



H. BECK, INC.
Member FINRA, SIPC
6600 Rockledge Drive, 6th Floor, Rockville, MD 20817
Phone: 301-230-1602 Fax: 301-231-5505

VARIABLE ANNUITY PURCHASE DISCLOSURE AND SUITABILITY STATEMENT

Client Information

Account Registration: _____
SSN/TIN: _____

Name of Insurance Company: _____ Name of Product: _____
Investment Amount: \$ _____

Purpose of Investment (How will the client benefit from a Variable Annuity investment?)

☐ Tax-deferred Growth ☐ Annuitization ☐ Death benefits ☐ Living benefits ☐ Other: _____

Cost Analysis of Investment

Surrender Charge: _____ % Diminishing over _____ years to zero

Mortality & Expense Charge _____ (%)

Administrative Charge (\$ or %) _____

Bonus Charge _____ (\$)

Annual Expenses:

Living Income Benefit Rider _____ % (if applicable)

Enhanced Death Benefit Rider _____ % (if applicable)

Other: _____ %

Initial Sub-Account Allocation

Equities _____ % Fixed Income _____ % Cash Equivalents _____ %

Source of Funds for Investment

☐ Cash ☐ Investment Exchange: _____
(Type of Investment) (Product Name)

Time Horizon for this Investment

☐ Short-Term (0 to 2 years) ☐ Intermediate (3 to 5 years) ☐ Long-Term (over 5 years)

Concentration of Illiquid Assets

	Column A	Column B
Current Variable Annuity Purchase:	\$ _____	
Existing Annuities (subject to surrender charge)	\$ _____	
Existing DPP & Non-Traded REITs	\$ _____	<input type="checkbox"/> Cost basis <input type="checkbox"/> C V
Other Existing Illiquid Assets	\$ _____	
TOTAL Illiquid Assets:	\$ _____	

Liquid Net Worth (less Real Estate, Personal Property & Autos): \$ _____

Concentration of Illiquid Assets (Total Column A / Column B): _____ %

Account Registration: _____ SSN/TIN: _____

Client Representations

By purchasing a variable annuity contract, you are representing you understand the following:

1. Variable Annuities are considered to be a long-term investment.
2. There may be a substantial penalty (surrender fee) for early withdrawal, unless the investment is held for a specific number of years.
3. Withdrawal of earnings prior to the age of 59 ½ may result in significant tax consequences.
4. A prospectus has been provided describing the various features of this particular investment, including sub-account investment options, withdrawal limitations, policy lapse provisions, death benefits, mortality and expense charges, loan processing fees, applicable contingent deferred sales charges, and other charges and fees including sales compensation.
5. Proceeds for this investment are not necessary to meet my immediate liquidity needs.
6. This investment is consistent with my financial needs and situation.
7. Sub-account allocations selected are subject to fluctuations in the market, which could result in a loss of premiums contributed. Further, past performance is not indicative of future results.
8. Assets within a qualified retirement plan allow for the tax-deferral of earnings; therefore, the same tax-deferral feature applicable to variable annuity products provides no additional tax benefits. The recommendation of this investment for my Tax-Qualified Retirement Plan was supported by benefits other than the tax-deferral feature.
9. In making this investment decision a variety of factors, including surrender charges, surrender period, potential tax penalty components, mortality and expense fees, charges for and features of enhanced riders if any, and investment management of the sub-accounts were thoroughly reviewed with me by the representative prior to this investment.

Client Acknowledgement

I acknowledge receiving a copy of this Statement and the product prospectus. By signing below, I believe that based on my review of the prospectus and considering my prior investment experience and objectives, this investment is consistent with my financial goals.

Client Signature

Print Client Name

Date

Joint Client Signature

Print Client Name

Date

If you would like additional investor information concerning your variable annuity investment, please go to www.cfginc.com and click the Investors button, then select *What You Should Know About Variable Products*.

Registered Representative Report

Account Registration: _____ SSN/TIN: _____

Registered Representative Acknowledgement

Registered Representative Signature Rep # Print Name Date

By signing above, I represent that I have:

1. A reasonable basis to believe that the product being purchased by the client as a whole, the sub-accounts or investment style selected and riders and/or product enhancements, if any, and exchange another product, if any, is suitable based on, among other things, the client's stated financial situation, investment objectives, risk tolerance and needs.
2. Informed the client, in general terms, about the material features of the product being purchased; and the client will benefit from one or more of the product's primary features.

Comments: _____

Home Office/OSJ Use Only

Supervising Principal Review

A Supervising Principal must review the purchase if any of the factors below apply.

- ☐ Concentration of illiquid investments is greater than 60% of total investments
- ☐ Client is 75 years or older
- ☐ Other Sales Principal Concerns