yes ☐ NoWill this annuity change or replace an existing annuity contract or life insurance policy? ☐ Yes ☐ No*If yes, please provide the company name and contract or policy number below.*

Company 1 _____ Contract or Policy # _____

Company 2 _____ Contract or Policy # _____

Company 3 _____ Contract or Policy # _____

Section 5: Optional Protected Lifetime Income Benefits – May be added for an Additional Charge or Fee; please review the Product Prospectus for additional information, including eligibility, limitations, fund restrictions, and charges that apply. These benefits do not need to be elected at the time of application – see below.

Allocation options may vary based on the Protected Lifetime Income Benefit elected. Additional forms are required to activate this benefit. Select the option to be included in your contract, if applicable; if not electing a Protected Lifetime Income Benefit at time of application, proceed to Section 6.

If no Protected Lifetime Income Benefit (Income Rider) is purchased at the time of Application, you may contact Customer Service to purchase this Benefit in the future, if available. Please refer to the Product Prospectus for additional information. Only one Protected Lifetime Income Benefit may be elected. These benefits may not be available for all plan types.

Please note: If you purchase a Protected Lifetime Income Benefit Rider and elect the joint life payment option, the Owner's Spouse must be the Primary Beneficiary, 100%. Additional Contingent Beneficiaries may be designated.

☐ SecurePay ProSM - Not available if any Owner or Annuitant is younger than age 60 or older than age 85.

Allocation Restrictions Apply: See Section 8 for more information.**Portfolio Rebalancing: Required** – Complete Portfolio Rebalancing in Section 7.

Benefit Election: If you elect to purchase a Benefit Rider and wish to begin receiving your lifetime withdrawal benefit immediately, please complete and attach the Benefit Election form **RET-1233 IBAVA**.

Section 6: Optional Enhanced Death Benefits – May be added for an Additional Charge or Fee; please review the Product Prospectus for additional information including eligibility, limitations, and charges that apply. Must be elected at the time of Application – see below.

- ☐ Contract Value (no charge) - *If no selection is made, the Death Benefit will be equal to the Contract Value at the time a Death Claim is processed.*
- ☐ Return of Purchase Payments Death Benefit
- ☐ Maximum Anniversary Value Death Benefit - *Not available if any Owner or Annuitant is age 78 or older.*
- ☐ Maximum Quarterly Value Death Benefit - *Not available if any Owner or Annuitant is age 78 or older.*
- ☐ Maximum Daily Value Death Benefit - *Not available if any Owner or Annuitant is age 78 or older.*

Section 7: Optional Benefits and Features - *These features do not guarantee or protect against loss. Please review the Product Prospectus for additional information.

Portfolio Rebalancing - Required if SecurePay ProSM is elected.

- ☐ **Automatic Purchase Plan:** *Not available if Partial Automatic Withdrawals are requested.*
Allowable premiums may be restricted based on Plan Type and the election of a Protected Lifetime Income Benefit. Please call Customer Service to inquire about the availability of future contributions.
To set up an Automatic Purchase Plan, please complete form RET-1128.
- ☐ **Dollar Cost Averaging (DCA)*:** This allows for systematic transfers from a Guaranteed Account to the Sub-Accounts of the Variable Account over a designated period. We currently offer two DCA Accounts. The maximum period for transfers from DCA Account 1 is 6 months and from DCA Account 2 is 12 months. Only one DCA Account may be elected. You do not need to elect DCA at the time of completing the Application.

____ % DCA Account 1 –DCA transfers on the ____ day (1st – 28th) of the month for ____ months (3 – 6 months).
____ % DCA Account 2 –DCA transfers on the ____ day (1st – 28th) of the month for ____ months (7 – 12 months).
- ☐ **Portfolio Rebalancing*:** You may instruct us to periodically transfer your Contract Value among specified Sub-Accounts to achieve a particular percentage allocation. The Sub-Account allocation percentages must be in whole numbers and must allocate amounts only among the available Sub-Accounts. Unless you instruct otherwise, Portfolio Rebalancing is based on your Purchase Payment Allocation instructions in effect at the time of each rebalancing transfer. – **Required, if SecurePay ProSM is purchased.**

Rebalance to my current Variable Account allocation on the ____ (1st – 28th) day of the month on a

☐quarterly ☐semi-annual ☐annual basis

Section 8: Investment Options for SecurePay ProSM

PLEASE REVIEW THE PRODUCT PROSPECTUS FOR ADDITIONAL INFORMATION. If a SecurePay ProSM Rider is not purchased at the time of application, these allocation restrictions may change at the time of Rider purchase.

Available Investment Options may vary based on a selected optional SecurePay ProSM Rider. More information can be found in the Product Prospectus.

Dollar Cost Averaging from a DCA Account into one of these allocations *is* permitted.

If you are purchasing SecurePay ProSM your contract allocation is restricted to a single choice from among the following five options.

- 100% to the Protective Life Dynamic Allocation Series – Conservative
- 100% to the Protective Life Dynamic Allocation Series – Moderate
- 100% to one of the three permissible **Protective Life Pre-Selected Allocation Options**
 - Balanced Growth
 - Balanced Growth & Income
 - Conservative Growth
- 100% to the American Funds® IS - Conservative Allocation
- Create a portfolio, using:
 - *not less than 40%* allocation among Category 1 Sub-Accounts
 - *not more than 60%* allocation among Category 2 Sub-Accounts
 - *not more than 25%* allocation among Category 3 Sub-Accounts

Note: Category 4 Sub-Accounts *may not be used* in this portfolio

Section 9: Investment Options – Contract Allocations

- Available Investment Options may vary based on a selected optional Protected Lifetime Income Benefit Rider. Please review the Product Prospectus for additional information.
- The allocations selected below will apply to any new premiums received, as well as future DCA or Portfolio Balancing transfers, if applicable, unless we receive new allocation instructions.
- Allocation instructions remain in effect until you change them. *Use whole percentages, total must equal 100%.*
- **Please select one of the Pre-Selected Allocation options below or create your own portfolio by selecting individual funds in Section 10.**

PRE-SELECTED ALLOCATION OPTIONS

If choosing a pre-selected allocation option, select one. If choosing individual subaccounts, continue to Section 10.

PROTECTIVE LIFE PRE-SELECTED ALLOCATION OPTIONS☐ **Growth Focus**

(not available if you purchase SecurePay ProSM)

AB VPS Large Cap Growth B	10	%
American Funds® IS - Global Growth Fund (4)	15	%
American Funds® IS - Growth Fund (4)	5	%
BlackRock Global Allocation V.I. III	10	%
Columbia VP Intermediate Bond 2	5	%
Fidelity® VIP Balanced Portfolio Service 2	10	%
Franklin Rising Dividends VIP 2	10	%
Franklin Small Cap Value VIP 2	5	%
Invesco V.I. Main Street Small Cap Fund – Series II	20	%
Lord Abnett Series Fund Bond-Debenture Portfolio	10	%

☐ **Balanced Growth & Income**

AB VPS Large Cap Growth B	5	%
American Funds® IS - Global Growth Fund (4)	5	%
American Funds® IS - Growth Fund (4)	5	%
American Funds® IS - The Bond Fund of America Fund (4)	5	%
BlackRock Global Allocation V.I. III	15	%
Columbia VP Strategic Income 2	5	%
Fidelity® VIP Balanced Portfolio Service 2	10	%
Fidelity® VIP Investment Grade Bond Portfolio Service 2	10	%
Franklin Rising Dividends VIP 2	5	%
Franklin Small Cap Value VIP 2	5	%
Invesco V.I. Main Street Small Cap Fund – Series II	10	%
Lord Abnett Series Fund Bond-Debenture Portfolio	5	%
PIMCO VIT Short-Term Adv	15	%

PROTECTIVE LIFE PRE-SELECTED ALLOCATION OPTIONS (continued)☐ **Balanced Growth**

AB VPS Large Cap Growth B	10	%
American Funds® IS - Global Growth Fund (4)	10	%
American Funds® IS - Growth Fund (4)	5	%
BlackRock Global Allocation V.I. III	5	%
Columbia VP Intermediate Bond 2	10	%
Fidelity® VIP Balanced Portfolio Service 2	15	%
Fidelity® VIP Investment Grade Bond Portfolio Service 2	5	%
Franklin Rising Dividends VIP 2	5	%
Franklin Small Cap Value VIP 2	5	%
Invesco V.I. Main Street Small Cap Fund – Series II	15	%
Lord Abbett Series Fund Bond-Debenture Portfolio	10	%
PIMCO VIT Short-Term Adv	5	%

☐ **Conservative Growth**

AB VPS Large Cap Growth B	5	%
American Funds® IS - Global Growth Fund (4)	5	%
American Funds® IS - Growth Fund (4)	5	%
American Funds® IS - The Bond Fund of America Fund (4)	5	%
BlackRock Global Allocation V.I. III	5	%
Columbia VP Intermediate Bond 2	10	%
Fidelity® VIP Balanced Portfolio Service 2	5	%
Fidelity® VIP Investment Grade Bond Portfolio Service 2	10	%
Franklin Rising Dividends VIP 2	5	%
Franklin Small Cap Value VIP 2	5	%
Invesco V.I. Main Street Small Cap Fund – Series II	10	%
Lord Abbett Series Fund Bond-Debenture Portfolio	10	%
PIMCO VIT Short-Term Adv	15	%
PIMCO VIT Total Return	5	%

AMERICAN FUNDS INSURANCE SERIES® PRE-SELECTED ALLOCATION OPTIONS☐ **Appreciation Allocation***(not available if you purchase SecurePay ProSM)*

American Funds® IS – Asset Allocation Fund (4)	20	%
American Funds® IS – Global Growth & Income Fund (4)	20	%
American Funds® IS – Global Growth Fund (4)	20	%
American Funds® IS – Growth Fund (4)	15	%
American Funds® IS – Growth-Income Fund (4)	25	%

☐ **Balanced Allocation***(not available if you purchase SecurePay ProSM)*

American Funds® IS – Asset Allocation Fund (4)	25	%
American Funds® IS – Global Growth Fund (4)	20	%
American Funds® IS – Growth Fund (4)	10	%
American Funds® IS – Growth-Income Fund (4)	20	%
American Funds® IS – The Bond Fund of America Fund (4)	25	%

☐ **Conservative Allocation**

American Funds® IS – Asset Allocation Fund (4)	10	%
American Funds® IS – Global Growth Fund (4)	15	%
American Funds® IS – Growth-Income Fund (4)	20	%
American Funds® IS – The Bond Fund of America Fund (4)	40	%
American Funds® IS – US Government Securities Fund (4)	15	%

SINGLE PERMISSIBLE INVESTMENT OPTIONS****Managed by Janus Capital Management, LLC**

- If purchasing SecurePay ProSM, as an alternative to other allocation options you may choose to allocate 100% of your purchase payment to one (and only one) of the two “Individual Options” sub-accounts (with or without the use of dollar cost averaging).
- If you choose this option, do not also allocate to any other individual sub-accounts or any Pre-selected Allocation Options.

☐ **Protective Life Dynamic Allocation – Conservative☐ **Protective Life Dynamic Allocation – Moderate☐ **Protective Life Dynamic Allocation – Growth *(not available if you purchase SecurePay ProSM)***Section 10: Investment Options – Contract Allocations**

To create your own investment portfolio using the available sub-accounts, please select your allocations below. If you are not purchasing a Protected Lifetime Income Rider Benefit Rider, all individual sub-accounts are available for investment.

If you elected one of the Pre-Selected Allocation Options, continue to Section 11.

Funds Available Under the Contract

Use whole percentages, total must equal 100%. If you are not purchasing the SecurePay ProSM Rider, all individual sub-accounts are available for investment.

PROTECTIVE LIFE FIXED ACCOUNT - Not available if you purchase a SecurePay ProSM

_____ % Fixed Account

Category 1

If you purchased SecurePay ProSM, Minimum Allocation is 40% prior to benefit election

%	Fund Name	%	Fund Name
	American Funds® IS - Capital World Bond Fund (4)		Invesco V.I. U.S. Government Money Portfolio – Series I
	American Funds® IS - The Bond Fund of America Fund (4)		Lord Abbett Series Fund Short Duration Income Portfolio
	American Funds® IS - US Government Securities Fund (4)		PIMCO VIT Low Duration Adv
	Columbia VP Intermediate Bond 2		PIMCO VIT Short-Term Adv
	Columbia VP Select Short Corporate Income 2		PIMCO VIT Total Return Adv
	Dimensional VA Global Bond Portfolio		**Protective Life Dynamic Allc Ser Conservative
	Dimensional VA Short-Term Fixed Portfolio		Vanguard VIF Money Market Portfolio
	Fidelity® VIP FundsManager® 20% Portfolio Service 2		Vanguard VIF Short-Term Investment-Grade Portfolio
	Fidelity® VIP Investment Grade Bond Portfolio Service 2		Vanguard VIF Total Bond Market Index Portfolio
	Goldman Sachs VIT Core Fixed Income Svc		
	Invesco V.I. Government Securities Fund – Series II		

Category 2

If you purchased SecurePay ProSM, Maximum Allocation is 60% prior to benefit election

%	Fund Name	%	Fund Name
	American Funds® IS - Asset Allocation Fund (4)		Lord Abbett Series Fund Bond-Debenture Portfolio
	American Funds® IS - Capital Income Builder® (4)		Morgan Stanley VIF Global Strategist II
	American Funds® IS - Global Balanced Fund (4)		PIMCO VIT All Asset Adv
	BlackRock 60/40 Target Allc ETF V.I. III		PIMCO VIT Emerging Markets Bond Adv
	BlackRock Global Allocation V.I. III		PIMCO VIT Global Diversified Alloc Adv
	Columbia VP Balanced 2		PIMCO VIT High Yield Adv
	Columbia VP Strategic Income 2		PIMCO VIT Income Advisor
	Dimensional VA Global Moderate Allocation Portfolio Institutional Class		PIMCO VIT Long-Term US Govt Adv
	Fidelity® VIP Asset Manager 50% Portfolio Service 2		PIMCO VIT Real Return Adv
	Fidelity® VIP Asset Manager 70% Portfolio Service 2		**Protective Life Dynamic Allc Ser Moderate
	Fidelity® VIP Balanced Portfolio Service 2		Putnam VT George Putnam Balanced IB
	First Trust Dow Jones Dividend & Income Allocation Portfolio I		T. Rowe Price Moderate Allocation I
	First Trust Multi Income Allocation Portfolio I		Templeton Global Bond VIP 2
	Franklin Income VIP 2		Vanguard VIF Balanced Portfolio
	Goldman Sachs VIT Trend Driven Alloc Svc		Vanguard VIF Conservative Allocation Portfolio
	Invesco V.I. Balanced-Risk Fund – Series II		Vanguard VIF Global Bond Index Portfolio
	Invesco V.I. Equity and Income Fund – Series II		Vanguard VIF High-Yield Bond Portfolio
	Janus Henderson VIT Balanced Svc		Vanguard VIF Moderate Allocation Portfolio

Category 3

If you purchased SecurePay ProSM, Maximum Allocation is 25% prior to benefit election

%	Fund Name	%	Fund Name
	AB VPS Large Cap Growth B		Invesco® V.I. S&P 500 Buffer March Fund – Series II
	AB VPS Relative Value B		Invesco® V.I. S&P 500 Buffer September Fund – Series II
	American Funds® IS - Capital World Growth & Income Fund (4)		Janus Henderson VIT Forty Svc
	American Funds® IS - Global Growth Fund (4)		Lord Abbett Series Fund Dividend Growth Portfolio
	American Funds® IS - Growth Fund (4)		Lord Abbett Series Fund Growth and Income VC
	American Funds® IS - Growth-Income Fund (4)		MFS® VIT Growth Svc
	American Funds® IS - Washington Mutual Investors Fund (4)		MFS® VIT Total Return Svc
	Dimensional VA Equity Allocation Portfolio Institutional Class		MFS® VIT II Core Equity Svc
	Dimensional VA U.S. Large Value Portfolio		MFS® VIT II International Growth Svc
	Fidelity® VIP Contrafund Portfolio Service 2		MFS® VIT II International Intrinsic Equity Svc
	Fidelity® VIP FundsManager® 60% Portfolio Service 2		MFS® VIT II MA Investors Growth Stock Svc
	Fidelity® VIP FundsManager® 85% Portfolio Service 2		**Protective Life Dynamic Allc Ser Growth
	Fidelity® VIP Growth Portfolio Service 2		Putnam VT Core Equity IB
	Fidelity® VIP Health Care Portfolio Service 2		Putnam VT Large Cap Value IB
	Fidelity® VIP Mid Cap Portfolio Service 2		T. Rowe Price All-Cap Opportunities Port I
	Fidelity® VIP Utilities Portfolio Initial		T. Rowe Price Blue Chip Growth Port II
	Franklin Rising Dividends VIP 2		Vanguard VIF Diversified Value Portfolio
	Goldman Sachs VIT Strategic Growth Svc		Vanguard VIF Equity Income Portfolio
	Invesco® V.I. Comstock Fund – Series II		Vanguard VIF Equity Index Portfolio
	Invesco® V.I. Growth and Income Fund – Series II		Vanguard VIF Growth Portfolio
	Invesco® V.I. S&P 500 Buffer December Fund – Series II		Vanguard VIF Morningstar Mid-Cap Index Portfolio
	Invesco® V.I. S&P 500 Buffer June Fund – Series II		Vanguard VIF PRIMECAP Portfolio
			Vanguard VIF Total Stock Market Index Portfolio

Category 4Not available if you purchase SecurePay ProSM

%	Fund Name	%	Fund Name
	AB VPS Discovery Value B		Goldman Sachs VIT Small Cap Equity Insights Svc
	AB VPS Small Cap Growth B		Invesco V.I. Global Fund – Series II
	American Funds® IS - EUPAC Fund (4)		Invesco V.I. Global Real Estate Fund – Series II
	American Funds® IS – New World Fund (4)		Invesco V.I. Main Street Small Cap Fund – Series II
	American Funds® IS – SMALLCAP World Fund (4)		Janus Henderson VIT Glb Tech&Innvt Svc
	BlackRock International V.I. I		Janus Henderson VIT Overseas Svc
	ClearBridge Variable Small Cap Growth II		Lord Abbett Series Fund Fundamental Equity Portfolio
	Columbia VP Emerging Markets Bond 2		Lord Abbett Series Fund Growth Opportunities Portfolio
	Columbia VP Select Mid Cap Value 2		MFS® VIT Mid Cap Growth Svc
	Dimensional VA International Small Portfolio		MFS® VIT New Discovery Svc
	Dimensional VA International Value Portfolio		MFS® VIT II Research International Svc
	Dimensional VA U.S. Targeted Value Portfolio		MFS® VIT III Blended Research Small Cap Equity Svc
	Fidelity® VIP Energy Portfolio Service 2		MFS® VIT III Global Real Estate Svc
	Fidelity® VIP Growth Opportunities Portfolio Service 2		MFS® VIT III Mid Cap Value Svc
	Fidelity® VIP International Capital Appreciation Portfolio Service 2		Morgan Stanley VIF Growth II
	Fidelity® VIP Materials Portfolio Initial		PIMCO VIT CommodityRealReturn® Strat Adv
	Fidelity® VIP Technology Portfolio Initial		Putnam VT International Value Fund IB
	Fidelity® VIP Value Strategies Portfolio Service 2		T. Rowe Price Health Sciences Port II
	Franklin DynaTech VIP 2		Templeton Emerging Markets VIP 2
	Franklin Small Cap Value VIP 2		Vanguard VIF International Portfolio
	Franklin Small Mid Cap Growth VIP 2		Vanguard VIF Real Estate Index Portfolio
	Goldman Sachs VIT Mid Cap Growth Svc		Vanguard VIF Total International Stock Market Index Portfolio

**Managed by Janus Capital Management, LLC

Section 11: Optional - Consent for Electronic DeliveryTo opt-in to electronic delivery, please complete the Annuity Electronic Consent Form **ANB-EPD** and register online at myaccount.protective.com.**Section 12: Remarks/Notes**

Section 13: Disclosures and Applicant Signatures**Suitability Questions**Did you receive an Annuity Buyers Guide and a current prospectus for this annuity? ☐ Yes ☐ NoDo you believe this annuity meets your financial needs and objectives? ☐ Yes ☐ No

Please read the disclosures below and acknowledge your understanding and acknowledgement of the following.

No representative is authorized to modify this Contract or waive any of the Company's rights or requirements.

I/we understand this application will attach to the annuity contract. I/we have read the completed application and confirm that the information it contains is true and correct to the best of my knowledge and belief. However, these statements are representations and not warranties.

I/we understand that federal law requires sufficient information to identify the parties to the purchase of an annuity, and that failure to provide such information could result in processing delays or in the contract not being issued.

For non-tax qualified annuities only: I/we understand that if I/we purchase another such annuity from the Company or its affiliates, in the same calendar year, both annuities will be considered as one for tax purposes.

I/we understand that the Contract is not a bank or credit union deposit or obligation and is not FDIC or NCUA insured. I/we also understand that the Contract is not insured by any federal government agency and is not guaranteed by any bank or credit union.

If one of the Protected Lifetime Income Benefit Riders is purchased at the time of completing this application, I/we understand that it is subject to an additional fee and other contract and allocation restrictions.

I/we understand that Variable annuities involve risk, including the possible loss of principal and contract values, death benefits, annuity payments and termination values, when based upon the investment experience of the separate account, are variable and are not guaranteed as to any fixed dollar amount.

FRAUD WARNING

**ANY PERSON WHO KNOWINGLY PRESENTS A FALSE STATEMENT IN AN APPLICATION FOR INSURANCE
MAY BE GUILTY OF A CRIMINAL OFFENSE AND SUBJECT TO PENALTIES UNDER STATE LAW.**

Application signed at: _____ on _____
(City and State) (Date)

Owner's Signature _____

Joint Owner's Signature (if applicable) _____

Annuitant's Signature (if not an Owner) _____

FINANCIAL PROFESSIONALS: Please complete Section 14 on the next page.

For administrative use only**Section 14: Financial Professional Information**

This section must be completed and signed by the Registered Financial Professional for the Contract to be issued.

To the best of your knowledge and belief...

Does the applicant have any existing annuity contract or life insurance policy?

☐ Yes

☐ No

Does this annuity change or replace any existing annuity contract or life insurance policy?

☐ Yes

☐ No

Type of unexpired government issued photo I.D. used to verify applicant's identity:

Owner 1: _____ # _____

Owner 2: _____ # _____

I have determined this annuity is suitable based on information I obtained from the applicant after reasonable inquiry into their financial and tax status, investment objectives, and other relevant information.

I certify that only the Company approved sales materials were used and that copies of such materials were (as applicable) left with the client and/or retained in my files.

Registered Financial Professional 1

Signature _____ Firm Name _____

Printed Name _____ Phone Number _____

Email Address: _____

Protective Assigned # _____ State License # _____

Commission % _____

Registered Financial Professional 2 (if applicable)

Printed Name _____ Phone Number _____

Protective Assigned # _____ State License # _____

Commission % _____

Registered Financial Professional 3 (if applicable)

Printed Name _____ Phone Number _____

Protective Assigned # _____ State License # _____

Commission % _____

If more than three Registered Financial Professionals, please provide additional names, details, and commission percentages. Total commission for all Registered Financial Professionals must equal 100%.

Protective Life Insurance Company

("the Company")

Annuity Electronic

Consent Form

2801 Highway 280 South, Birmingham, AL 35223

P.O. Box 10648, Birmingham, AL, 35202-0648

Phone: (800) 456-6330 | Fax: (205) 268-3151

Email: Annuities@protective.com

Protective.com

Owner's Name: _____

Contract Number: _____

Optional - Consent for Electronic Delivery

☐

Yes, I (or "we" if joint owners) consent to receive documents and notices related to my contract as permitted by law and subject to the Company's ability to deliver documents and notices electronically.

- There is no charge for electronic delivery, and I/we may change our preferences at any time.
- If my email address changes, I/we can update my information online or over the phone.
- This consent will remain in effect until I/we revoke my authorization by contacting Customer Service.

I/we understand that I/we will also need to register online to access my account information and any forms available electronically.

- I/we can complete the online account registration at **myaccount.protective.com**.

By providing my email address below, I/we confirm that I/we have access to the internet for the purpose of accepting/accessing documents via electronic delivery. *For jointly owned contracts, if both owners consent to Electronic Policy Delivery, notifications will be sent to the primary owner.*

Owner's Email Address:

Joint Owner's Email Address:

☐

No, I/we do not consent to receive documents and notices electronically.

Signatures

Owner's Signature

Date

Joint Owner's Signature (if applicable)

Date

PROTECTIVE LIFE INSURANCE COMPANY
P.O. Box 10648
Birmingham, Alabama 35202 - 0648
800-456-6330

NOTICE REGARDING REPLACEMENT
REPLACING YOUR LIFE INSURANCE POLICY

Are you thinking about buying a new life insurance policy and discontinuing or changing an existing one? If you are, your decision could be a good one – or a mistake. You will not know for sure until you make a careful comparison of your existing benefits and the proposed benefits.

Make sure you understand the facts. You should ask the company or agent that sold you your existing policy to give you information about it. You are urged not to take action to terminate, assign or alter your existing life insurance coverage until you have been issued the new policy, examined it and have found it acceptable.

Hear both sides before you decide. This way you can be sure you are making a decision that is in your best interest.

IF YOU SHOULD FAIL TO QUALIFY FOR THE LIFE INSURANCE FOR WHICH YOU HAVE APPLIED YOU MAY FIND YOURSELF UNABLE TO PURCHASE OTHER LIFE INSURANCE OR ABLE TO PURCHASE IT ONLY AT SUBSTANTIALLY HIGHER RATES.

We are required by law to notify your existing company that you may be replacing their policy.

Applicant's Signature

Date

Agent's Signature

ORIGINAL – HOME OFFICE

COPY – APPLICANT

**Request for Transfer or
Exchange of Assets**

Protective Life Insurance Company¹
Protective Life and Annuity Insurance Company
Post Office Box 10648 / Birmingham, AL 35202-0648
Toll Free: 800-456-6330 / Fax: 205-268-3151

Existing Protective Contract Number: _____ **(for additional payments only)**

- ☐ Check here and complete Box 4 if this is being submitted for a Rate Lock only. (If Rate Lock request is for a CD, you **must** include proof of maturity from the Financial Institution.)

Please do not select this option for the *Protective Indexed Annuity*, because the interest crediting elements for that product are determined as of the date the contract is purchased.

Complete this form to transfer assets to Protective Life Insurance Company or Protective Life and Annuity Insurance Company (each, the "Company") for the issuance of a new annuity contract.

EXISTING ACCOUNT, CONTRACT OR POLICY TO BE TRANSFERRED

Company Name _____ Telephone Number _____

Email Address _____ Fax Number _____

Company (Overnight) Address _____

Owner's Name _____ Owner's SSN/Tax ID _____ Joint Owner's Name _____ Jt Owner's SSN/Tax ID _____

Contract/Account Number _____ Annuitant Name & SSN _____
(If different than Owner/Joint Owner)

The contract is:
☐ attached
☐ lost or destroyed

- ☐ Please check this box if the existing contract being surrendered is a Fixed Annuity. (If box is checked, and your new Protective Life annuity is being issued in the state of Nevada, please complete form A-1128-NEV-Annuity.)

EXISTING ACCOUNT, CONTRACT OR POLICY TO BE TRANSFERRED

☐ CLIENT/AGENT INITIATED Non-Qualified:	☐ INTERNAL EXCHANGE Qualified:	☐ EXTERNAL EXCHANGE Qualified:
☐ 1035 Exchange ☐ Non-1035 Exchange ☐ Mutual Fund ☐ Bank CD ☐ Other Non-1035 Exchanges	1. Plan Type: ☐ IRA ☐ 401(k) ☐ Mutual Fund ☐ CD ☐ Roth IRA ☐ 403(b)/TSA ☐ Other _____	2. Transfer Type: ☐ Trustee Transfer ☐ Direct Rollover

Proposed Plan Type: ☐ Non-Qual ☐ IRA ☐ Roth IRA ☐ Other _____

TRANSFER INSTRUCTIONS ☐ **See Attached LOI**

- Amount to be transferred: ☐ Complete: Liquidate and transfer all assets in my account, contract or policy
☐ Partial: Liquidate and transfer assets totaling \$ _____
- When should transfer occur: ☐ Immediately
☐ Upon maturity date of ____/____/____ (mm/dd/yy)
- Current estimated value of the assets to be transferred are \$ _____
- RATE LOCK** ☐ I wish to lock in the interest rate that is in effect when this signed form is received by the Company. **If this box is not checked, you will receive the interest rate in effect on the day we receive the transferred amounts.**
(Please **do not** select this option for the *Protective Indexed Annuity*, because the interest crediting elements for that product are determined as of the date the contract is purchased.)

Complete 1035 Exchange: I hereby make a complete and absolute assignment and transfer all rights, title and interest of every nature in the above contract to the accepting insurance company indicated below.

Partial 1035 Exchange: I hereby direct the issuer of the above-referenced existing annuity contract to process a partial 1035 exchange to the accepting insurance company indicated below. I intend for this transaction to qualify as a tax-free exchange for Federal income tax purposes.

Based on our understanding of IRS guidance in Rev. Proc. 2011-38, if a contract is involved in a tax-free partial exchange under Internal Revenue Code section 1035 that is completed on or after October 24, 2011, and an amount is withdrawn from or received in surrender of either contract within 180 days of the exchange, the IRS will apply general tax principles to determine the substance, and hence the treatment of the partial exchange and the subsequent withdrawal or surrender. Such a withdrawal or surrender could affect how the partial exchange and the withdrawal or surrender is reported to you and the IRS.

For Other Transfers: Unless it is noted above to hold for a future date, I request the surrendering company to immediately complete the transfer or rollover. Do not withhold any amount for taxes from the proceeds.

SIGNATURES:

_____ Owner's Signature	_____ Date	_____ Joint Owner's Signature	_____ Date
----------------------------	---------------	----------------------------------	---------------

_____ Annuitant's Signature	_____ Date
--------------------------------	---------------

FOR HOME OFFICE USE ONLY

NOTICE OF ACCEPTANCE: The Company will accept the assets and credit them to an annuity contract as described above. The Company has received an application from the Owner to establish an annuity contract for this transaction.

_____ Authorized Signature	_____ Title	_____ Date
-------------------------------	----------------	---------------

SETTLEMENT: Please make check payable for the proceeds and mail to:

- ☐ Protective Life Insurance Company
- ☐ Protective Life and Annuity Insurance Company (New York Only)

Mailing Address: PO Box 10648
Attn: 3-1 Annuity New Business
Birmingham, AL 35202-0648

Overnight Address: 2801 Highway 280 South
Attn: 3-1 Annuity New Business
Birmingham, AL 35223

Variable Annuity
Transfer Authorization Form

Owner's Name: _____

Contract Number: _____



View your contract details online: myaccount.protective.com.

Section 1: Transfer Authorization

The Company, its officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, tax treatment or cost arising from any transaction including unauthorized or fraudulent instructions or as a result of taking a withdrawal or initiating other telephone/electronic transactions.

The Company reserves the right to request additional information for verification purposes or reject any instruction, order, or transfer in its sole and absolute discretion.

Requests for fund transfers received in good order prior to market close, will be processed the same business day.

If the Financial Professional is a Registered Investment Advisor (RIA), the Limited Power of Attorney (LPOA) / Third Party Authorization (TPA) form is also required.

This authorization may be revoked at any time by calling Customer Service.

I/we authorize the Company to honor telephone and/or electronic instructions for transfers among the investment options from my/our Financial Professional (including their assistant and back office).

☐ Yes

☐ No

For CA policy/contract holders

For your protection California law requires the following to appear on this form: Any person who knowingly presents false or fraudulent information to obtain or amend insurance coverage or to make a claim for the payment of a loss is guilty of a crime and may be subject to fines and confinement in state prison.

Section 2: Signatures

By signing below, I/we authorize the Company to act on the instructions indicated above.

Owner's Signature

Date

Joint Owner's Signature (if applicable)

Date

Annuitant's Signature (if different than Owner)

Date

OWNER MUST COMPLETE AND SUBMIT APPROPRIATE TAXPAYER IDENTIFICATION NUMBER AND CERTIFICATION OR W-8 (Foreign Individual or Entity) WITH REQUEST. SEE BELOW FOR INFORMATION ON WHICH FORM TO COMPLETE

REQUEST FOR TAXPAYER IDENTIFICATION NUMBER AND CERTIFICATION – OWNER IS:

- An individual who is a U.S. Citizen or U.S. resident alien
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7)

Other Important Information For U.S. Citizens – *If you are a U.S. Citizen and reside outside of the United States, you may not elect out of Federal Withholding. We are required to withhold at least 10% federal withholding on the taxable income of any distribution.*

W-8BEN Certificate of Foreign Status of Beneficial Owner for US Tax Withholding and Reporting – owner is:

- An individual that is not a U.S. citizen or U.S. resident alien and is not required to complete W-8BEN-E (for an entity); W-8ECI, 8233, or W-8IMY

The Taxpayer Identification Number and Certification has been included with this form request. Taxpayer Identification Number and Certification form and W-8BEN are also available on our forms site at www.myaccount.protective.com.

For any other applicable forms go to www.irs.gov. Consult your tax professional if neither of these situations pertain to you.

Social Security Number (SSN) or Taxpayer Identification Number (TIN)

This section applies to you if you are either 1) a US citizen, or 2) not a US citizen but are a resident of the US. If you are either, then in the following space please enter your Social Security Number (SSN). If you do not have a SSN but instead have a Taxpayer Identification Number (TIN), then please enter your TIN.

SSN or TIN: _____

Under penalties of perjury, I certify that:

- The SSN or TIN above is correct.
- I am not subject to backup withholding because (a) I am exempt from backup withholding, (b) I have not been notified by the IRS that I am subject to backup withholding due to failure to report all interest and dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding.
- I am a US Citizen or a US resident alien.
- (This statement only applies to entities. If you are an individual, then this statement does not apply to you. If you are an individual, then when you sign this form below you are not making a certification regarding this statement.) The FATCA codes listed on this form that indicate an exemption from FATCA reporting are correct.

You should strike through above any of the first three statements that do not apply to you. The Company is required to withhold taxes on certain payments to you if you are subject to backup withholding.

Your federal tax classification (if you are not an individual):

- ☐ Single-member LLC
- ☐ C Corporation or S Corporation
- ☐ Partnership
- ☐ Trust/Estate
- ☐ LLC classified as a C Corporation or a S Corporation
- ☐ LLC classified as Partnership
- ☐ Other (explain) _____

FATCA code(s): If you are an entity, then please enter your code(s) below. The IRS instructions (per the IRS web address below) explain these codes. If you are an individual, then you should not fill-in any codes below:

Exempt Payee Code: _____

Exemption from FATCA Reporting Code (if any): _____

Please consult your tax advisor regarding any questions that you may have about this certification. If there are more than one US signatories on this form, please provide the above for both signatories. There are additional instructions regarding this substitute form W-9 at www.irs.gov/forms-instructions.

Except if you have provided to us an IRS form W-8, when you sign this form below you are making the tax-related certifications above (except for any above that you strike through). The IRS regulations that require you as a US citizen or a non-citizen resident of the US to make these certifications do not extend to any of the Company's administrative provisions in this form.

Sign
Here

Signature of
U.S. person ►

Date ►

Protective Life Insurance Company

PO Box 1928, Birmingham AL 35201-1928 | Toll Free: 800-268-4160

Protective® Investors Benefit Advisory Variable Annuity Advisor Fee Authorization Form

Contract Number: _____

Please review this authorization carefully, complete the applicable sections, and return all pages of this form.

New Business: Fax: 205-268- 3151 | Email: Annuities@protective.com

InForce: Fax: 866-442-3887 | Email: GWAnnuityOperations@protective.com

Section 1: Owner Information		
Owner Name:		SSN/TIN:
Joint Owner Name <i>(if applicable)</i> :		Joint SSN/TIN <i>(if applicable)</i> :
Address:		Daytime Phone:
City:	State:	Zip:
Email:		
Section 2: Registered Investment Advisor Section <i>(for Advisor/Firm use only – please enter the contact information for the RIA below)</i>		
Investment Advisor Name:		
Firm Name:		
Address:		Daytime Phone:
City:	State:	Zip:
Email:		
Section 3: Authorization		
Each advisor executing this Advisor Fee Authorization Form (the "Agreement") below, either as an individual, partnership, corporation or other business entity, along with the employees that act on its behalf (including, without limitation, any third party investment advisor or sub-advisor) (the "Advisor"), is licensed with all applicable regulatory authorities necessary to provide the services it is providing related to the Account(s) (as defined below). Owner hereby (i) authorizes Protective Life Insurance Company ("the Company") to release information regarding Owner's annuity Account(s) or the annuity Account(s) to be issued pursuant to applications enclosed herewith (collectively, the "Account(s)") to Advisor; and (ii) designates Advisor as Owner's advisor and attorney-in-fact (with full power to select third party investment advisors, sub-advisors and asset allocation model managers). In Witness Whereof, this Agreement has been executed as of the latest date set in the certification in sections 9 and 10 hereof.		

Section 4: Payment of Fees

Owner hereby authorizes the Company to act upon instructions outlined in this form to pay from the Account(s) the advisory fees charged by Advisor (or third-party investment advisor or sub-advisor) pursuant to a written advisory agreement between Owner and Advisor. To the extent that such written advisory agreement between Owner and Advisor conflicts with this Agreement, the terms of this Agreement will control Company's obligations. Owner may change the instructions by submitting a new, signed advisor fee authorization form to the Company.

The Company has no responsibility or liability to determine that instructions received from Advisor are in compliance with such agreement. The Company is not responsible for verifying that the amount of fees charged is as set forth in any agreement between the Owner and Advisor or third-party investment advisor or sub-advisor. The payment of such fees will reduce the Account value and generally will be subject to the same terms of the Account that apply to withdrawals.

Owner acknowledges that deducting advisory fees from the Account value may negatively impact guarantees associated with certain optional benefit riders and that Owner should consult their Advisor about the overall impact of deducting advisory fees from the Account value.

All the parties hereto agree that, unless the box indicating that advisory fees should not be deducted from the annuity Account, the Account shall be liable for the payment of Advisor's fees. The Company will periodically deduct proceeds from the Account to pay such fees as instructed.

Owner and Advisor hereby acknowledge and agree that such fees (i) shall be determined based on an arms-length transaction between Owner and Advisor, (ii) will compensate Advisor only for investment advisory services related to the Account and not for any other services, (iii) shall not result in any reduction in fees related to any other asset or for any other service, and (iv) shall not exceed an amount equal to an annual rate of 1.5% (or 1.0%, if the contract includes a protected lifetime income option, an optional death benefit, or both) of the Account's value.

Advisor further acknowledges and agrees that such fees shall comply in all respects with applicable law and that Advisor did not receive a commission from the Company with respect to the sale of the annuity Account. If the Account is not the source for payment of the Advisor's fees or if the Account value is insufficient to pay the full advisory fee owed from the Account, the Company will not separately bill Owner and the Company will not be responsible for any such fee amounts. If a specific investment option is chosen as the source for payment of the advisory fees and funds held under that option are insufficient to pay the fees, the fees will be pulled pro rata from the other investment options under the Account as the default.

Section 5: Term/Assignment/Conflict

a. This Agreement shall remain in full force and effect unless and until the earliest of (i) the Company receives notification of its termination (written notice or by calling the Company directly) from Owner or Advisor, (ii) the Company receives notification of death of the Owner, (iii) Owner surrenders the annuity Account, (iv) Owner submits a new, signed advisor fee authorization form, which, upon receipt and acknowledgment by the Company, will replace and supersede this Agreement, or (v) the Company terminates the Agreement. The Company may, in its sole discretion, terminate the Agreement at any time. In the event that the Agreement is terminated for any reason, earned fees that have not yet been deducted from the annuity Account will not be deducted from the annuity Account. If a fee is deducted from the annuity Account with respect to a period and the Agreement is terminated for any reason during that period, the Company will not refund any portion of the fee that was deducted and paid to Advisor (but see section 8 below for more information on potential refunds of fees paid in advance).

b. This Agreement may not be assigned or transferred by Owner, Advisor, or Advisory Firm. The Company may assign this Agreement to its successor in interest under the Account(s).

c. Owner and Advisor acknowledge that they have entered into other agreements relating to investment advisory services; however, it is agreed that in the event any terms of such other agreements conflict with the terms of this Agreement, then the terms of this Agreement shall control.

d. Owner and Advisor acknowledge and agree that this Agreement is irrevocable with respect to (1) fees that the Company actually deducts from the Account value while the Agreement is in effect and (2) fees that the Company is authorized to deduct from the Account value while the Agreement is in effect, to the extent that such authorized fees have been earned, but have not yet been deducted.

e. Owner and Advisor acknowledge and agree that during any period for which this Agreement directs the Company to deduct investment advisory fees from the Account value and pay such fees to Advisor, Owner shall have no obligation or right to pay such fees out-of-pocket and the Account shall be solely liable for paying them.

Section 6: Federal Tax Status

The Company intends to follow certain non-precedential guidance from the Internal Revenue Service (IRS) under which the IRS treated investment advisory fees paid directly from an annuity account to an investment advisor as not giving rise to taxable distributions from the annuity account to the account owner if certain conditions were met. Except in the case of fees that are deducted from the annuity Account and later refunded (see section 8 below), the Company does not plan to report to the IRS (on Form 1099-R or otherwise) the investment advisory fees paid pursuant to this Agreement as distributions from the Account to Owner. If the IRS were to disagree and treat the fees as distributions from the Account to Owner, then Owner could be subject to tax and IRS penalties on the amount of the fees, including a potential 10% penalty tax. The Company makes no assurances, representations, or warranties about the tax implications of paying investment advisory fees from the Account pursuant to this Agreement. Owner should consult his or her own tax advisor regarding such tax implications. The Company reserves the right to modify its tax reporting practices regarding the fees at any time, for example if the IRS provides additional guidance.

Section 7: Disclaimer and Indemnification

The Company will not follow requests or instructions from Advisor until it has received this Agreement signed by all parties and will cease following instructions once Company has been notified of Owner's death or this Agreement is otherwise terminated in accordance with Section 5.

The Company has no responsibility or liability to determine the frequency, accuracy, suitability or reasonableness of any instruction from Advisor or to advise the Owner with respect to the terms of any underlying agreement with the Advisor.

The Company does not make any representation or warranty, by accepting instructions or by executing this Agreement or otherwise, concerning the tax treatment of payment of fees under Federal tax law, or otherwise. Furthermore, the Company has no responsibility or liability for any taxes, penalties and/or interest that may be assessed by the Internal Revenue Service or other administrative tribunal or court arising out of this Agreement, including any amounts relating to taxes that may be due by the Advisor in relation to the fees.

Owner hereby agrees to indemnify and hold the Company, its directors, officers, employees, affiliates and agents, harmless from and against any and all claims, losses, liabilities or damages, costs or expenses, including, but not limited to taxes, penalties, interest and/or reasonable attorney's fees (individually and collectively referred to as "Loss") arising out of any Advisor instructions pertaining to the Account(s). The Company is not responsible and has no liability for any Loss incurred by Owner as a result of the transactions contemplated by this Agreement except in the event that Owner suffers any such Loss as a result of the willful misconduct of the Company in processing instructions given by Advisor.

Section 8: Advisor Fee Instruction

Advisor fees will be calculated based on the annuity Account value on the last day of the quarter/year. Fees assessed for the initial (partial) period will be prorated based on the number of calendar days from the fee assessment start date to the end of the initial assessment period. Payments to the Advisor will be processed within approximately 5 days of the date on which fees are assessed.

Assess a fee from this account at the annual rate of _____% (must not exceed 1.5%)

Fee Assessment Start Date: _____ **Frequency:** ☐ Quarterly ☐ Annually

Fee Assessment Method - *If Advance method is selected, any refunds of unearned fees in event of termination of this Agreement prior to the end of the period will be refunded by the Advisor from sources other than the annuity Account and may be considered a taxable distribution.*

- ☐ Advance (to be paid at the beginning of the selected assessment period)
☐ Arrears (to be paid upon completion of the selected assessment period)

Assessment Source - *Fees will be deducted pro-rata unless otherwise specified above. If assets in specific fund are insufficient to cover the fee amount, request will default to pro-rata.*

- ☐ Pro-rata
☐ Specific Fund: _____

Section 9: Owner Acceptance

I/we hereby acknowledge and agree to all of the terms of this Agreement.

I/we hereby authorize my/our Advisor, referenced above, to request disbursements from my/our annuity Account(s) solely for the purpose of paying for their advisor fee pursuant to a written agreement with my Advisor. I/we am/are aware that, pursuant to section 5, this Authorization Form & Agreement shall remain in full force and effect until the earliest of: (i) revocation via written or verbal instruction to Company, (ii) death of the Owner(s), (iii) full surrender of my annuity Account; (iv) Company's acceptance of a replacement agreement from Owner(s), or (v) Company cancels the Agreement in its discretion.

I/we understand that any request for advisory fees that Company receives from Advisor will be processed in accordance with the provisions of my/our annuity Account(s).

I/we hereby verify that no judicial proceedings, including bankruptcy proceeding, have been initiated or are pending against the Owner(s).

Print Name of Owner/Trustee/Custodian

Signature of Owner/Trustee/Custodian

Date

Print Name of Joint Owner/Trustee

Signature of Joint Owner/Trustee

Date

Section 10: Advisor Authorization and Signature

I/we hereby acknowledge and agree to all of the terms of this Agreement.

I hereby authorize Company to deduct the advisory fees from the Owner(s) annuity Account(s) listed above for the sole purpose of paying advisory fees pursuant to my written agreement with Owner(s).

Print Name of Advisor

Signature of Advisor

Date

Print Name of Principal

Signature of Principal

Date

GO PAPERLESS.

eDelivery is simple and free

Reduce clutter, stay organized, and help the environment with eDelivery!

You can sign up to receive email notifications when copies of important account documents are available for viewing.



Enroll today at www.edelivery.protective.com

- Prospectuses
- Supplements
- Semi-Annual Reports
- Annual Reports

For questions or assistance, please contact
Customer Service at **1-800-456-6330**.

Protective Life refers to Protective Life Insurance Company (PLICO) and its affiliates, including Protective Life & Annuity Insurance Company (PLAICO). Life insurance and annuities are issued by PLICO in all states except New York and, in New York, by PLAICO. Securities issued by Investment Distributors, Inc. (IDI), principal underwriter for registered products issued by PLICO and PLAICO, its affiliates. All companies located in Birmingham, AL. Product availability and features may vary by state. Each company is solely responsible for the financial obligations accruing under the products it issues. Product guarantees are backed by the financial strength and claims-paying ability of the issuing company.

Prepared by the

NAIC
NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS

The National Association of Insurance Commissioners is an association of state insurance regulatory officials.

This association helps the various insurance departments to coordinate insurance laws for the benefit of all consumers.

This guide does not endorse any company or policy. Reprinted by ...

PROTECTIVE LIFE INSURANCE COMPANY (PLICO)¹
PROTECTIVE LIFE AND ANNUITY INSURANCE COMPANY (PLAIC)

¹ Not authorized in New York

NAIC BUYER'S GUIDE FOR DEFERRED ANNUITIES

It's important that you understand how annuities can be different from each other so you can choose the type of annuity that's best for you. The purpose of this Buyer's Guide is to help you do that. This Buyer's Guide isn't meant to offer legal, financial, or tax advice. You may want to consult independent advisors that specialize in these areas.

This Buyer's Guide is about deferred annuities in general and some of their most common features. It's not about any particular annuity product. The annuity you select may have unique features this Guide doesn't describe. It's important for you to carefully read the material you're given or ask your annuity salesperson, especially if you're interested in a particular annuity or specific annuity features.

This Buyer's Guide includes questions you should ask the insurance company or the annuity salesperson (the agent, producer, broker, or advisor). Be sure you're satisfied with the answers before you buy an annuity.

Revised 2013

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One New York Plaza,
Suite 4210
New York, NY 10004 212.398.9000

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WHAT IS AN ANNUITY?

An annuity is a contract with an insurance company. All annuities have one feature in common, and it makes annuities different from other financial products. *With an annuity, the insurance company promises to pay you income on a regular basis for a period of time you choose—including the rest of your life.*

When Annuities Start to Make Income Payments

Some annuities begin paying income to you soon after you buy it (an **immediate** annuity). Others begin at some later date you choose (a **deferred** annuity).

How Deferred Annuities Are Alike

There are ways that *most* deferred annuities are alike.

- They have an **accumulation** period and a **payout** period. During the accumulation period, the value of your annuity changes based on the type of annuity. During the payout period, the annuity makes income payments to you.
- They offer a basic death benefit. If you die during the accumulation period, a deferred annuity with a basic death benefit pays some or all of the annuity's value to your survivors (called beneficiaries) either in one payment or multiple payments over time. The amount is usually the greater of the annuity account value or the minimum guaranteed surrender value. If you die after you begin to receive income payments (**annuitize**), your chosen survivors may not receive anything *unless*: 1) your annuity guarantees to pay out at least as much as you paid into the annuity, or 2) you chose a payout option that continues to make payments after your death. For an extra cost, you may be able to choose enhanced death benefits that increase the value of the basic death benefit.
- You usually have to pay a charge (called a **surrender** or **withdrawal charge**) if you take some or all of your money out too early (usually before a set time period ends). Some annuities may not charge if you withdraw small amounts (for example, 10% or less of the account value) each year.
- Any money your annuity earns is **tax deferred**. That means you won't pay income tax on earnings until you take them out of the annuity.
- You can add features (called **riders**) to many annuities, usually at an extra cost.
- An annuity salesperson must be licensed by your state insurance department. A person selling a variable annuity also must be registered with FINRA¹ as a representative of a broker/dealer that's a FINRA member. In some states, the state securities department also must license a person selling a variable annuity.

¹ FINRA (Financial Industry Regulatory Authority) regulates the companies and salespeople who sell variable annuities.

Sources of Information

Contract: The legal document between you and the insurance company that binds both of you to the terms of the agreement.

Disclosure: A document that describes the key features of your annuity, including what is guaranteed and what isn't, and your annuity's fees and charges. If you buy a variable annuity, you'll receive a prospectus that includes detailed information about investment objectives, risks, charges, and expenses.

Illustration: A personalized document that shows how your annuity features might work. Ask what is guaranteed and what isn't and what assumptions were made to create the illustration.

- Insurance companies sell annuities. You want to buy from an insurance company that's financially sound. There are various ways you can research an insurance company's financial strength. You can visit the insurance company's website or ask your annuity salesperson for more information. You also can review an insurance company's rating from an independent rating agency. Four main firms currently rate insurance companies. They are A.M. Best Company, Standard and Poor's Corporation, Moody's Investors Service, and Fitch Ratings. Your insurance department may have more information about insurance companies. An easy way to find contact information for your insurance department is to visit www.naic.org and click on "**States and Jurisdictions Map.**"
- Insurance companies usually pay the annuity salesperson after the sale, but the payment doesn't reduce the amount you pay into the annuity. You can ask your salesperson how they earn money from the sale.

How Deferred Annuities Are Different

There are differences among deferred annuities. Some of the differences are:

- Whether you pay for the annuity with one or more than one payment (called a **premium**).
- The types and amounts of the **fees, charges, and adjustments**. While almost all annuities have *some* fees and charges that could reduce your account value, the types and amounts can be different among annuities. *Read the Fees, Charges, and Adjustments section in this Buyer's Guide for more information.*
- Whether the annuity is a **fixed** annuity or a **variable** annuity. How the value of an annuity changes is different depending on whether the annuity is fixed or variable.

Fixed annuities guarantee your money will earn at least a minimum interest rate. Fixed annuities may earn interest at a rate higher than the minimum but only the minimum rate is guaranteed. The insurance company sets the rates.

Fixed indexed annuities are a type of fixed annuity that earns interest based on changes in a market index, which measures how the market or part of the market performs. The interest rate is guaranteed to never be less than zero, even if the market goes down.

Variable annuities earn investment returns based on the performance of the investment portfolios, known as "subaccounts," where you choose to put your money. The return earned in a variable annuity isn't guaranteed. The value of the subaccounts you choose could go up or down. If they go up, you could make money. But, if the value of these subaccounts goes down, you could lose money. Also, income payments to you could be less than you expected.
- Some annuities offer a **premium bonus**, which usually is a lump sum amount the insurance company adds to

your annuity when you buy it or when you add money. It's usually a set percentage of the amount you put into the annuity. Other annuities offer an **interest bonus**, which is an amount the insurance company adds to your annuity when you earn interest. It's usually a set percentage of the interest earned. You may not be able to withdraw some or all of your premium bonus for a set period of time. *Also, you could lose the bonus if you take some or all of the money out of your annuity within a set period of time.*

HOW DOES THE VALUE OF A DEFERRED ANNUITY CHANGE?

Fixed Annuities

Money in a fixed deferred annuity earns interest at a rate the insurer sets. The rate is **fixed** (won't change) for some period, usually a year. After that rate period ends, the insurance company will set another fixed interest rate for the next rate period. That rate could be higher or lower than the earlier rate.

Fixed deferred annuities do have a guaranteed minimum interest rate—the lowest rate the annuity can earn. It's stated in your contract and disclosure and can't change as long as you own the annuity. Ask about:

- The *initial interest rate* – What is the rate? How long until it will change?
- The *renewal interest rate* – When will it be announced? How will the insurance company tell you what the new rate will be?

Fixed Indexed Annuities

Money in a fixed indexed annuity earns interest based on changes in an index. Some indexes are measures of how the overall financial markets perform (such as the S&P 500 Index or Dow Jones Industrial Average) during a set period of time (called the **index term**).

Others measure how a specific financial market performs (such as the Nasdaq) during the term. The insurance company uses a formula to determine how a change in the index affects the amount of interest to add to your annuity at the *end of each index term*. Once interest is added to your annuity for an index term, those earnings usually are locked in and changes in the index in the next index term don't affect them. If you take money from an indexed annuity before an index term ends, *the annuity may not add all of the index-linked interest for that term to your account.*

Insurance companies use different formulas to calculate the interest to add to your annuity. They look at changes in the index over a period of time. See the box "Fixed Deferred Indexed Formulas" that describes how changes in an index are used to calculate interest.

The formulas insurance companies use often mean that interest added to your annuity is based on only *part* of a change in an index over a set period of time.

Participation rates, **cap rates**, and **spread rates** (sometimes called margin or asset fees) all are terms that describe ways the amount of interest added to your annuity may not reflect the full change in the index. But *if the index goes down over that period, zero interest is added to your annuity*. Then your annuity value won't go down as long as you don't withdraw the money.

When you buy an indexed annuity, you aren't investing directly in the market or the index. Some indexed annuities offer you more than one index choice. Many indexed annuities also offer the choice to put part of your money in a

fixed interest rate account, with a rate that won't change for a set period.

Fixed Deferred Indexed Formulas

Annual Point-to-Point: Change in index calculated using two dates one year apart.

Multi-Year Point-to-Point: Change in index calculated using two dates more than one year apart.

Monthly or Daily Averaging: Change in index calculated using multiple dates (one day of every month for monthly averaging, every day the market is open for daily averaging.) The average of these values is compared with the index value at the start of the index term.

Monthly Point-to-Point: Change in index calculated for each month during the index term. Each monthly change is limited to the "cap rate" for positive changes, but not when the change is negative. At the end of the index term, all monthly changes (positive and negative) are added. If the result is positive, interest is added to the annuity. If the result is negative or zero, no interest (0%) is added.

Variable Annuities

Money in a variable annuity earns a return based on the performance of the investment portfolios, known as "**subaccounts**," where you choose to put your money. Your investment choices likely will include subaccounts with different types and levels of risk. Your choices will affect the return you earn on your annuity. Subaccounts usually have no guaranteed return, but you may have a choice to put some money in a fixed interest rate account, with a rate that won't change for a set period.

The value of your annuity can change every day as the subaccounts' values change. If the subaccounts' values increase, your annuity earns money. *But there's no guarantee that the values of the subaccounts will increase. If the subaccounts' values go down, you may end up with less money in your annuity than you paid into it.*

An insurer may offer several versions of a variable deferred annuity product. The different versions usually are identified as **share classes**. The key differences between the versions are the fees you'll pay every year you own the annuity. The rules that apply if you take money out of the annuity also may be different. Read the prospectus carefully. Ask the annuity salesperson to explain the differences among the versions.

WHAT OTHER INFORMATION SHOULD YOU CONSIDER?

Fees, Charges, and Adjustments

Fees and charges reduce the value of your annuity. They help cover the insurer's costs to sell and manage the annuity and pay benefits. The insurer may subtract these costs directly from your annuity's value. Most annuities have fees and charges but they can be different for different annuities. Read the contract and disclosure or prospectus carefully and ask the annuity salesperson to describe these costs.

A **surrender or withdrawal charge** is a charge if you take part or all of the money out of your annuity during a set period of time. The charge is a percentage of the amount you take out of the annuity. The percentage usually goes down each year until the surrender charge period ends. Look at the contract and the disclosure or prospectus for details about the charge. Also look for any waivers for events (such as a death) or the right to take out a small amount (usually up to 10%) each year without paying the charge. If you take all of your money out of an annuity, you've surrendered it and no longer have any right to future income payments.

Some annuities have a **Market Value Adjustment (MVA)**. An MVA could increase or decrease your annuity's account value, cash surrender value, and/or death benefit value if you withdraw money from your account. In general, if interest rates are *lower* when you withdraw money than they were when you bought the annuity, the MVA could *increase* the amount you could take from your annuity. If interest rates are *higher* than when you bought the annuity, the MVA could *reduce* the amount you could take from your annuity. Every MVA calculation is different. Check your contract and disclosure or prospectus for details.

How Insurers Determine Indexed Interest

Participation Rate: Determines how much of the increase in the index is used to calculate index-linked interest. A participation rate usually is for a set period. The period can be from one year to the entire term. Some companies guarantee the rate can never be lower (higher) than a set minimum (maximum). Participation rates are often less than 100%, particularly when there's no cap rate.

Cap Rate: Typically, the maximum rate of interest the annuity will earn during the index term. Some annuities guarantee that the cap rate will never be lower (higher) than a set minimum (maximum). Companies often use a cap rate, especially if the participation rate is 100%.

Spread Rate: A set percentage the insurer subtracts from any change in the index. Also called a "margin or asset fee." Companies may use this instead of or in addition to a participation or cap rate.

How Annuities Make Payments

Annuitize: At some future time, you can choose to **annuitize** your annuity and start to receive guaranteed fixed income payments for life or a period of time you choose. After payments begin, you can't take any other money out of the annuity. You also usually can't change the amount of your payments. For more information, see "*Payout Options*" in this Buyer's Guide. If you die before the payment period ends, your survivors may not receive any payments, depending on the payout option you choose.

Full Withdrawal: You can withdraw the cash surrender value of the annuity in a lump sum payment and end your annuity. *You'll likely pay a charge to do this if it's during the surrender charge period.* If you withdraw your annuity's cash surrender value, your annuity is cancelled. Once that happens, you can't start or continue to receive regular income payments from the annuity.

Partial Withdrawal: You may be able to withdraw *some* of the money from the annuity's cash surrender value without ending the annuity. Most annuities with surrender charges let you take out a certain amount (usually up to 10%) each year without paying surrender charges on that amount. Check your contract and disclosure or prospectus. Ask your annuity salesperson about other ways you can take money from the annuity without paying charges.

Living Benefits for Fixed Annuities: Some fixed annuities, especially fixed indexed annuities, offer a **guaranteed living benefits** rider, usually at an extra cost. A common type is called a guaranteed lifetime withdrawal benefit that guarantees to make income payments you can't outlive. While you get payments, the money still in your annuity continues to earn interest. You can choose to stop and restart the payments or you might be able to take extra money from your annuity. Even if the payments reduce the annuity's value to zero at some point, you'll continue to get payments for the rest of your life. If you die while receiving payments, your survivors may get some or all of the money left in your annuity.

Annuity Fees and Charges

Contract Fee: A flat dollar amount or percentage charged once or annually.

Percentage of Purchase Payment: A front-end sales load or other charge deducted from each premium paid. The percentage may vary over time.

Premium Tax: A tax some states charge on annuities. The insurer may subtract the amount of the tax when you pay your premium, when you withdraw your contract value, when you start to receive income payments, or when it pays a death benefit to your beneficiary.

Transaction Fee: A charge for certain transactions, such as transfers or withdrawals.

Mortality and expense (M&E) risk charge: A fee charged on *variable annuities*. It's a percentage of the account value invested in subaccounts.

Underlying fund charges: Fees and charges on a *variable annuity's* subaccounts; may include an investment management fee, distribution and service (12b-1) fees, and other fees.

Living Benefits for Variable Annuities: Variable annuities may offer a benefit at an extra cost that guarantees you a minimum account value, a minimum lifetime income, or minimum withdrawal amounts regardless of how your subaccounts perform. See "Variable Annuity Living Benefit Options" below. Check your contract and disclosure or prospectus or ask your annuity salesperson about these options.

Variable Annuity Living Benefit Options

Guaranteed Minimum Accumulation Benefit (GMAB): Guarantees your account value will equal some percentage (typically 100%) of premiums less withdrawals, at a set future date (for example, at maturity). If your annuity is worth less than the guaranteed amount at that date, your insurance company will add the difference.

Guaranteed Minimum Income Benefit (GMIB): Guarantees a minimum lifetime income. You usually must choose this benefit when you buy the annuity and must annuitize to use the benefit. There may be a waiting period before you can annuitize using this benefit.

Guaranteed Lifetime Withdrawal Benefit (GLWB): Guarantees you can make withdrawals for the rest of your life, up to a set maximum percentage each year.

How Annuities Are Taxed

Ask a tax professional about your individual situation. The information below is general and should not be considered tax advice.

Current federal law gives annuities special tax treatment. Income tax on annuities is deferred. That means you aren't taxed on any interest or investment returns while your money is in the annuity. This isn't the same as tax-free. You'll pay ordinary income tax when you take a withdrawal, receive an income stream, or receive each annuity payment. When you die, your survivors will typically owe income taxes on any death benefit they receive from an annuity.

There are other ways to save that offer tax advantages, including Individual Retirement Accounts (IRAs). You can buy an annuity to fund an IRA, *but you also can fund your IRA other ways and get the same tax advantages*. When you take a withdrawal or receive payments, you'll pay ordinary income tax on all of the money you receive (not just the interest or the investment return). You also may have to pay a 10% tax penalty if you withdraw money before you're age 59½.

Payout Options

You'll have a choice about how to receive income payments. These choices usually include:

- For your lifetime
- For the longer of your lifetime or your spouse's lifetime
- For a set time period
- For the longer of your lifetime or a set time period

Finding an Annuity That's Right for You

An annuity salesperson who suggests an annuity must choose one that they think is right for you, based on information from you. They need complete information about your life and financial situation to make a suitable recommendation. Expect a salesperson to ask about your age; your financial situation (assets, debts, income, tax status, how you plan to pay for the annuity); your tolerance for risk; your financial objectives and experience; your family circumstances; and how you plan to use the annuity. If you aren't comfortable with the annuity, ask your annuity salesperson to explain why they recommended it. Don't buy an annuity you don't understand or that doesn't seem right for you.

Within each annuity, the insurer may guarantee some values but not others. Some guarantees may be only for a year or less while others could be longer. Ask about risks and decide if you can accept them. For example, it's possible you won't get all of your money back or the return on your annuity may be lower than you expected. It's also possible you won't be able to withdraw money you need from your annuity without paying fees or the annuity payments may not be as much as you need to reach your goals. These risks vary with the type of annuity you buy. All product guarantees depend on the insurance company's financial strength and claims-paying ability.

Questions You Should Ask

- Do I understand the risks of an annuity? Am I comfortable with them?
- How will this annuity help me meet my overall financial objectives and time horizons?
- Will I use the annuity for a long-term goal such as retirement? If so, how could I achieve that goal if the income from the annuity isn't as much as I expected it to be?
- What features and benefits in the annuity, other than tax deferral, make it appropriate for me?
- Does my annuity offer a guaranteed minimum interest rate? If so, what is it?
- If the annuity includes riders, do I understand how they work?
- Am I taking full advantage of all of my other tax-deferred opportunities, such as 401(k)s, 403(b)s, and IRAs?
- Do I understand all the annuity's fees, charges, and adjustments?
- Is there a limit on how much I can take out my annuity each year without paying a surrender charge? Is there a limit on the total amount I can withdraw during the surrender charge period?
- Do I intend to keep my money in the annuity long enough to avoid paying any surrender charges?

- Have I consulted a tax advisor and/or considered how buying an annuity will affect my tax liability?
 - How do I make sure my chosen survivors (beneficiaries) will receive any payment from my annuity if I die?
- If you don't know the answers or have other questions, ask your annuity salesperson for help.*

When You Receive Your Annuity Contract

When you receive your annuity contract, carefully review it. Be sure it matches your understanding. Also, read the disclosure or prospectus and other materials from the insurance company. Ask your annuity salesperson to explain anything you don't understand. In many states, a law gives you a set number of days (usually 10 to 30 days) to change your mind about buying an annuity after you receive it. This often is called a **free look** or **right to return** period. Your contract and disclosure or prospectus should prominently state your free look period. If you decide during that time that you don't want the annuity, you can contact the insurance company and return the contract. Depending on the state, you'll either get back all of your money or your current account value.