

9. Please provide a prospectus, if a variable annuity, since it is the only comprehensive source of information about policy expenses, surrender charges, costs of investment management for the different investment options, etc.

10. Amount of annuity investment you are considering?
 - a. Do you contemplate the possibility of additional investments beyond the initial amount, and, if so, how much?

11. State the purpose(s) of the proposed annuity as completely as possible: (e.g., to provide a tax-deferred savings vehicle, asset protection from possible future creditors, etc.):

12. Have you or are you taking maximum possible advantage of any tax-deductible savings opportunities through retirement plans that you have through work (if you are not already retired)?
_____ Yes _____ No

13. In order for us to provide a preliminary opinion of whether an annuity is appropriate in light of your current and likely future financial circumstances, please indicate:
 - a. Your current total earned income, if any (do not include investment or retirement/pension income):
 - b. The approximate current value of your liquid investment assets (i.e., stocks, bonds, mutual funds, retirement savings accounts):
 - c. Your approximate income in the last year:
 - d. Your best estimate of your marginal Federal income tax bracket (the rate at which your next dollar of income would be subject to Federal income taxes) (i) currently and (ii) when you eventually withdraw money from your annuity:

14. When and over what period of time do you expect that you would withdraw investment funds from the annuity?
 - a. Are you likely to withdraw the investment funds systematically over your lifetime (or the lifetimes of you and your spouse, if this is a joint annuity) with a fixed amount paid out as long as either one of you is still living? _____ Yes _____ No

15. Please state what it is that most appeals to you about the annuity proposal. Include the reasons that you are considering making this particular investment inside of an annuity rather than investing directly in similar vehicles outside of an annuity:

16. Please identify the specific questions or concerns you have about the annuity proposal:

When the questionnaire is completed, either e-mail it to david@lifeinsuranceadvisorsinc.com with the completed questionnaire attached as a Word document, or fax it to 815-377-3631. Again, please include a copy of the annuity policy illustration and a prospectus.