#### You can mail or fax these forms to:

3825 Electric Road Roanoke, VA 24018 Fax: 212-624-0840

# NY SPDA (SELECT CHOICE®) APPLICATION CHECKLIST

Please follow this checklist so we can process the application without delay.

□ Application (S-APPSPAENY16) (Required) Must be completed and signed by Owner, Joint Owner (if applicable) and Agent. Premium Receipt (last page) must be signed and copy given to client if payment received. □ Annuity Suitability Profile (S-ASPANNENY21) (Required) See "Annuity Suitability Profile – Tip Sheet" cover page for instructions. Must be completed in full and signed by Owner and Agent (see Tip Sheet for Joint Owner instructions) □ NY Best Interest Supplement Form (S-ASPANNENY21 - Supplement) (Required) Must be completed and signed by Owner and Agent. Submit 1 copy with the application; leave 1 copy with Owner. □ Single Premium Deferred Annuity Disclosure (S-DISSPAENY20) (Required) o Complete guarantee period and rate information and review form with customer. Must be signed by Owner, Joint Owner (if applicable), and Agent Submit 1 copy with the application; leave 1 copy with each Owner. □ Trust Acknowledgement and Certification (C-TCFANNECW18) (Required if Owner is a Trust) Must be completed and signed by authorized Trustee(s). Not all Trusts accepted, subject to Company approval. □ Certification for Corporate Entity Ownership (C-CCOANNECW19) (Required if Owner is an Entity Other than a Trust) Must be completed and signed by authorized signer. Not all Corporate Entities accepted, subject to Company approval. □ Definition of Replacement (Appendix 11) (S-R60A11ENY15) (Required) Owner must complete information on page 1. Must be signed by Owner, Joint Owner (if applicable) and Agent. Submit 1 copy with the application; leave 1 copy with Owner(s). □ Replacement Authorization Form (S-R60ATHENY16) (Required if a Replacement) Must be completed and signed by Owner, Joint Owner (if applicable), and Agent. □ Important Notice Regarding Replacement, App C (S-R6010CENY15) (Required if a Replacement)

Must be reviewed and signed by Owner and Joint Owner (if applicable).

NY Sales Material Checklist (Annuity Sales) (S-R60LSTENY22\_Annuity) (Required if a

Submit 1 copy with application; leave 1 copy with Owner(s).

Must be completed by Agent.

Replacement)

- □ Regulation 194 Mandatory Initial Disclosure (Required)
  - Submit 1 copy with the application; leave 1 copy with Owner(s).
- □ Customer Identification Form Notice (CIP-GEM 14) (Required)
  - Leave copy with customer.
- □ 1035 Exchange and Transfer/Rollover Form (C-ATH035ECW20) (Required for exchanges/rollovers/transfers)
  - Section 1 must be completed for all applications.
  - o For Sections 2 through 4, complete only one section based on type of transaction.
  - Sections 5 through 8 must be completed for all applications.
  - Must be signed by Owner, Joint Owner (if applicable), Annuitant (if required), any Irrevocable Beneficiary under the contract to be exchanged, rolled over or transferred, owner's spouse (if not the primary beneficiary) and Guarantee (if required by ceding company).
  - Must be reviewed and signed by Owner and Joint Owner (if applicable).
  - Submit 1 copy with application; leave 1 copy with Owner.
- □ Non-Resident Sales Verification Form (C-NRVGENECW21)
  - O Use if Applicant applies for insurance in a state other than his or her resident state.
  - Must be completed and signed by Owner and Agent.



# SBLI USA LIFE INSURANCE COMPANY, INC.

#### SINGLE PREMIUM DEFERRED ANNUITY APPLICATION

100 W. 33rd Street, Suite 1007, New					877-SBLI-USA/			website: wv	ww.sbiiusa.com
	1. PRC	<b>DPOSE</b>	D OWNER IN	<b>IFO</b> R	RMATION (indi	vidual)			
Last Name		First	Name		MI			hone Numb ay:	per for Contact
Social Security Number		Sex	Date of Bir	th	State of Birth	Country of Birt	th Ev	vening:	
•								est Time To	. Call
Mailing Address (Number, Street,	Apt. #)				City		State	est fille fo	Zip Code
iviaining ricaress (ricaniser, sureer,	1 1pt. 11)				City		State		Zip code
Driver's License State and Numbe	r		E-Mail	Δ ddra	200	Are you a Uı	nited (	States citize	en or legal
Driver's Electise State and Ivallibe	1		L-Wan z	Audit	233			dent?  Ye	_
						_	t resid	ient: 🗀 re	s 🗖 No
	JOINT OV			N (n	onqualified an		C		# T. ID #
Last Name		First	Name			MI	30	ociai Securit	ty # or Tax ID #
Address (Number, Street, Apt. #)					City	Sta	ate		Zip Code
						_			
Date of Birth			Relationshi	p to C	Owner	To	eleph	one Numbe	er
E-Mail Address					Are yo	u a United State	s citiz	en or legal	
					perr	nanent resident?	□ Ye	es 🗖 No	
3. PROPO	SED OWN	NER INI	FORMATION	(if C	Owner is a Revo	ocable Living	Trus	t)	
Name				`		<u> </u>			t (mm/dd/yyyy)
Address (Number, Street, Apt. #)					City	Sta	ate		Zip Code
(					2-1-5				
Tax ID Number						E-Mail Add	lress		
Name of Trustee(s) (if Trust is Name	med)								
1,4110 01 1148000(8) (11 11480 18 1.44									
		C .1 .	. 7	1.1	1 . 17	. 4 7 7 7			
Please submit the first and signatu	ıre pages o	f the tru	st document, a	nd th	e completed Trus	t Acknowledgme	ent.		
	4. ANN			TION	(if other than	Owner)			
Last Name		First	Name		]	MI	Sc	ocial Securit	ty#orTaxID#
Address (Number, Street, Apt. #)					City	Sta	ate		Zip Code
Date of Birth			Relationshi	p to (	Owner	Te	elepho	one Numbe	er
				_			_		
E-Mail Address					Are vo	u a United State	s citiz	en or legal	
					•	nanent resident?		_	
		5 B	ENEFICIARY	/ INIE				15 = 110	
Beneficiary Name  Primary	☐ Continge		CINEI ICIAN	IIVI	ORWATION		Sc	ocial Securit	ty # or Tax ID #
Denominary Traine = 1 minuty	_ conting	J.11t						,ciui seculli	., ΟΙ 10Λ 11 <b>)</b> π
Address (Number, Street, Apt. #)					City		State		Zip Code
Address (Millott, Sueet, Apt. #)					City		State		Zip Code
Data of Dinth	D -1-4	longle!= 4	to Oxyman		Domaont of Dom	anda	Tr.	lonko NT	ymah au
Date of Birth	Keiati	ionsnip i	to Owner		Percent of Proc	reeus	ie	elephone Nu	ımber

Address (Number, Street, Apt. #)  City  State  Zip Co  Date of Birth  Relationship to Owner  Percent of Proceeds  Telephone Number  Social Security # or Tax  Address (Number, Street, Apt. #)  City  State  Zip Co  State  Zip Co  State  Zip Co	
Beneficiary Name Primary Contingent Social Security # or Tax	: ID#
	ID#
Address (Number, Street, Apt. #)  City  State  Zip Co	
	ode
Date of Birth Relationship to Owner Percent of Proceeds Telephone Number	
Please attach another page for additional beneficiary information. The Percent of Proceeds for each type of beneficiary must equal 1009	· ).
6. REPLACEMENT INFORMATION  1. Is there any life insurance or annuity contract in force on the Proposed Annuitant with this or any other company? □ Yes □	No
2. Is the annuity applied for intended to replace or change any life insurance or annuity contract in force with this or any other company?	No
3. Are any other life insurance or annuity applications pending with this or any other company? ☐ Yes ☐ List all current or pending life insurance or annuity coverage below.	No
Annuitant's / Insured's Name Company Owner Replacement Face Amount Year Is	sued
☐ Yes ☐ No	
□ Yes □ No	
□ Yes □ No	
7. ANNUITY APPLIED FOR	
☐ Select Choice 1 - SPDA	
☐ Select Choice 1 - SPDA	
☐ Select Choice 1 - SPDA ☐ Select Choice 2 - SPDA with Return of Premium (ROP)	
□ Select Choice 1 - SPDA □ Select Choice 2 - SPDA with Return of Premium (ROP) □ Select Choice 3 - SPDA with Penalty Free Withdrawal Options □ Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: \$\$	
□ Select Choice 1 - SPDA □ Select Choice 2 - SPDA with Return of Premium (ROP) □ Select Choice 3 - SPDA with Penalty Free Withdrawal Options □ Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange:	_
□ Select Choice 1 - SPDA   □ Select Choice 2 - SPDA with Return of Premium (ROP)   □ Select Choice 3 - SPDA with Penalty Free Withdrawal Options   □ Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options   Single Premium or estimated Transfer/Rollover/1035 Exchange:   □ Transfer □ Rollover*   □ Guaranteed Period □ 5 Year   □ 7 Year	Year
□ Select Choice 1 - SPDA   □ Select Choice 2 - SPDA with Return of Premium (ROP)   □ Select Choice 3 - SPDA with Penalty Free Withdrawal Options   □ Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options   Single Premium or estimated Transfer/Rollover/1035 Exchange:   □ Transfer □ Rollover* □ 1035 Exchange   Guaranteed Period □ 3 Year □ 5 Year □ 7   Product Market: □ Nonqualified □ IRA □ Roth IRA □ Conversion Roth	Year
Select Choice 1 - SPDA Select Choice 2 - SPDA with Return of Premium (ROP) Select Choice 3 - SPDA with Penalty Free Withdrawal Options Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 3 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Select Choice 4 - SPDA w	Year
□ Select Choice 1 - SPDA   □ Select Choice 2 - SPDA with Return of Premium (ROP)   □ Select Choice 3 - SPDA with Penalty Free Withdrawal Options   □ Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options   Single Premium or estimated Transfer/Rollover/1035 Exchange:   □ Transfer □ Rollover*   □ Guaranteed Period □ 3 Year   □ Product Market: □ Nonqualified □ IRA    Roth IRA □ Conversion Roth	Year
Select Choice 1 - SPDA Select Choice 2 - SPDA with Return of Premium (ROP) Select Choice 3 - SPDA with Penalty Free Withdrawal Options Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Sugaranteed Period	Year
Select Choice 1 - SPDA Select Choice 2 - SPDA with Return of Premium (ROP) Select Choice 3 - SPDA with Penalty Free Withdrawal Options Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Sugaranteed Period	Year
Select Choice 1 - SPDA Select Choice 2 - SPDA with Return of Premium (ROP) Select Choice 3 - SPDA with Penalty Free Withdrawal Options Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Sugaranteed Period	Year
Select Choice 1 - SPDA Select Choice 2 - SPDA with Return of Premium (ROP) Select Choice 3 - SPDA with Penalty Free Withdrawal Options Select Choice 4 - SPDA with ROP and Penalty Free Withdrawal Options Single Premium or estimated Transfer/Rollover/1035 Exchange: Rollover* Sugaranteed Period	Year
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#### 9. DECLARATIONS

On behalf of myself and any person who may claim any interest under the Contract, I represent that all statements set forth above are full, complete and true as written and correctly recorded to the best of my knowledge and belief. I understand that a copy of this application will be attached and made a part of the Contract when issued, and that I will be bound by the provisions and entitled to the rights and privileges of the Contract. I have received a copy of the Company disclosure material and understand that if I make a withdrawal other than during the last 30 days of any guarantee period, the Company may apply a Market Value Adjustment and deduct a Withdrawal Charge in accordance with the terms of the Contract.

I certify under penalties of perjury that the Social Se subject to back-up withholding.		Identification Number) prov	
Signed by the Owner at			
Signed by the Owner at	City, State		Date
X			
Signature of <b>Owner</b> and title* if applicable			
Signed by the Joint Owner at	City, State	on	Date
	City, State		Date
X Signature of <b>Joint Owner</b> , if applicable			
Signed by the Proposed Annuitant at	City, State	on	Date
v	•		
X Signature of <b>Proposed Annuitant</b> , if other than C	Owner		
* Title required if Owner is a Trust			
-			
10	0. AGENT CERTIFICAT	ION	
<ol> <li>To the best of your knowledge and belief, is there proposed annuitant's life?</li> </ol>			
2. To the best of your knowledge and belief, replace	ement is or may be involve	ed in this transaction	
If "Yes" to either of these questions, complete an	y required replacement for	rms.	
I certify that the above statements and responses are t	rue and accurate.		
Agent Number		E-Mail Address	of Agent
Print Agent's Name	X	Agent's Sign	nature
Telephone Number of Agent		Date	
General Agency Name		General Agency	/ Number
	FOR SBLI USE ONLY	<u> </u>	
MK Code		Number	
General Agency Name	Genera	ıl Agency Number	





# SBLI USA LIFE INSURANCE COMPANY, INC.

#### SINGLE PREMIUM DEFERRED ANNUITY APPLICATION

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914 Toll Free: 1-877-SBLI-USA/1-877-725-4872

website: www.sbliusa.com

PREMIUM RECEIPT (Please detach and leave with applicant)

Annuitant	\$Amount Received
Type of Annuity Applied For	Date of Receipt
The amount shown above is to be applied as payment on ta payment which is not honored upon presentation.	the annuity applied for. The receipt shall be void if it is given for
The contract will not be effective until after the full premi	um is received by SBLI USA Life Insurance Company, Inc.
	BLE TO SBLI USA LIFE INSURANCE COMPANY, INC. O THE AGENT OR LEAVE THE PAYEE BLANK.
X	
Signature of <b>Agent</b>	_

## Annuity Suitability Profile - Tip Sheet

To avoid NIGOs, please note the following:

- All questions in the Financial Information Section (Section 7) of the Annuity Suitability Profile form must be answered.
- Each row of the Owner Acknowledgement and Certification (Section 8) must be initialed by the owner (and spouse if co-owner), one of the boxes must be checked, and the Owner must sign.
- The Producer/Representative's Statement (Section 9) must be completed in full, including the basis for the recommendation, and signed by the producer.
- If more than one Annuity Suitability Profile is required, a separate Profile form is required for each party (see chart below for conditions). Sections 7-9 are unique to each required Annuity Suitability Profile. You may make a copy of sections 1-6 to include with each separate Profile (Sections 7-9).
- Follow the guidelines below to complete the Financial Information section (Section 7) for each entity type.

Individual Ownership				
Single Individual Owner	Complete the profile based on individual information.			
Spouse Joint Owners	Complete one profile - answers assumed the same for both owners.			
Other Joint Owners	Complete a <b>separate</b> profile for each owner.			
Entity Ownership				
Corporation, Partnership, Other	Complete the profile with information relevant to the entity.  Form must be signed by a person authorized to act on behalf of the entity.			
Revocable Trust (Grantor/Settlor and trustee are the <b>SAME</b> )	<ul> <li>The grantor/settlor must complete the profile with his/her own personal information.</li> <li>If there are spousal grantors/settlors, we will assume the answers are the same for both individuals.</li> <li>If there are multiple non-spousal grantor/settlors, a separate profile will be required for each settlor/grantor.</li> </ul>			
Revocable Trust (Grantor/Settlor and trustee are <b>DIFFERENT</b> )	<ul> <li>The trustee(s) must complete the profile with the trust's information. Do not include the trustee's personal information.</li> <li>Age= N/A</li> <li>Date of Birth= the date in which the trust was established</li> <li>Signatures must indicate the signer is signing in the capacity of a trustee- ex- John Doe must indicate a title of Trustee on the "Title" line of the signature page.</li> <li>IN ADDITION, each grantor/settlor of the trust must complete a separate profile with his/her own information. Note: If original grantor/settlor is deceased, follow the instructions for Irrevocable Trusts.</li> </ul>			
Irrevocable or Non- Grantor/Settlor Trust	<ul> <li>The trustee(s) must complete the profile with the trust's information. Do not include the trustee's personal information.</li> <li>Age= N/A</li> <li>Date of Birth= the date in which the trust was established</li> <li>Signatures must indicate the signer is signing in the capacity of a trustee- ex- John Doe must indicate a title of Trustee on the "Title" line.</li> </ul>			



## SBLI USA LIFE INSURANCE COMPANY, INC.

#### **ANNUITY SUITABILITY PROFILE**

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914

Toll Free: 1-877-SBLI-USA / 1-877-725-4872

website: www.sbliusa.com

Completion of this Annuity Suitability Profile will help your agent determine whether the annuity product applied for is suitable given your financial needs and objectives. The information you share will remain confidential and is not used for any other purpose.

This form should be completed with the contract owner's information. If you reside with your spouse, responses should reflect your joint financial information. <u>Joint owners</u>: If joint owners are spouses, we will assume that all responses are the same for both individuals. If joint owners are not spouses, a separate suitability profile form must be completed for each owner. <u>Entity owners</u>: Information must be relevant to the entity, and the verification must be provided by the person(s) authorized to act on behalf of the entity. For trusts, see *Annuity Suitability Profile Tip Sheet*.

1. OWNER (Individuals only)						
Last Name	First Name	Middle Initial				
		<u>.</u>				
Occupation (If retired, please note former occupation	Date of Birth	Age				
Last Name	2. JOINT OWNER First Name	Middle Initial				
Last Name	First Name	Middle Initial				
Occupation (If retired, please note former occupation						
Occupation (if fettied, please note former occupation	)					
Relationship to Owner	Date of Birth	Age				
reducionally to owner	Bute of Birth	1.50				
3. OWNER INFORM	MATION (If Owner is a Non-Natural Pers	son)				
Name of Trustee(s) (if Trust)	Name/Title of Authorized Per					
Type of Entity:						
☐ Trust ☐ Corporation ☐ Partners	ship					
Tax ID Number						
Last Name 4. ANI	NUITANT (if other than Owner) First Name	Middle Initial				
Last Name	1 list ivalle	wilddic iiitiai				
5	PREMIUM INFORMATION					
		•				
Actual or estimated total premium amount?						
Qualified Line of Business (IRA, SEP, etc.)?		Yes □ No				
What is the source of funds for the purchase of this ar	nuity? (Check all that apply)					
☐ Annuity ☐ Certificate of Deposit (CD)	☐ Savings/Checking/Money Market	☐ Stocks/Bonds/Mutual Funds				
☐ Life Insurance ☐ Reverse Mortgage	☐ Home Equity Loan	☐ Other				

Are you replacing your <b>life insurance policy (ies)</b> be financial goals?			
Are you replacing your <b>annuity (ies)</b> because this an goals?			
Excluding this replacement, have you had any other a	annuity exchange or replacen	nent within the past 36 mor	nths? Yes No
If "Yes", please provide the timeframe and the reason	:		
COMPLETE TABLE IF THIS IS AN ANNUITY-T	TO-ANNUITY REPLACEM	MENT	
Please complete this section in its entirety. If requested is not applicable, please fill in "not applicable" or "Not applicab	-	ase contact your current ann	uity company. If information
If replacing more than one contract, please completel complete additional charts, and the owner(s) and ager			ng more than three contracts
<b>Current Annuity Contract Information</b>	Existing Contract #1	Existing Contract #2	Existing Contract #3
Annuity Type (Fixed Deferred, Index Deferred, Variable)			
Insurer Name for Existing Contract			
Current Crediting Rate	% Exp	% Exp	% Exp
Current Contract Surrender Value	\$	\$	\$
Surrender Charge or Early Withdrawal Charge *	% or \$	% or \$	% or \$
Optional Living Benefit	☐ Yes ☐ No	☐ Yes ☐ No	☐ Yes ☐ No
Guaranteed Minimum Interest Rate	% or <b>\Boxed</b> N/A	% or □ N/A	% or <b>\bigcup</b> N/A
Death Benefit Value	\$	\$	\$
Market Value Adjustment (MVA)	☐ Yes ☐ No	☐ Yes ☐ No	☐ Yes ☐ No
Estimated MVA amount that will apply	\$	\$	\$
(if none, list \$0). Indicate if positive (+) or negative (-).	<b>-</b> + <b>-</b> -	<b>-</b> + <b>-</b>	<b>-</b> + <b>-</b> -
Other Fees, Charges	\$	\$	\$
List any Riders or Benefits not listed above (e.g., Term of Withdrawal Charges).			Vithdrawal Benefit, Waiver
Indicate if there are any benefits/riders in the surrend	lering policy not available in	proposed product.	
Please explain why the replacement is appropriate.			
*If a surrender charge is indicated above, please ex surrender schedule to expire.		-	ow versus waiting for the

		7. FINANCIAL INF	ORMATION					
A.	If multiple profiles are being submitted for this transaction, indicate the person(s) or entity whose financial information is represented below							
В.	What is your <b>total annual</b> household pre	-tax income (provide ann	nual gross amou	nt)?	\$			
C.	Please identify the source(s) of your house	ehold income (check all t	hat apply)					
	☐ Employment/Self Employment	☐ Pension/Retirement	Benefits	☐ Social Security	☐ Investments			
	☐ Annuity	☐ Reverse Mortgage		Other				
D.	What are your approximate <u>annual</u> household living expenses (including housing, insurance, food, healthcare, taxes, etc.)?							
E.	Including any amounts you plan on withdrawing from this annuity or income annuity payments expected from this annuity, will you have sufficient available cash, liquid assets, or other sources of income for emergencies?							
	If No, please explain:							
F.	What is the approximate total value of yo	ur household's liquid asse	ets, after the pur	chase of this annuity?	\$			
	Liquid assets are assets that readily convert to cash without withdrawal charges or penalties. <i>Do not include</i> the premium used to purchase this annuity in your liquid assets.							
	<b>Examples:</b> checking, savings, money market accounts, brokerage accounts, stocks, mutual funds, etc.							
G.								
H.	If you currently own other annuities, wha annuity, be after this transaction?				this own other annuities			
I.	Do you anticipate any significant changes in your household income, living expenses, or liquid assets during the withdrawal charge period of the annuity being purchased (such as reduction in income, increased housing or medical expenses, etc.)?							
	If Yes, please explain:							
J.	Are you currently living in an assisted liv	ing facility or nursing hor	ne?		Yes 🗆 No			
K.	What is your federal income tax bracket?	P ☐ Less than 15%	ó	<b>□</b> 15 - 28%	☐ Greater than 28%			
L.	What are your financial goals for purchase	sing this annuity? (check	all that apply)					
	☐ Immediate Income	☐ Future Income		☐ Tax Deferral	☐ Asset Growth			
	☐ Safety of Principal	☐ Education Planning		☐ Estate Planning	☐ Other			
M.	When do you expect to need to be able to	access the funds in the a	nnuity?					
	☐ Less than 1 year ☐ 1-5 years	<b>□</b> 6-9 years	☐ 10+ years	☐ Not until M	<b>I</b> aturity			
N.	Is it your expectation that any withdrawal	s will be penalty-free und	ler the terms of	the annuity contract?	Yes • No			
	If Yes, please explain basis for this expec	tation:						
O.	Do you anticipate taking any withdrawals	s before age 59 ½ that wo	uld subject you	to a tax penalty?	□ Yes □ No			
	If Yes, please explain::							
	Examples of withdrawals that may not incur a tax penalty include, but are not limited to, a series of substantially equal periodic							

S-ASPANNENY21 Page 3 of 5 6/2021

payments made over your life expectancy, or payments taken if you have a qualifying disability. Consult your tax advisor if you have

any questions as to whether a withdrawal will subject you to a tax penalty.

P. Which financial, insurance, and investment products have y			d investment products have you	owned and/or currently own? (ch	eck all that apply)	
	☐ None		□ CDs	☐ Stocks	☐ Life Insurance	
	☐ Bonds		☐ Mutual Funds	☐ Annuities		
Q.	What is your r	isk profile with	respect to the purchase of this a	nnuity? (check all that apply)		
	☐ Moderate - I	would like to ac		osing money. d can withstand an occasional down time and I can endure substantial l		
		{	B. OWNER ACKNOWLEDGI	EMENT AND CERTIFICATION		
			nd signed by the proposed Ov ip, both spouses must initial a	vner or authorized representativ and sign.	e thereof (if entity owner). In	
Ву	initialing each s	statement and sig	gning below, I/we certify:			
	Owner	Spouse				
			I understand and accept that	an annuity is a long-term investme	ent.	
			I have reviewed the Produc various features of this annu	t Disclosure form with my agent ity.	and have been informed of the	
			cluding any rider benefits. I period, I will incur a withdr	with my agent the impact of any understand that if money is withdrawal charge and, if applicable, a neless such withdrawal is penalty-from	awn during a withdrawal charge market value adjustment and/or	
			-	the annuity product being purcha der value, current crediting rate, a	•	
			Company nor its representati	ns from the annuity may be a tax cives offers legal or tax advice. I have tax implications of the annuity be	ave been advised to consult my	
			I believe that the proposed and needs.	transaction is suitable for my fina	ncial circumstances, objectives	
Sel	ect one option	below:				
	I have discusse	ed my current fine esponses in the p		tives with my agent before deciding Suitability Profile form and certify		
	WAIVER: I choose not to provide complete information regarding my financial status, situation and needs. I understand that my agent will be unable to assist me in determining if the transaction is suitable and in my best interest and therefore cannot make a recommendation regarding the purchase of this annuity. I wish to proceed with the transaction at this time.					
SU CO	ITABILITY P	ROFILE FORM	M IS LEFT BLANK, BEFOR	E, DO NOT SIGN BELOW IF AN RE CAREFULLY REVIEWING TTRUE AND CORRECT TO TH	THE INFORMATION RE-	
		Owner Signa	ature		Date	
		Title (if ent	ity)			
Spouse Signature, if Joint Owner					Date	

7. FINANCIAL INFORMATION (Continued)

#### 9. PRODUCER / REPRESENTATIVE'S STATEMENT

By signing below, I certify:

- This Annuity Suitability Profile Form was signed and dated by the applicant after all answers and information provided by
  applicant were recorded herein, and I have truly and accurately recorded on this form all of the information provided by the
  applicant.
- I have instructed the applicant to answer the Owner's Acknowledgement and Verification Section appropriately. I am providing the replacement information on the required forms and have included them with this application, if applicable.
- I have delivered a Buyer's Guide for Deferred Annuities to the applicant.
- I have informed the applicant of various features of the product and potential consequences of the sales transaction, both advantages and disadvantages. I have delivered the appropriate product disclosures and other related materials, such as the compensation information regarding the manner in which I am compensated for the sale and servicing of this product, and I have used only current, carrier-approved sales material.

Select one option below:

#### □ I RECOMMEND THE PURCHASE OF THIS PRODUCT BY THE APPLICANT AND CERTIFY:

- I have reviewed the applicant's financial situation and needs, including the financial resources used for the funding of the annuity contract and the applicant's financial time horizon, including the duration of existing liabilities and obligations, and have determined that the applicant has the financial ability to meet the financial commitments under the contract.
- I agree to maintain and make available upon request to the insurer or insurance commissioner records of information collected, including any additional needs and analysis forms, and other information used as the basis for this recommendation for the number of years required by state laws and regulations.
- I have disclosed to the applicant all relevant suitability considerations, both favorable and unfavorable, which provide the basis of my recommendation and have provided that information to the applicant in a reasonable summary format. Should the basis of my recommendation change based on information received after this date but before the contract issued, I will update such disclosure accordingly.
- My recommendation was made with the care, skill, prudence, and diligence that a prudent person acting in a like capacity and familiar with such matters would use under the circumstances prevailing.
- I understand that in making a recommendation, I must act in the best interest of the applicant. I have only considered the interests of the applicant when making the recommendation to purchase this annuity. I may receive a commission from, or have another financial interest in, the recommended transaction; however, my recommendation is based solely on the applicant's financial interest.

	ase provide any other information provided by the consumer no ability of this transaction:	t recorded above which in your reasonable judgment is relevant to the
The	e basis for my recommendation is:	
	FINANCIAL INFORMATION, NEEDS AND OBJECTIV	CAUSE, ALTHOUGH I INQUIRED ABOUT THE APPLICANT'S ES, I WAS UNABLE TO COLLECT THE NECESSARY INFOR-
	MATION I DO NOT HAVE A REASONABLE BASIS TO BELIE BEST INTEREST OF, THE APPLICANT AT THIS TIME	VE THIS TRANSACTION IS SUITABLE FOR, AND IN THE E.
	Agent Name (Print)	Broker / Dealer, Firm or Affiliation
	Agent Signature	Date



# SBLI USA LIFE INSURANCE COMPANY, INC.

### NY BEST INTEREST SUPPLEMENTAL FORM

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914 Toll Free: 1-877-SBLI-USA/1-877-725-4872 website: www.sbliusa.com

1). Please describe the advantages discussed in selecting this po	olicy and how the policy will assist the client in meeting their needs and
objectives:	
2). Please describe the disadvantages of this policy discussed w	vith the client:
3). Please identify other products that were compared before se	electing this policy:
4). Please describe why this policy is in the best interest of the c	customer based on the suitability profile and the product features:
Client Signature	Date
Chem Signature	Daic
Agent Signature	Date



#### SELECT CHOICE® SINGLE-PREMIUM DEFERRED ANNUITY DISCLOSURE<sup>1</sup>

This document reviews important points to think about before you buy this SBLI USA Life Insurance Company, Inc. ("SBLI USA" or "Company") annuity. Please read your annuity contract, including any riders and endorsements, for a full description of your annuity.

An annuity contract is a contract between you and the Company, in which the Company promises to make a series of periodic income payments to you in return for the premium paid. This annuity is single premium, which means you buy it with one premium payment. It is a fixed annuity, which means it earns a fixed interest rate. It is deferred, which means that income payouts do not begin until a future date.

You can use this annuity to save money for retirement and to receive retirement income for life. It is **not** meant to be used to meet short-term financial goals.

If you have questions about this annuity, please ask your agent, broker, or advisor, or contact the Company at 1-877-725-4872.

#### **INTEREST CREDITING**

How will the value of my annuity grow? Your annuity earns tax-deferred interest at a guaranteed interest rate for a guarantee period. Interest is compounded daily and is credited to your **Accumulation Value**.

**Initial Guarantee Period**: Select Choice offers an Initial Guarantee Period of 3, 5 or 7 years. The Initial Guarantee Period applicable to your contract was elected by you on the application and will be stated on your annuity contract's data pages, along with the effective annual interest rate that will be credited during the Initial Guarantee Period. In order to achieve this effective annual interest rate, you must leave the single premium paid in the annuity for a full year without any withdrawals.

**5-Year Subsequent Guarantee Period(s)**: During the last 30 days of the Initial Guarantee Period, you may either choose to begin a 5-year Subsequent Guarantee Period or surrender (cancel and withdraw the money from) your annuity. If you do nothing, a 5-year Subsequent Guarantee Period automatically will begin. At the end of each Subsequent Guarantee Period, you will have another 30-day window in which to elect whether to continue for another 5-year Subsequent Guarantee Period or surrender your annuity. The guaranteed interest rate for any Subsequent Guarantee Period will be set by SBLI USA, but will never be less than the **lifetime guaranteed minimum interest rate** set forth on your contract data pages. During this 30-day window at the end of each Guarantee Period, surrenders and partial withdrawals do not incur a Withdrawal Charge or MVA – see SURRENDERS AND PARTIAL WITHDRAWALS section below.

#### **BENEFITS**

How do I get income (payouts) from my annuity? You choose how to get the income payout. The payout options that are currently available are described in your contract and listed below. If you do not choose a payment option prior to 30 days before the Maturity Date, we will automatically apply the Life Income with Period Certain Option with a period certain of 10 years. The Maturity Date shown on your contract data pages is the date that payouts are scheduled to begin. You may change both the Maturity Date and the payout option up until the payout begins. The Maturity Date must be at least 12 months from the contract date shown on your contract data page and cannot be any later than the contract anniversary immediately following the annuitant's 100th birthday.

- Interest Only payment other than interest is deferred for life or a period you elect.
- Fixed Period equal monthly, quarterly, semi-annual or annual payments are made for a fixed period of years.
- Fixed Amount equal monthly, quarterly, semi-annual or annual payments of a specified amount are made until exhausted.
- Life Income with Period Certain A monthly income is paid during the annuitant's remaining lifetime; if the annuitant dies before the end of the elected period certain (10 or 20 years), payments will be made for the remainder of the period certain.

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<sup>&</sup>lt;sup>1</sup> For use with SBLI USA Life Insurance Company, Inc. contract form nos. SPAPSENY15, SPBPSENY16, SPRPSENY16 or SPWPSENY16, endorsement form nos. IRAESENY17 or RTHESENY17.

What happens if I die? If you die after the Maturity Date, depending on the type of payout you choose, we pay the remaining Accumulation Value, if any, to your designated payee. If you die (or, in the case of joint owners, if any owner dies) before the Maturity Date, we will pay a death benefit to the beneficiary(ies), unless your surviving spouse is a joint owner of the contract. If your surviving spouse is a joint owner, such surviving spouse will become the primary beneficiary to whom the death benefit will be paid, and any other beneficiary designation on record at the time of your death will be treated as a contingent beneficiary.

The death benefit is the Accumulation Value as of the date of death plus interest at 1% from the date of death until date of payment.

#### **SURRENDERS & PARTIAL WITHDRAWALS**

Can I withdraw money from my annuity? You cannot take any of the money out of your annuity after the Maturity Date. Before the Maturity Date, you can take out all of your Accumulation Value (full surrender) or part of it (partial withdrawal). For partial withdrawals, the amount of the partial withdrawal must be \$500 or more and the Accumulation Value after the withdrawal must remain at least \$2000. Withdrawals or surrenders may be subject to a withdrawal charge or market value adjustment as further detailed below.

Will there be a Withdrawal Charge or Market Value Adjustment if I take out some or all of the money from my annuity? Unless one of the exceptions listed below applies, if you make a partial withdrawal or full surrender at any time prior to the Maturity Date, a Market Value Adjustment (MVA) and Withdrawal Charge will be applied.

The MVA is an amount determined by the relationship of an index rate determined at the beginning of the applicable guarantee period to an index rate determined at the time of partial withdrawal or full surrender. If the index rate has gone up, the MVA likely will result in a negative adjustment to your Accumulation Value at the time of the withdrawal or surrender. If the index rate has gone down, the MVA likely will result in a positive adjustment to your Accumulation Value at the time of the withdrawal or surrender. The index rate used for the MVA for your annuity is the Constant Maturity Treasury Rate.

The Withdrawal Charge for the plan you elected is equal to the percentage shown in the chart below times the amount of the requested withdrawal, after adjustment by the MVA. Accumulation Value

#### Initial Guarantee Period

Contract Year	1	2	3	4	5	6	7
3 Year Plan	7%	6%	5%	N/A	N/A	N/A	N/A
5 Year Plan	7%	6%	5%	4%	3%	N/A	N/A
7 Year Plan	7%	6%	5%	4%	3%	2%	1%

#### Subsequent Guarantee Period

Subsequent Period Contract Year	1	2	3	4	5
All Plans	5%	4%	3%	2%	1%

**Examples**: Assume an Accumulation Value of \$100,000 and a Net Partial Withdrawal of \$5,000 in Year 3 of the Initial Guarantee Period.

Negative MVA Example: Assume MVA is -\$100.

\$100,000 Beginning Accumulation Value minus \$5,000 Net Partial Withdrawal Amount

minus \$100 negative MVA

minus \$263.16 Withdrawal Charge

equals \$94,636.84 Accumulation Value After Partial Withdrawal

Positive MVA Example: Assume MVA is +\$100.

\$100,000 Beginning Accumulation Value

minus \$5,000 Net Partial Withdrawal Amount

plus \$100 positive MVA

minus \$263.16 Withdrawal Charge

equals \$94,836.84 Accumulation Value After Partial Withdrawal

#### Exceptions (exceptions depend on which product you have elected to purchase):

- <u>All Select Choice® SPDA Products:</u> You may take a full or partial withdrawal during the last 30 days of any guarantee period without incurring an MVA or Withdrawal Charge.
- If you purchased a plan with the Penalty-Free Withdrawal Options feature (Select Choice® 3 or Select Choice® 4), we will waive the Withdrawal Charge and MVA in the following circumstances: (1) on the amount of the first withdrawal in any year after the first up to 10% of the accumulation value; (2) on a series of SEPP payments under certain conditions stated in the policy; (3) if in any year after the first you are confined to a long-term facility, intermediate nursing facility or hospital due to injury or sickness under the conditions stated in the contract; or (4) if in any year after the first you have a terminal illness as defined in the contract.
- In addition, if you purchased a plan with the <u>Return of Premium feature (Select Choice® 2 or Select Choice® 4)</u>, you will receive at least your premium paid less any applicable premium taxes and any amounts previously received as a partial withdrawal upon full surrender of the contract, which may have the effect of reducing any Withdrawal Charges or MVA assessed on a prior partial withdrawal.

#### **OTHER EXPENSES AND CHARGES**

**Do I pay any other fees or charges?** We may deduct a premium tax at the time the contract is surrendered or on the date the contract is annuitized (the maturity date). The amount of the deduction, if any, will be determined by the law in effect in the issue state on the date the tax is deducted. Some states do not impose a premium tax.

#### **CONTRACT VALUES**

**How are contract values calculated?** We calculate the Accumulation Value and Cash Surrender Value based on the formulas shown below. Contract values will never be less than required by the law of the state in which your contract is issued.

Accumulation Value = Single Premium Paid + Interest Credited - Withdrawals (including any applicable Withdrawal Charges or MVA)

Cash Surrender Value = Accumulation Value +/- MVA, if applicable — Withdrawal Charge, if applicable — Premium Tax, if applicable

If you purchased Select Choice 2 or Select Choice 4, with the Return of Premium feature, if you surrender the contract prior to the Maturity Date, your cash surrender value will be at least your premium paid less any applicable premium taxes and any amounts received as partial withdrawals at any time prior to the surrender.

#### **TAXES**

Taxation of annuities can be complex and depends on your specific situation. The discussion below is very general in nature, does not purport to cover all situations, and is not intended as tax advice. You should consult with a qualified, independent tax advisor with regard to the application of the tax laws to your individual circumstances.

How will payouts and withdrawals from my annuity be taxed? An annuity owned by a natural person is generally tax-deferred, which means that, ordinarily, federal income tax on any gains will be deferred until we make a distribution to you or you assign or pledge an interest in your contract. Payouts or withdrawals are generally subject to ordinary income taxes on earnings. Non-qualified contracts held by an Owner other than a natural person owner (such as a corporation, LLC, partnership or trusts, other than trusts considered to be holding the annuity as an agent for a natural person) do not generally qualify as an annuity contract for tax purposes, so any increase in value would constitute ordinary taxable income in the year earned.

As a general rule, you will pay a 10% federal income tax penalty on taxable amounts you withdraw before age 59 1/2. Exceptions may apply; consult your tax advisor prior to taking a distribution prior to age 59 1/2.

You may be able to directly transfer or roll over a tax-qualified annuity to another tax-qualified annuity or tax-qualified account without paying taxes. An annuity that is not tax-qualified can be exchanged for another non-qualified tax-deferred annuity without paying taxes on earnings at that time if certain requirements are satisfied. Before you do a transfer or exchange, compare the benefits, features and costs of the two annuities. Keep in mind that you may incur a surrender charge when you cancel an existing annuity or life insurance policy, and you will begin a new withdrawal charge period when you buy a new annuity.

Does buying an annuity in a qualified plan provide extra tax benefits? If you are purchasing this annuity as part of a qualified plan such as an IRA, your decision should be based on contract benefits, as well as its risks and costs, and not tax-deferred growth, as the Internal Revenue Service already grants tax-deferred status to plans like IRAs. Tax rules around qualified plans are complex, and certain requirements and limitations apply, as are generally described in an IRA endorsement and disclosure included with qualified contracts.

Can I satisfy Required Minimum Distributions with this annuity? If your annuity is tax qualified, it must comply with Required Minimum Distribution (RMD) rules, as required by the tax laws and Internal Revenue Service rules. Those rules generally require certain distributions to be made beginning at age 72 (or at age 70.5 for those who turned 70.5 on or before December 31, 2019). This requirement may be satisfied by starting income benefit payments, taking a withdrawal from your annuity, or taking money out of another annuity or tax-qualified account. This requirement does not apply during your life if your contract is a Roth IRA. The annuity you are purchasing is RMD friendly, meaning that you will not incur a Withdrawal Charge or MVA on withdrawals made to satisfy RMD requirements.

#### OTHER INFORMATION

- We may change your annuity contract from time to time to follow federal or state laws and regulations. If we do, we'll tell you about those changes in writing.
- We pay the agent, broker or firm for selling the annuity to you. They may receive additional compensation for selling this annuity contract than for selling other annuity contracts.
- Many states have laws that give you a set number of days to look at the annuity after it is delivered to you. If you decide during that time that you don't want it, you can return it to us and get all of your money back, less any withdrawals. See your contract cover page to learn more about your free look period.
- In some instances, your agent or broker may not offer all options and features electable by the applicant described above.

This is a summary document only. It is not part of your annuity contract. Please read the contract for a complete explanation of its terms and conditions. Neither we nor our representatives offer legal or tax advice. You should consult your own personal advisors on any legal or tax matters.

NOT A	MAY LOSE	NOT FDIC	NOT GUARANTEED BY ANY	NOT GUARANTEED	
DEPOSIT	VALUE	INSURED	FEDERAL GOVERNMENT AGENCY	BY A BANK	
By <b>Owner(s) Cert</b> disclosure docume	, , ,	elow, I/we acknowledg	e that I/we have read and understand the infor	mation contained in this	
Signed this	day of		·		
OWNER'S NAME	(Please Print)		OWNER'S SIGNATURE		
JOINT OWNER'S	NAME, IF ANY (Please	e Print)	JOINT OWNER'S SIGNATURE, IF ANY		
ACENT'S NAME	(Dloogo Drint)		ACENT'S SIGNATURE		
AGENT'S NAME (Please Print) AGENT'S SIGNATURE					

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914 1-877-SBLI-USA (1-877-725-4872) • www.sbliusa.com



#### SELECT CHOICE® SINGLE-PREMIUM DEFERRED ANNUITY DISCLOSURE<sup>1</sup>

This document reviews important points to think about before you buy this SBLI USA Life Insurance Company, Inc. ("SBLI USA" or "Company") annuity. Please read your annuity contract, including any riders and endorsements, for a full description of your annuity.

An annuity contract is a contract between you and the Company, in which the Company promises to make a series of periodic income payments to you in return for the premium paid. This annuity is single premium, which means you buy it with one premium payment. It is a fixed annuity, which means it earns a fixed interest rate. It is deferred, which means that income payouts do not begin until a future date.

You can use this annuity to save money for retirement and to receive retirement income for life. It is **not** meant to be used to meet short-term financial goals.

If you have questions about this annuity, please ask your agent, broker, or advisor, or contact the Company at 1-877-725-4872.

#### **INTEREST CREDITING**

How will the value of my annuity grow? Your annuity earns tax-deferred interest at a guaranteed interest rate for a guarantee period. Interest is compounded daily and is credited to your **Accumulation Value**.

**Initial Guarantee Period**: Select Choice offers an Initial Guarantee Period of 3, 5 or 7 years. The Initial Guarantee Period applicable to your contract was elected by you on the application and will be stated on your annuity contract's data pages, along with the effective annual interest rate that will be credited during the Initial Guarantee Period. In order to achieve this effective annual interest rate, you must leave the single premium paid in the annuity for a full year without any withdrawals.

**5-Year Subsequent Guarantee Period(s)**: During the last 30 days of the Initial Guarantee Period, you may either choose to begin a 5-year Subsequent Guarantee Period or surrender (cancel and withdraw the money from) your annuity. If you do nothing, a 5-year Subsequent Guarantee Period automatically will begin. At the end of each Subsequent Guarantee Period, you will have another 30-day window in which to elect whether to continue for another 5-year Subsequent Guarantee Period or surrender your annuity. The guaranteed interest rate for any Subsequent Guarantee Period will be set by SBLI USA, but will never be less than the **lifetime guaranteed minimum interest rate** set forth on your contract data pages. During this 30-day window at the end of each Guarantee Period, surrenders and partial withdrawals do not incur a Withdrawal Charge or MVA – see SURRENDERS AND PARTIAL WITHDRAWALS section below.

#### **BENEFITS**

How do I get income (payouts) from my annuity? You choose how to get the income payout. The payout options that are currently available are described in your contract and listed below. If you do not choose a payment option prior to 30 days before the Maturity Date, we will automatically apply the Life Income with Period Certain Option with a period certain of 10 years. The Maturity Date shown on your contract data pages is the date that payouts are scheduled to begin. You may change both the Maturity Date and the payout option up until the payout begins. The Maturity Date must be at least 12 months from the contract date shown on your contract data page and cannot be any later than the contract anniversary immediately following the annuitant's 100th birthday.

- Interest Only payment other than interest is deferred for life or a period you elect.
- Fixed Period equal monthly, quarterly, semi-annual or annual payments are made for a fixed period of years.
- Fixed Amount equal monthly, quarterly, semi-annual or annual payments of a specified amount are made until exhausted.
- Life Income with Period Certain A monthly income is paid during the annuitant's remaining lifetime; if the annuitant dies before the end of the elected period certain (10 or 20 years), payments will be made for the remainder of the period certain.

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<sup>&</sup>lt;sup>1</sup> For use with SBLI USA Life Insurance Company, Inc. contract form nos. SPAPSENY15, SPBPSENY16, SPRPSENY16 or SPWPSENY16, endorsement form nos. IRAESENY17 or RTHESENY17.

What happens if I die? If you die after the Maturity Date, depending on the type of payout you choose, we pay the remaining Accumulation Value, if any, to your designated payee. If you die (or, in the case of joint owners, if any owner dies) before the Maturity Date, we will pay a death benefit to the beneficiary(ies), unless your surviving spouse is a joint owner of the contract. If your surviving spouse is a joint owner, such surviving spouse will become the primary beneficiary to whom the death benefit will be paid, and any other beneficiary designation on record at the time of your death will be treated as a contingent beneficiary.

The death benefit is the Accumulation Value as of the date of death plus interest at 1% from the date of death until date of payment.

#### **SURRENDERS & PARTIAL WITHDRAWALS**

Can I withdraw money from my annuity? You cannot take any of the money out of your annuity after the Maturity Date. Before the Maturity Date, you can take out all of your Accumulation Value (full surrender) or part of it (partial withdrawal). For partial withdrawals, the amount of the partial withdrawal must be \$500 or more and the Accumulation Value after the withdrawal must remain at least \$2000. Withdrawals or surrenders may be subject to a withdrawal charge or market value adjustment as further detailed below.

Will there be a Withdrawal Charge or Market Value Adjustment if I take out some or all of the money from my annuity? Unless one of the exceptions listed below applies, if you make a partial withdrawal or full surrender at any time prior to the Maturity Date, a Market Value Adjustment (MVA) and Withdrawal Charge will be applied.

The MVA is an amount determined by the relationship of an index rate determined at the beginning of the applicable guarantee period to an index rate determined at the time of partial withdrawal or full surrender. If the index rate has gone up, the MVA likely will result in a negative adjustment to your Accumulation Value at the time of the withdrawal or surrender. If the index rate has gone down, the MVA likely will result in a positive adjustment to your Accumulation Value at the time of the withdrawal or surrender. The index rate used for the MVA for your annuity is the Constant Maturity Treasury Rate.

The Withdrawal Charge for the plan you elected is equal to the percentage shown in the chart below times the amount of the requested withdrawal, after adjustment by the MVA. Accumulation Value

#### Initial Guarantee Period

Contract Year	1	2	3	4	5	6	7
3 Year Plan	7%	6%	5%	N/A	N/A	N/A	N/A
5 Year Plan	7%	6%	5%	4%	3%	N/A	N/A
7 Year Plan	7%	6%	5%	4%	3%	2%	1%

#### Subsequent Guarantee Period

Subsequent Period Contract Year	1	2	3	4	5
All Plans	5%	4%	3%	2%	1%

**Examples**: Assume an Accumulation Value of \$100,000 and a Net Partial Withdrawal of \$5,000 in Year 3 of the Initial Guarantee Period.

Negative MVA Example: Assume MVA is -\$100.

\$100,000 Beginning Accumulation Value minus \$5,000 Net Partial Withdrawal Amount

minus \$100 negative MVA

minus \$263.16 Withdrawal Charge

equals \$94,636.84 Accumulation Value After Partial Withdrawal

Positive MVA Example: Assume MVA is +\$100.

\$100,000 Beginning Accumulation Value

minus \$5,000 Net Partial Withdrawal Amount

plus \$100 positive MVA

minus \$263.16 Withdrawal Charge

equals \$94,836.84 Accumulation Value After Partial Withdrawal

#### Exceptions (exceptions depend on which product you have elected to purchase):

- <u>All Select Choice® SPDA Products:</u> You may take a full or partial withdrawal during the last 30 days of any guarantee period without incurring an MVA or Withdrawal Charge.
- If you purchased a plan with the Penalty-Free Withdrawal Options feature (Select Choice® 3 or Select Choice® 4), we will waive the Withdrawal Charge and MVA in the following circumstances: (1) on the amount of the first withdrawal in any year after the first up to 10% of the accumulation value; (2) on a series of SEPP payments under certain conditions stated in the policy; (3) if in any year after the first you are confined to a long-term facility, intermediate nursing facility or hospital due to injury or sickness under the conditions stated in the contract; or (4) if in any year after the first you have a terminal illness as defined in the contract.
- In addition, if you purchased a plan with the <u>Return of Premium feature (Select Choice® 2 or Select Choice® 4)</u>, you will receive at least your premium paid less any applicable premium taxes and any amounts previously received as a partial withdrawal upon full surrender of the contract, which may have the effect of reducing any Withdrawal Charges or MVA assessed on a prior partial withdrawal.

#### **OTHER EXPENSES AND CHARGES**

**Do I pay any other fees or charges?** We may deduct a premium tax at the time the contract is surrendered or on the date the contract is annuitized (the maturity date). The amount of the deduction, if any, will be determined by the law in effect in the issue state on the date the tax is deducted. Some states do not impose a premium tax.

#### **CONTRACT VALUES**

**How are contract values calculated?** We calculate the Accumulation Value and Cash Surrender Value based on the formulas shown below. Contract values will never be less than required by the law of the state in which your contract is issued.

Accumulation Value = Single Premium Paid + Interest Credited - Withdrawals (including any applicable Withdrawal Charges or MVA)

Cash Surrender Value = Accumulation Value +/- MVA, if applicable — Withdrawal Charge, if applicable — Premium Tax, if applicable

If you purchased Select Choice 2 or Select Choice 4, with the Return of Premium feature, if you surrender the contract prior to the Maturity Date, your cash surrender value will be at least your premium paid less any applicable premium taxes and any amounts received as partial withdrawals at any time prior to the surrender.

#### **TAXES**

Taxation of annuities can be complex and depends on your specific situation. The discussion below is very general in nature, does not purport to cover all situations, and is not intended as tax advice. You should consult with a qualified, independent tax advisor with regard to the application of the tax laws to your individual circumstances.

How will payouts and withdrawals from my annuity be taxed? An annuity owned by a natural person is generally tax-deferred, which means that, ordinarily, federal income tax on any gains will be deferred until we make a distribution to you or you assign or pledge an interest in your contract. Payouts or withdrawals are generally subject to ordinary income taxes on earnings. Non-qualified contracts held by an Owner other than a natural person owner (such as a corporation, LLC, partnership or trusts, other than trusts considered to be holding the annuity as an agent for a natural person) do not generally qualify as an annuity contract for tax purposes, so any increase in value would constitute ordinary taxable income in the year earned.

As a general rule, you will pay a 10% federal income tax penalty on taxable amounts you withdraw before age 59 1/2. Exceptions may apply; consult your tax advisor prior to taking a distribution prior to age 59 1/2.

You may be able to directly transfer or roll over a tax-qualified annuity to another tax-qualified annuity or tax-qualified account without paying taxes. An annuity that is not tax-qualified can be exchanged for another non-qualified tax-deferred annuity without paying taxes on earnings at that time if certain requirements are satisfied. Before you do a transfer or exchange, compare the benefits, features and costs of the two annuities. Keep in mind that you may incur a surrender charge when you cancel an existing annuity or life insurance policy, and you will begin a new withdrawal charge period when you buy a new annuity.

Does buying an annuity in a qualified plan provide extra tax benefits? If you are purchasing this annuity as part of a qualified plan such as an IRA, your decision should be based on contract benefits, as well as its risks and costs, and not tax-deferred growth, as the Internal Revenue Service already grants tax-deferred status to plans like IRAs. Tax rules around qualified plans are complex, and certain requirements and limitations apply, as are generally described in an IRA endorsement and disclosure included with qualified contracts.

Can I satisfy Required Minimum Distributions with this annuity? If your annuity is tax qualified, it must comply with Required Minimum Distribution (RMD) rules, as required by the tax laws and Internal Revenue Service rules. Those rules generally require certain distributions to be made beginning at age 72 (or at age 70.5 for those who turned 70.5 on or before December 31, 2019). This requirement may be satisfied by starting income benefit payments, taking a withdrawal from your annuity, or taking money out of another annuity or tax-qualified account. This requirement does not apply during your life if your contract is a Roth IRA. The annuity you are purchasing is RMD friendly, meaning that you will not incur a Withdrawal Charge or MVA on withdrawals made to satisfy RMD requirements.

#### OTHER INFORMATION

- We may change your annuity contract from time to time to follow federal or state laws and regulations. If we do, we'll tell you about those changes in writing.
- We pay the agent, broker or firm for selling the annuity to you. They may receive additional compensation for selling this annuity contract than for selling other annuity contracts.
- Many states have laws that give you a set number of days to look at the annuity after it is delivered to you. If you decide during that time that you don't want it, you can return it to us and get all of your money back, less any withdrawals. See your contract cover page to learn more about your free look period.
- In some instances, your agent or broker may not offer all options and features electable by the applicant described above.

This is a summary document only. It is not part of your annuity contract. Please read the contract for a complete explanation of its terms and conditions. Neither we nor our representatives offer legal or tax advice. You should consult your own personal advisors on any legal or tax matters.

NOT A	MAY LOSE	NOT FDIC	NOT GUARANTEED BY ANY	NOT GUARANTEED	
DEPOSIT	VALUE	INSURED	FEDERAL GOVERNMENT AGENCY	BY A BANK	
By <b>Owner(s) Cert</b> disclosure docume	, , ,	elow, I/we acknowledg	e that I/we have read and understand the infor	mation contained in this	
Signed this	day of		·		
OWNER'S NAME	(Please Print)		OWNER'S SIGNATURE		
JOINT OWNER'S	NAME, IF ANY (Please	e Print)	JOINT OWNER'S SIGNATURE, IF ANY		
ACENT'S NAME	(Dloogo Drint)		ACENT'S SIGNATURE		
AGENT'S NAME (Please Print) AGENT'S SIGNATURE					

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914 1-877-SBLI-USA (1-877-725-4872) • www.sbliusa.com



SBLI USA Life Insurance Company, Inc. S.USA Life Insurance Company, Inc. Shenandoah Life Insurance Company (Each the "Company")

Members of the Prosperity Life Group<sup>†</sup>

#### TRUST ACKNOWLEDGMENT AND CERTIFICATION

Complete this form when applying for ownership of a non-qualified annuity contract by a trust or when there is change of ownership of an existing annuity contract to a trust.

**Please note:** The purpose of this form is to (1) certify that the annuity contract is being held by the trust as agent for a natural person for tax-reporting purposes, and (2) to verify the trustee(s) authorized to exercise ownership rights under the contract. The Company will rely on the representations made in this form unless and until it receives signed written notice of any changes which would cause these representations to be incorrect.

Please indicate one of the following:			
☐ New Contract			
☐ Existing Contract, Contract Number:			
(For existing contracts, this form must accompany the chan	<u> </u>		
TRUST AND CONTRACTANDIANT Name	INFORMATION (CO	OMPLETE ALL FIELDS)  ip of Trust to Annuity Contract (cl	heck one)
	□ Owner	☐ Beneficiary	☐ Both
Full Name of Trust			
Trust Effective Date	State Whe	re Trust Established	
Trust Mailing Address			
Trust Tax ID Number (TIN) (In the case of a living trust	the TIN may be the sar	ne as the Grantor's Social Securit	y Number)
Trust is	Name of P	Person Who Can Revoke	
☐ Irrevocable ☐ Revocable			
treat the following trust types as having tax deferral and wil (i) Grantor Trusts under IRC sections 671-678, and (ii) trustionary interest, are natural persons. You are responsi status of your trust, you should consult a tax advisor before the property of the status of your trust, you should consult a tax advisor before the property of the status of your trust.	asts in which all trust be the for providing the co	eneficiaries, including those who orrect information below. If you	have a remainder and
a. Is this a Grantor Trust under IRC sections 671-678?	-		□ Yes □ No
NOTE: Any revocable trust is considered a Grantor Tr			
Grantor Name		rth	
b. If the answer to (a) above is no, are <u>all</u> beneficiaries, (i.e., an individual, not a charity, church, etc.)?	_	•	-
If any of the above changes, the Grantor and/or Trustee	shall immediately pro	ovide the Company written notif	fication.
AUTHORIZE	D TRUSTEE(S) INFO	DRMATION	
List all trustees authorized to exercise ownership rights trustees must sign this Certification.	under the annuity con	tract. Attach additional sheets if	needed. All authorized
Trustee Name	Trustee Ac	ldress	
Additional Trustee Name	Additional	l Trustee Address	

	AUTHORIZED TRUSTEE(S) II	NFORMATION (CONTINUED)	
Additional Trustee Name	·	Additional Trustee Address	·
Additional Trustee Name		Additional Trustee Address	
If more than one Trustee, transacti	on requests must be authorized by	y (select one):	
☐ All Trustees	☐ Majority of Trustees	☐ Any One Trustee	☐ Only Specified Trustee(s)
Provide name(s):			

#### CERTIFICATION AND AGREEMENT (PLEASE REVIEW CAREFULLY)

#### By signing below, the undersigned persons certify and affirm that:

- (a) They constitute all of the trustees of the trust and have all requisite authority to complete this form and bind the trust and all of its beneficiaries with respect to all matters relating to the annuity contract.
- (b) The representations made in this form are true, complete and accurate.
- (c) The trust is in effect and has not been revoked, modified or amended in any manner which would cause the representations in this form to be inaccurate.
- (d) They understand and agree that, even if the trust document has been or is later provided, the Company is relying exclusively on the representations made in this form and not upon a review of the trust document, and may so rely unless and until notice of any change, amendment or revocation is provided in writing and delivered to the Company.
- (e) They each agree, individually and as trustees, jointly and severally, to defend, indemnify and hold the Company, its parent, subsidiaries and affiliates and each of their officers, directors, employees and agents harmless from and against any and all claims, demands, losses, liabilities, damages, judgments, defense or settlement costs or expenses (including reasonable attorneys' fees) arising out of or related to any acts or omissions taken by the Company upon their instructions or in reliance upon their representations to the Company in connection with the annuity contract owned by the trust. This indemnification shall survive termination of this document or the annuity contract.
- (f) They understand that the purchase and ownership of an annuity contract by a trust may have significant tax, estate, and other legal and financial consequences and implications, that the Company and its agents may not give tax or legal advice, and that they the undersigned are solely responsible for the legal and tax implications of ownership of the annuity contract by the trust. They acknowledge that they have been advised to, and have had the opportunity to, seek advice from their own legal and/or tax advisors before completing this form and effecting ownership of the annuity contract by the trust.
- (g) They will inform the Company in writing of any trust amendments, change of Trustee(s), or any other fact or event that could alter this Certification, cause any of the representations herein to be incorrect, or change the annuity contract's tax treatment under IRC section 72(u).
- (h) No Trustee is an agent of record, servicing agent, solicitor, insurance producer, financial representative, investment advisor or related financial institution, broker/dealer, insurance agency, or any individual or entity acting in a similar capacity involved in the sale, solicitation or placement of this contract unless such Trustee is a member of the annuitant's immediate family.
- (i) The Company reserves the right to require additional information with respect to the information provided herein.

# Signature of Trustee Print Trustee Name Date Signature of Trustee Print Trustee Name Date Print Trustee Name Signature of Trustee Date Signature of Trustee Print Trustee Name Date Forms may be sent to: SBLI USA Life Insurance Company, Inc. S.USA Life Insurance Company, Inc. Shenandoah Life Insurance Company

TRUSTEE SIGNATURES (ALL AUTHORIZED TRUSTEES LISTED ON PAGES 1 AND 2 MUST SIGN BELOW)

SBLI USA Life Insurance Company, Inc. 100 West 33rd Street, Suite 1007 New York, NY 10001-2914 1-877-725-4872

S.USA Life Insurance Company, In P.O. Box 1050 Newark, NJ 07101-1050 1-866-787-2123

Shenandoah Life Insurance Company P.O. Box 12847 Roanoke, VA 24029 1-800-848-5433, ext. 62059

<sup>†</sup> Prosperity Life Group is a trade name representing various affiliates of the Prosperity Life Insurance Group, LLC, including the operating members listed above. Members not licensed in all states. Only SBLI USA Life Insurance Company, Inc. is licensed in New York. Each member is solely responsible for its financial condition and contractual obligations.



Please indicate one of the following:

SBLI USA Life Insurance Company, Inc. S.USA Life Insurance Company, Inc. Shenandoah Life Insurance Company (Each the "Company")

Members of the Prosperity Life Group<sup>†</sup>

#### CERTIFICATE FOR CORPORATE ENTITY OWNERSHIP

#### **Instructions**

Complete this form when applying for a non-qualified annuity contact with a corporate entity owner. Examples include contracts owned by partnerships, corporations or charitable entities that are not issued in conjunction with a qualified retirement plan. This form is not to be used for trust ownership - trust owners should complete the Trust Acknowledgment and Certification Form

☐ New Contract (application attached)	
☐ Existing Contract, Contract Number:	
When changing ownership of existing contacts, this f	orm must accompany the change of owner form.
Please note the following:	
pursuant to the Internal Revenue Code. Under IRC natural person, generally is not treated as an annu-	ed annuity contracts held by a non-natural corporate entity will be tax-reported Section 72(u), an annuity contract owned by a corporate entity, rather than a ity contract for federal income tax purposes. Instead, the earnings under the r accrued by the owner during the taxable year, even if the earnings are not
There are several exceptions to this general rule, however, you consult your tax advisor to determine if you qualify	er, and it is possible that one of these exceptions applies to your contract. We suggest for an exception.
	ENTITY INFORMATION
Name	Date of Establishment (MM/DD/YYYY)
Established in the State of	Phone Number
Address (Street, City, State, Zip)	
Tax ID Number (TIN)	
	TYPE OF ENTITY
Taxable Entities	
☐ Partnership (including LLP and Family Partnerships)	
☐ Corporation	
☐ Limited Liability Company	
☐ Other:	(subject to Company approval)
Form 1099-R annually to report any gain within the no opinion with respect to the suitability of an annuity	ies above do not generally receive tax deferral. The Company will issue an IRS contract as well as any distributions from the contract. The Company expresses y as an investment in a non-qualified deferred compensation plan. The administhe employer. Employees may want to consult with their legal and tax counsel compensation plan.
Tax-Exempt Entities	
☐ Charitable Organization or Foundation (including chu	urches or hospitals)
☐ Educational Institution	
☐ Other:	(subject to Company approval)
any gain or distribution from an annuity contract ow suitability of an annuity as an investment in a 457(f)	herefore the Company will not issue an IRS Form 1099-R in connection with when which will be such an entity. The Company expresses no opinion with respect to the plan. The administration of any such plan is the sole responsibility of the and tax counsel before using an annuity in a 457(f) plan.

#### **DISCLOSURES**

#### **Important Information about Change or Death of Annuitant:**

When an annuitant or co-annuitant named on the contract passes away or is removed from the contract, full distribution of the contract may be required under the relevant provisions of Internal Revenue Code Section 72(s) or otherwise. When the owner is a non-natural entity and the contract is annuitized, the annuitant becomes the owner of the contract and all distributions may be disbursed to the annuitant not to the entity. Please consult with and rely on your tax or legal representative before making a decision on any investment.

#### **Special Situations Requiring Prior Company Approval:**

Certain entities and special situations not noted on this form may require advance approval from the Company. Additional documentation may be required at the Company's discretion. Each special situation will be reviewed and handled on a case-by-case basis, and a determination regarding tax consequences and tax reporting will be made after a review of the circumstances.

This document is intended for informational purposes only in order to explain the Company's general interpretation of federal taxreporting requirements and procedures. It does not constitute tax advice and does not modify the terms and conditions of your contract. The Company may change its procedures at any time without notice and may differ based upon the facts and circumstances presented. Please consult your tax representative regarding your particular situation before proceeding.

#### **CERTIFICATION**

The authorized signer(s) listed below represent, warrant and certify that:

- The individuals listed below are authorized to purchase or surrender annuity contracts and give the Company instructions regarding the annuity contract on behalf of the entity named above. These instructions are binding on the entity.
- The representations made in this Certificate are true, complete and correct, and that the entity is active and in compliance with state and federal laws.
- As indicated below, either all or any one of the authorized signers identified below may exercise any of the powers certified to in this document and may act on behalf of and bind the entity and execute any documents on behalf of the entity that the Company may require.

☐ All must sign ☐ May sign individually

- The entity has an insurable interest in the life of the annuitant(s) named in the application.
- I/we agree to promptly inform the Company in writing of any changes in the composition of the authorized signers listed below, or any other event that could alter the certifications herein. I/we understand the Company will not be held liable for any action taken unless and until it receives such written notification.
- I/we understand that under IRS Section 72(u), a non-natural owner may not be entitled to tax-deferred status under an annuity contract and that earnings are treated as ordinary income received or accrued during the taxable year by the owner, unless certain exceptions apply. Neither the Company nor its agents have represented to me that any such exception applies.
- I/we do not hold the Company responsible for any tax consequences of the ownership of this annuity and confirm that I/we understand the tax consequences applicable to this investment.
- I/we agree, both individually and on behalf of the entity we represent, to jointly and severally indemnity and hold harmless the Company and its affiliates and each of their officers, directors, employees and agents from any and all losses, liabilities, claims, costs, defense or settlement (including reasonable attorneys' fees) that the Company or its affiliates may incur as a result of reliance on the certifications made above.

Dated at (Location)	on (MM/DD/YYYY)
Print Name/Title of Authorized Signer	Signature of Authorized Signer
	Date

	CERTIFICATION (CO	NTINUE	D)		
	,	ζ			
Print Name/Title of Authorized S	igner		Signature of Authorized Signer		
	-		Date		
		ζ			
Print Name/Title of Authorized Signer			Signature of Authorized Signer		
	_		Date		
			Date		
Please enclose and mail to:					
SBLI USA Life Insurance Company, Inc.	S.USA Life Insurance Comp	any, Inc.	Shenandoah Life Insurance Company		
100 West 33rd Street, Suite 1007 P.O. Box 1050 New York NY 10001-2914 P.O. Box 1050 Newark NI 07101-1050			P.O. Box 12847 Roanoke VA 24029		

1-877-725-4872

1-866-787-2123

1-800-848-5433, ext. 62059

<sup>†</sup> Prosperity Life Group is a trade name representing various affiliates of the Prosperity Life Insurance Group, LLC, including the operating members listed above. Members not licensed in all states. Only SBLI USA Life Insurance Company, Inc. is licensed in New York. Each member is solely responsible for its financial condition and contractual



# BLI SA Life Insurance Company, Inc.

# **APPENDIX 11** DEPARTMENT OF FINANCIAL SERVICES OF THE STATE OF NEW YORK DEFINITION OF REPLACEMENT

IN ORDER TO DETERMINE WHETHER YOU ARE REPLACING OR OTHERWISE CHANGING THE STATUS OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS, AND IN ORDER TO RECEIVE THE VALUABLE INFORMATION NECESSARY TO MAKE A CAREFUL COMPARISON IF YOU ARE CONTEMPLATING REPLACEMENT, THE AGENT OR BROKER IS REQUIRED TO ASK YOU THE FOLLOWING QUESTIONS AND EXPLAIN ANY ITEMS THAT YOU DO NOT UNDERSTAND.

AS PART OF YOUR PURCHASE OF A NEW LIFE INSURANCE POLICY OR A NEW ANNUITY CONTRACT, HAS EXISTING COVERAGE BEEN OR IS IT LIKELY TO BE:

Date:	S	ignature of Agent or Broker:			
Date:TO THE BEST OF MY K		ignature of Applicant: MENT IS INVOLVED IN THIS T		NO	
Date:	s	ignature of Applicant:			
INSURANCE REGULAT PROVIDE YOU WITH THOR ANNUITY CONTRACT	ION 60 HAS OCCURRED ( HE <u>IMPORTANT</u> NOTICE F	ABOVE QUESTIONS, A REPLA OR IS LIKELY TO OCCUR AND REGARDING REPLACEMENT CEIVE A COMPLETED DISCLO IVERED.	D YOUR AGENT OR BROOK OF LIFE I	OKER IS REC NSURANCE	QUIRED TO POLICIES
(6) CONTINUED W	ITH A STOPPAGE OF PRE	MIUM PAYMENTS OR REDU	CTION IN THE AMOUN	OF PREMIU YES	
OF THE LOAN \	/ALUE, INCLUDING ALL T	N OR MADE SUBJECT TO BO RANSACTIONS WHEREIN AN OWED OR WITHDRAWN ON (	NY AMOUNT OF DIVIDE	ND ACCUMU	ILATIONS 5?
` TRANSACTION		JNT SUCH THAT ANY CASH \ OF DIVIDEND ACCUMULATION XISTING POLICIES?			BE
` INSURANCE OF		ECT A REDUCTION EITHER IN N THE PERIOD OF TIME THE			NUITY
` ´ ANOTHER FOR	M OF NONFORFEITURE E	INSURANCE; CONTINUED AS BENEFIT; OR OTHERWISE RE ACCUMULATIONS, DIVIDEN	EDUCED IN VALUE BY <sup>1</sup>	THE USE OF	VALUES?
		URRENDERED, FORFEITED, CONTRACT, OR OTHERWISE			

S-R60A11ENY15 3/2018

#### **INSTRUCTIONS**

NEW YORK INSURANCE REGULATION NO. 60 REQUIRES THAT WITH EACH NEW APPLICATION FOR INSURANCE A DETERMINATION SHOULD BE MADE AS TO WHETHER IT WILL REPLACE EXISTING INSURANCE. IN THAT REGARD, PLEASE:

- 1. Answer Questions 1-6 On the Reverse Side of this Form.
- 2. Date and Sign the Form.
- 3. Retain the Copy for your Records.
- 4. Attach the Original to your Application for Insurance.
- 5. If you Answer Yes to any of Questions 1-6, Please Sign the REGULATION 60 AUTHORIZATION also enclosed.
- 6. Return all Completed Forms to your SBLI Representative

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S-R60A11ENY15 3/2018



# BLI SA Life Insurance Company, Inc.

### **APPENDIX 11** DEPARTMENT OF FINANCIAL SERVICES OF THE STATE OF NEW YORK DEFINITION OF REPLACEMENT

IN ORDER TO DETERMINE WHETHER YOU ARE REPLACING OR OTHERWISE CHANGING THE STATUS OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS, AND IN ORDER TO RECEIVE THE VALUABLE INFORMATION NECESSARY TO MAKE A CAREFUL COMPARISON IF YOU ARE CONTEMPLATING REPLACEMENT, THE AGENT OR BROKER IS REQUIRED TO ASK YOU THE FOLLOWING QUESTIONS AND EXPLAIN ANY ITEMS THAT YOU DO NOT UNDERSTAND.

AS PART OF YOUR PURCHASE OF A NEW LIFE INSURANCE POLICY OR A NEW ANNUITY CONTRACT, HAS EXISTING COVERAGE BEEN OR IS IT LIKELY TO BE:

Date: _		Signature of Agent or Broker:	
	BEST OF MY KNOWLEDGE, A REPLAC	Signature of Applicant: CEMENT IS INVOLVED IN THIS TRANSACTION: YES NO _	
Date: _		Signature of Applicant:	
INSUR/ PROVII OR ANI	ANCE REGULATION 60 HAS OCCURRE DE YOU WITH THE <u>IMPORTANT</u> NOTIC	HE ABOVE QUESTIONS, A REPLACEMENT AS DEFINED BY NEW YED OR IS LIKELY TO OCCUR AND YOUR AGENT OR BROKER IS RECEIVE A COMPLETED DISCLOSURE STATEMENT NO LATER TO DELIVERED.	EQUIRED TO E POLICIES
(6)	CONTINUED WITH A STOPPAGE OF P	PREMIUM PAYMENTS OR REDUCTION IN THE AMOUNT OF PREM YES	IIUM PAID? NO
(5)	OF THE LOAN VALUE, INCLUDING ALL	OAN OR MADE SUBJECT TO BORROWING OR WITHDRAWAL OF L TRANSACTIONS WHEREIN ANY AMOUNT OF DIVIDEND ACCUM RROWED OR WITHDRAWN ON ONE OR MORE EXISTING POLICIE YES	MULATIONS
(4)		MOUNT SUCH THAT ANY CASH VALUES ARE RELEASED, INCLUD NT OF DIVIDEND ACCUMULATIONS OR PAID-UP ADDITIONS IS T E EXISTING POLICIES? YES	
(3)		FFECT A REDUCTION EITHER IN THE AMOUNT OF THE EXISTING OR A PRINT THE PERIOD OF TIME THE EXISTING LIFE INSURANCE OR A PRINT YES	
(2)	ANOTHER FORM OF NONFORFEITUR	UP INSURANCE; CONTINUED AS EXTENDED TERM INSURANCE RE BENEFIT; OR OTHERWISE REDUCED IN VALUE BY THE USE O ND ACCUMULATIONS, DIVIDEND CASH VALUES OR OTHER CAS YES	)F
(1)		Y SURRENDERED, FORFEITED, ASSIGNED TO THE INSURER RE TY CONTRACT, OR OTHERWISE TERMINATED? YES	PLACING THE NO

S-R60A11ENY15 3/2018

#### **INSTRUCTIONS**

NEW YORK INSURANCE REGULATION NO. 60 REQUIRES THAT WITH EACH NEW APPLICATION FOR INSURANCE A DETERMINATION SHOULD BE MADE AS TO WHETHER IT WILL REPLACE EXISTING INSURANCE. IN THAT REGARD, PLEASE:

- 1. Answer Questions 1-6 On the Reverse Side of this Form.
- 2. Date and Sign the Form.
- 3. Retain the Copy for your Records.
- 4. Attach the Original to your Application for Insurance.
- 5. If you Answer Yes to any of Questions 1-6, Please Sign the REGULATION 60 AUTHORIZATION also enclosed.
- 6. Return all Completed Forms to your SBLI Representative

100 West 33rd Street, Suite 1007, New York, NY 10001-2914 1-877-SBLI-USA (1-877-725-4872) • www.sbliusa.com

S-R60A11ENY15 3/2018



## SBLI USA LIFE INSURANCE COMPANY, INC.

## REGULATION 60 REQUEST FOR REPLACEMENT INFORMATION AUTHORIZATION FORM

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914

Toll Free: 1-877-SBLI-USA/1-877-725-4872

website: www.sbliusa.com

Replaced Company Name	LACED FOLIC	Street Address	
City		State	Zip
1.0.1.	Dr.c	D.F. II	
1st Policy / Contract # to be Replaced	Life	☐ Full ☐ Partial Amount \$	☐ Qualified
2nd Policy / Contract # to be Replaced	☐ Annuity ☐ Life	☐ Partial Amount \$ ☐ Full	□ Non-Qualified □ Qualified
2nd Poncy / Contract # to be Replaced	☐ Annuity	☐ Partial Amount \$	□ Non-Qualified
3rd Policy / Contract # to be Replaced	Life	☐ Full	Qualified
sid Folicy / Conduct ii to be Replaced	☐ Annuity	☐ Partial Amount \$	■ Non-Qualified
Please see the authorization below to release a copy of the Disclosure Statement. Please c us. If there are any questions, please contact	omplete the replac t us at 1-877-725-4	ed company's portion of the attached D	isclosure Statement and return it to
Proposed Owner / Applicant Name	POSED OWNE	Joint Owner Name (if any)	
110posed 6 where 1 appreciate 1 talls			
Street Address		Phone	
City		State	Zip
PLEASE SEND THIS INFORMATION T			
SBLI USA Life Insurance Company at the			
		BE PROVIDED BY THE REPLAC	ING AGENI
• For life insurance policies, please include			
<ul><li>For annuity contracts, please include "Sal</li><li>If the customer is considering transferring</li></ul>			as swigting contract / policy number
- If the customer is considering transferring	money into an exis	ting contract of policy, please provide ti	le existing contract/ poncy number
	D. ALI	TUODIZATION	
		THORIZATION	
By signing below, I authorize and request the		-	pany to obtain account information
from my current insurer related to my existing	ng me msurance po	oney or annuity contract.	
X	Ditt	C'anal and Chaire	Details and Details
Signature of Owner / Applicant	Date	Signature of Joint O	Owner / Applicant Date
	E. AGEN	T CERTIFICATION	
To the best of my knowledge, a replacement	is involved in this	transaction.	
, , ,			
X Signature of Agent	Date	Printed N	Name of Agent
	2 410	1111001	



## BLI SA Life Insurance Company, Inc.

### **APPENDIX 10C** DEPARTMENT OF FINANCIAL SERVICES OF THE STATE OF NEW YORK

### IMPORTANT NOTICE REGARDING REPLACEMENT OR CHANGE OF LIFE INSURANCE **POLICIES OR ANNUITY CONTRACTS**

## THIS NOTICE IS FOR YOUR BENEFIT AND REQUIRED BY 11 NYCRR PART 51 (INSURANCE **REGULATION 60)**

YOU ARE CONTEMPLATING THE PURCHASE OF A LIFE INSURANCE POLICY OR ANNUITY CONTRACT IN CONNECTION WITH THE SURRENDER, LAPSE OR CHANGE OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS. THE AGENT OR BROKER IS REQUIRED TO GIVE YOU THIS NOTICE. A SIGNED DISCLOSURE STATEMENT WILL ALSO BE PROVIDED TO YOU CONTAINING THE SUMMARY RESULT COMPARISON FOR THE NEW LIFE INSURANCE POLICY OR ANNUITY CONTRACT AND ANY LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS TO BE CHANGED THAT SETS FORTH THE FACTS OF THE TRANSACTION AND ITS ADVANTAGES AND DISADVANTAGES TO YOU. YOUR DECISION COULD BE A GOOD ONE - OR A MISTAKE - SO MAKE SURE YOU UNDERSTAND THE FACTS. YOU SHOULD:

- 1. CAREFULLY STUDY THE DISCLOSURE STATEMENT, WHICH INCLUDES A SUMMARY RESULT COMPARISON, UNTIL YOU ARE SURE YOU UNDERSTAND FULLY THE EFFECT OF THE TRANSACTION. THE DISCLOSURE STATEMENT IS REQUIRED TO BE PROVIDED TO YOU NO LATER THAN UPON DELIVERY OF THE POLICY OR CONTRACT.
- 2. ASK THE COMPANY, AGENT OR BROKER FROM WHOM YOU BOUGHT YOUR EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS TO REVIEW WITH YOU THE TRANSACTION. YOU MAY BE ABLE TO EFFECT THE CHANGES YOU DESIRE MORE ADVANTAGEOUSLY WITH THEM.
- 3. CONSULT YOUR TAX ADVISOR. THERE MAY BE UNFAVORABLE TAX IMPLICATIONS ASSOCIATED WITH THE CONTEMPLATED CHANGES TO YOUR EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS.

As a general rule, it is often not advantageous to drop or change existing coverage in favor of new coverage, whether issued by the same or a different insurance company. Some of the reasons it may be disadvantageous are:

- 1. The amount of the annual premium under an existing life insurance policy may be lower than that called for by a new life insurance policy having the same or similar benefits. Any replacement of the same type of policy will normally be at a higher premium rate based upon the insured's then attained age.
- 2. Since the initial costs of a life insurance policy are charged against the cash value increases in the earlier life insurance policy years, the replacement of an old life insurance policy by a new one results in the policyholder sustaining the burden of these costs twice. Annuity contracts usually contain provision for surrender charges, therefore a replacement involving annuity contracts may result in the imposition of surrender charges.
- 3. The incontestable and suicide clauses begin anew in a new life insurance policy. This could result in a claim being denied under the new life insurance policy that would have been paid under the life insurance policy that was replaced.
- 4. An existing life insurance policy or annuity contract often has more favorable provisions than a new life insurance policy or annuity contract in areas such as loan interest rate, settlement options, disability benefits and tax treatment.

S-R6010CENY15 7/2015

- 5. There may have been changes in your health since the purchase of the existing coverage.
- 6. The insurance company with which you have existing coverage can often make a desired change on terms that would be more favorable than if you replaced existing coverage with new coverage.

YOU HAVE THE RIGHT, WITHIN 60 DAYS FROM THE DATE OF DELIVERY OF A NEW LIFE INSURANCE POLICY OR ANNUITY CONTRACT, TO RETURN IT TO THE INSURER AND RECEIVE AN UNCONDITIONAL FULL REFUND OF ALL PREMIUMS OR CONSIDERATIONS PAID ON IT, OR IN THE CASE OF A VARIABLE OR MARKET VALUE ADJUSTMENT POLICY OR CONTRACT, A PAYMENT OF THE CASH SURRENDER BENEFITS PROVIDED UNDER THE POLICY OR CONTRACT, PLUS THE AMOUNT OF ALL FEES AND OTHER CHARGES DEDUCTED FROM GROSS CONSIDERATIONS OR IMPOSED UNDER THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT, AND MAY HAVE THE RIGHT TO REINSTATE OR RESTORE ANY LIFE INSURANCE POLICIES AND ANNUITY CONTRACTS THAT WERE SURRENDERED, LAPSED OR CHANGED IN THE TRANSACTION TO THEIR FORMER STATUS TO THE EXTENT POSSIBLE AND IN ACCORDANCE WITH THE INSURER'S PUBLISHED REINSTATEMENT RULES TO THE EXTENT SUCH RULES ARE NOT INCONSISTENT WITH THE PROVISIONS OF 11 NYCRR PART 51 (INSURANCE REGULATION 60).

<u>IMPORTANT</u>: THIS RIGHT SHOULD <u>NOT</u> BE VIEWED AS REINSTATING OR RESTORING YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT TO THE SAME CONDITION AS IF IT HAD NEVER BEEN REPLACED. THERE MAY BE CONSEQUENCES IN REINSTATING OR RESTORING YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT, INCLUDING BUT NOT LIMITED TO:

- THE RIGHT TO REINSTATE OR RESTORE YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT APPLIES ONLY TO COMPANIES SUBJECT TO NEW YORK INSURANCE LAWS;
- YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT IS SUBJECT TO YOUR SPECIFIC COMPANY'S
  REINSTATEMENT RULES, WHICH MAY VARY FROM COMPANY TO COMPANY. THESE RULES MAY REQUIRE
  PAYMENT OF BOTH PREMIUM AND INTEREST; HOWEVER, YOU WILL NOT BE SUBJECT TO EVIDENCE OF
  INSURABILITY, OR A NEW CONTESTABLE OR SUICIDE PERIOD;
- YOU MAY NOT RECEIVE THE INTEREST OR INVESTMENT PERFORMANCE DURING THE PERIOD THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT WAS REPLACED; AND
- THERE MAY BE UNFAVORABLE FEDERAL INCOME TAX CONSEQUENCES AS A RESULT OF THE REINSTATEMENT OF YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT.

<u>IMPORTANT</u>: IN THE CASE OF A VARIABLE OR MARKET VALUE ADJUSTMENT POLICY OR CONTRACT, THE VALUE OF THE POLICY OR CONTRACT MAY INCREASE OR DECREASE DURING THE 60 DAY PERIOD DEPENDING ON THE PERFORMANCE OF THE UNDERLYING INVESTMENTS, WHICH MAY AFFECT THE VALUE OF THE REFUND YOU RECEIVE.

I HEREBY ACKNOWLEDGE THAT I READ THE ABOVE "IMPORTANT NOTICE" AND HAVE RECEIVED A COPY OF SAME.

Date:	Signature of Applicant:
Date:	Signature of Applicant:

100 West 33rd Street, Suite 1007, New York, NY 10001-2914 1-877-SBLI-USA (1-877-725-4872) • www.sbliusa.com

S-R6010CENY15 7/2015



## BLI SA Life Insurance Company, Inc.

### **APPENDIX 10C** DEPARTMENT OF FINANCIAL SERVICES OF THE STATE OF NEW YORK

### IMPORTANT NOTICE REGARDING REPLACEMENT OR CHANGE OF LIFE INSURANCE **POLICIES OR ANNUITY CONTRACTS**

## THIS NOTICE IS FOR YOUR BENEFIT AND REQUIRED BY 11 NYCRR PART 51 (INSURANCE **REGULATION 60)**

YOU ARE CONTEMPLATING THE PURCHASE OF A LIFE INSURANCE POLICY OR ANNUITY CONTRACT IN CONNECTION WITH THE SURRENDER, LAPSE OR CHANGE OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS. THE AGENT OR BROKER IS REQUIRED TO GIVE YOU THIS NOTICE. A SIGNED DISCLOSURE STATEMENT WILL ALSO BE PROVIDED TO YOU CONTAINING THE SUMMARY RESULT COMPARISON FOR THE NEW LIFE INSURANCE POLICY OR ANNUITY CONTRACT AND ANY LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS TO BE CHANGED THAT SETS FORTH THE FACTS OF THE TRANSACTION AND ITS ADVANTAGES AND DISADVANTAGES TO YOU. YOUR DECISION COULD BE A GOOD ONE - OR A MISTAKE - SO MAKE SURE YOU UNDERSTAND THE FACTS. YOU SHOULD:

- 1. CAREFULLY STUDY THE DISCLOSURE STATEMENT, WHICH INCLUDES A SUMMARY RESULT COMPARISON, UNTIL YOU ARE SURE YOU UNDERSTAND FULLY THE EFFECT OF THE TRANSACTION. THE DISCLOSURE STATEMENT IS REQUIRED TO BE PROVIDED TO YOU NO LATER THAN UPON DELIVERY OF THE POLICY OR CONTRACT.
- 2. ASK THE COMPANY, AGENT OR BROKER FROM WHOM YOU BOUGHT YOUR EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS TO REVIEW WITH YOU THE TRANSACTION. YOU MAY BE ABLE TO EFFECT THE CHANGES YOU DESIRE MORE ADVANTAGEOUSLY WITH THEM.
- 3. CONSULT YOUR TAX ADVISOR. THERE MAY BE UNFAVORABLE TAX IMPLICATIONS ASSOCIATED WITH THE CONTEMPLATED CHANGES TO YOUR EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS.

As a general rule, it is often not advantageous to drop or change existing coverage in favor of new coverage, whether issued by the same or a different insurance company. Some of the reasons it may be disadvantageous are:

- 1. The amount of the annual premium under an existing life insurance policy may be lower than that called for by a new life insurance policy having the same or similar benefits. Any replacement of the same type of policy will normally be at a higher premium rate based upon the insured's then attained age.
- 2. Since the initial costs of a life insurance policy are charged against the cash value increases in the earlier life insurance policy years, the replacement of an old life insurance policy by a new one results in the policyholder sustaining the burden of these costs twice. Annuity contracts usually contain provision for surrender charges, therefore a replacement involving annuity contracts may result in the imposition of surrender charges.
- 3. The incontestable and suicide clauses begin anew in a new life insurance policy. This could result in a claim being denied under the new life insurance policy that would have been paid under the life insurance policy that was replaced.
- 4. An existing life insurance policy or annuity contract often has more favorable provisions than a new life insurance policy or annuity contract in areas such as loan interest rate, settlement options, disability benefits and tax treatment.

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- 5. There may have been changes in your health since the purchase of the existing coverage.
- 6. The insurance company with which you have existing coverage can often make a desired change on terms that would be more favorable than if you replaced existing coverage with new coverage.

YOU HAVE THE RIGHT, WITHIN 60 DAYS FROM THE DATE OF DELIVERY OF A NEW LIFE INSURANCE POLICY OR ANNUITY CONTRACT, TO RETURN IT TO THE INSURER AND RECEIVE AN UNCONDITIONAL FULL REFUND OF ALL PREMIUMS OR CONSIDERATIONS PAID ON IT, OR IN THE CASE OF A VARIABLE OR MARKET VALUE ADJUSTMENT POLICY OR CONTRACT, A PAYMENT OF THE CASH SURRENDER BENEFITS PROVIDED UNDER THE POLICY OR CONTRACT, PLUS THE AMOUNT OF ALL FEES AND OTHER CHARGES DEDUCTED FROM GROSS CONSIDERATIONS OR IMPOSED UNDER THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT, AND MAY HAVE THE RIGHT TO REINSTATE OR RESTORE ANY LIFE INSURANCE POLICIES AND ANNUITY CONTRACTS THAT WERE SURRENDERED, LAPSED OR CHANGED IN THE TRANSACTION TO THEIR FORMER STATUS TO THE EXTENT POSSIBLE AND IN ACCORDANCE WITH THE INSURER'S PUBLISHED REINSTATEMENT RULES TO THE EXTENT SUCH RULES ARE NOT INCONSISTENT WITH THE PROVISIONS OF 11 NYCRR PART 51 (INSURANCE REGULATION 60).

<u>IMPORTANT</u>: THIS RIGHT SHOULD <u>NOT</u> BE VIEWED AS REINSTATING OR RESTORING YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT TO THE SAME CONDITION AS IF IT HAD NEVER BEEN REPLACED. THERE MAY BE CONSEQUENCES IN REINSTATING OR RESTORING YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT, INCLUDING BUT NOT LIMITED TO:

- THE RIGHT TO REINSTATE OR RESTORE YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT APPLIES ONLY TO COMPANIES SUBJECT TO NEW YORK INSURANCE LAWS;
- YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT IS SUBJECT TO YOUR SPECIFIC COMPANY'S
  REINSTATEMENT RULES, WHICH MAY VARY FROM COMPANY TO COMPANY. THESE RULES MAY REQUIRE
  PAYMENT OF BOTH PREMIUM AND INTEREST; HOWEVER, YOU WILL NOT BE SUBJECT TO EVIDENCE OF
  INSURABILITY, OR A NEW CONTESTABLE OR SUICIDE PERIOD;
- YOU MAY NOT RECEIVE THE INTEREST OR INVESTMENT PERFORMANCE DURING THE PERIOD THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT WAS REPLACED; AND
- THERE MAY BE UNFAVORABLE FEDERAL INCOME TAX CONSEQUENCES AS A RESULT OF THE REINSTATEMENT OF YOUR LIFE INSURANCE POLICY OR ANNUITY CONTRACT.

<u>IMPORTANT</u>: IN THE CASE OF A VARIABLE OR MARKET VALUE ADJUSTMENT POLICY OR CONTRACT, THE VALUE OF THE POLICY OR CONTRACT MAY INCREASE OR DECREASE DURING THE 60 DAY PERIOD DEPENDING ON THE PERFORMANCE OF THE UNDERLYING INVESTMENTS, WHICH MAY AFFECT THE VALUE OF THE REFUND YOU RECEIVE.

I HEREBY ACKNOWLEDGE THAT I READ THE ABOVE "IMPORTANT NOTICE" AND HAVE RECEIVED A COPY OF SAME.

Date:	Signature of Applicant:
Date:	Signature of Applicant:

100 West 33rd Street, Suite 1007, New York, NY 10001-2914 1-877-SBLI-USA (1-877-725-4872) • www.sbliusa.com

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## SBLI USA LIFE INSURANCE COMPANY, INC.

NY SALES MATERIAL CHECKLIST (ANNUITY SALES)

100 W. 33rd Street, Suite 1007, New York, NY 10001-2914 Toll Free: 1-877-SBLI-USA/1-877-725-4872

website: www.sbliusa.com

You must complete and sign this form and submit with the	e application if a replacement is involved.
Applicant Name	
☐ Sales Illustration (copy must be included with application)  Note: Illustrations may not be used unless provided by the Combe available.	apany or generated on software provided by the Company. May no
Other Sales Materials - Identify materials used in the sale. If the please describe what was used under "Other." Unless indicate materials; otherwise, submit a copy with the application.	
☐ Select Choice SPDA Consumer Brochure (indicate version to	below)
☐ S-BROSPAENY16 (1-2018) ☐ S-BROSPAENY19_TD (8-2020) or ☐ S-BROSPAENY19_	_TD_3yr (10-2020)
☐ Select Choice Annuity Rate Sheet (S-FLYSPAENY16)	
Showing rates current as of:	
☐ Safe Solution Fixed Indexed Annuity Consumer Brochure (in	ndicate version below)
☐ S-BROFIAENY17 (7-2018) ☐ S-BROFIAENY19_TD Bank	
☐ Safe Solution Fixed Indexed Annuity Consumer Rate Sheet	(S-FLYFIAENY16)
Showing rates current as of:	
☐ Safe Solution Fixed Indexed Annuity Performance Example	(S-FLYFIATENY16 11-01-2018)
☐ Safe Solution Fixed Indexed Annuity What Goes Up Flyer (S	s-FLYFIAENY16 1-26-2019)
□ Other	
I certify that I have identified above all sales materials used in th applicant.	is sale and that copies of all such materials were provided to the
Agent Signature	Date
I hereby certify that no sales material were used.	
Agent Signature	Date



## **SBLI USA Life Insurance Company, Inc.**

### **Regulation 194 Mandatory Initial Disclosure**

(As required by the New York State Department of Financial Services)

Agency Name					
Agency Address	Agency Address				
( )	( )				
Telephone #	Fax#	E-mail			

is an insurance producer licensed by the State of New York. Insurance producers are authorized by their license to engage in the following activities:

- · Confer with insurance purchasers about the benefits, terms and conditions of insurance contracts
- Render advice concerning the substantive benefits of particular insurance contracts
- · Sell insurance and
- Obtain insurance for purchasers

The role of the producer in any particular transaction typically involves one or more of the above listed activities.

Compensation will be paid to the producer, based on the insurance contract the producer sells. Depending on the insurer(s) and insurance contract(s) the purchaser selects, compensation will be paid by the insurer(s) selling the insurance contract or by another third party. Such compensation may vary depending on a number of factors, including the insurance contract(s), and the insurer(s) the purchaser selects. In some cases, other factors such as the volume of business a producer provides to an insurer or the profitability of insurance contracts a producer provides to an insurer also may affect compensation.

The insurance purchaser may obtain information about compensation expected to be received by the producer based in whole or in part on the sale of insurance to the purchaser, and (if applicable) compensation expected to be received based in whole or in part on any alternative quotes presented to the purchaser by the producer, by requesting such information from the producer.



## SBLI USA Life Insurance Company, Inc.

### **CUSTOMER IDENTIFICATION PROGRAM NOTICE**

Important Information You Need to Know About Buying a Life Insurance Policy or Annuity

To help the government fight the funding of terrorism and money laundering activities, federal law requires financial institutions to obtain, verify, and record information that identifies each person who buys a life insurance policy or annuity.

This notice answers some questions about our Customer Identification Program.

### What products are covered by this notice?

- A permanent life insurance policy, other than a group life insurance policy;
- An Annuity contract, other than a group annuity contract
- Any other insurance product with features of cash value or investment.

### What types of information will I need to provide?

When you buy a life insurance policy or annuity, we are required to collect information such as the following from you:

- Your name
- Date of birth
- Address
- Identification number:
  - U.S. Citizen: taxpayer identification number (social security number or employer identification number)
  - Non-U.S. Citizen: taxpayer identification number, passport number, and country of issuance, alien identification card number, or governmentissued identification showing nationality, residence and a photograph of you.

You may also need to show your driver's license or other identifying documents.

A corporation, partnership, trust or other legal entity may need to provide other information, such as its principal place of business, local office, employer identification number, certified articles of incorporation, government-issued business license, a partnership agreement, or trust agreement.

The U.S. Department of the Treasury already requires you to provide most of this information. We may also require you to provide additional information such as your net worth, annual income, occupation, and employment information.

#### What happens if I don't provide the information requested or my identity can't be verified?

We may not be able to issue a policy or annuity or carry out transactions for you. If you already have a policy or annuity, we may have to suspend transactions.

We thank you for your patience and hope that you will support the financial industry's efforts to deny terrorists and money launderers access to America's financial system.



SBLI USA Life Insurance Company, Inc. S.USA Life Insurance Company, Inc. Shenandoah Life Insurance Company (Each the "Company")

Members of the Prosperity Life Group<sup>†</sup>

### 1035 EXCHANGE AND TRANSFER/ROLLOVER FORM

New Contract Issuing Company:	□ SBLI	□ S.USA	☐ Shenando	oah Life
Instructions:				
This form can be used to accomplish a FULL or This form can also be used for Transfers of Fu policy and contract, check the appropriate boxe additional important disclosures and informatic cific to the transaction that is being initiated. C.  1. CURRENT CONTRACT INFORMATION	nds and Direct Rolloves, and date and sign the on. Check with both the complete one form for the complete one for the complete one form for the complete one for	rers. Complete the requision form. Refer to the and receiving and surrence	uested information conc application and any state- dering company for form	erning the existing required forms for
	, ,			
Current Company/Financial Institution			Policy Number Being Exch	anged/Transferred
Current Company Address (Street, City, State, Zip)			Phone Numb	ber
Owner Name		So	ocial Security Number (or Tax	Identification Number)
Joint Owner Name (if any)		So	ocial Security Number (or Tax	Identification Number)
Annuitant Name (if other than Owner)			Social Security N	Number
For Section Sections 2 OR 3 are for N	<u> </u>	mplete ONLY ONE		nds.
2. NON-QUALIFIED 1035 EXCHANGE - F	rom Non-Qualified	Annuities, Endowm	nents or Life Insuranc	e Policies Only
Type of account funds are coming from:	☐ Annuity	☐ Life Inst	urance Policy	☐ Endowment
☐ Full Exchange; or ☐ Partial Exchange (Select one option below ☐ \$ or ☐ Penalty-Free Amount				
A. I fully assign and transfer to The Company policy, all of the annuity contract or part of (the "Contract") to The Company. The solo	f the annuity contract	value identified in the C	Current Contract Informa	ation section above

A. I fully assign and transfer to The Company all claims, options, privileges, rights, title and interest to either all of the life insurance policy, all of the annuity contract or part of the annuity contract value identified in the Current Contract Information section above (the "Contract") to The Company. The sole purpose of this assignment is to affect a tax-free exchange under Section 1035(a) of the Internal Revenue Code. All of the powers, elections, appointments, options and rights I have as the owner of the Contract, including the right to surrender, are now exercisable by The Company. Simultaneous with a full assignment, I also revoke all existing beneficiary designations under the Contract. Other than the above mentioned owner, I warrant that no person, firm, or corportation, other than myself and the insurer that issued the Contract, has an interest in said Contract. I further warrant that the Contract is not subject to loan, assignment, levy or legal proceeding such as bankruptcy. I understand that The Company intends to surrender the Contract for the cash value or, if this is a partial exchange, the portion assigned, subject to its terms and conditions, and to use the proceeds as the purchase payment for the new policy or contract to be issued by The Company. I authorize the surrendering company to send the proceeds directly to The Company and understand that fees and surrender changes may apply. This exchange is subject to acceptance by The Company. The Company is not liable for changes in market value that may occur before the proceeds are received by The Company in good order and allocated to the new policy or contract. Prior to the date of receipt of the proceeds by The Company, no value will accrue or be earned on the new contract.

B. If this is a partial exchange, I understand that it is subject to Revenue Ruling 2003-76, which dictates how much of the original Contract's cost basis must be allocated to the new contract. The cost basis should be allocated ratably between the two contracts based on the percentage of the value retained in the original Contract and the percentage of the value transferred to the new contract. For example, if the Contract value is \$100,000 and the basis is \$50,000, and I assign 30% for a partial exchange, then \$15,000 (30% of \$50,000) of the basis would be applied to the new contract. I understand that the IRS has raised concerns about annuity contract owners using partial exchanges to avoid income tax, and I certify that I am not entering into this transaction for the purpose of reducing or avoiding income tax or the 10% penalty tax for early withdrawals.

I understand that under Rev. Proc. 2011-38 there is a 180-day period after any partial 1035 exchange during which any withdrawals, owner changes or annuitizations for a term of less than 10 years or life are subject to adverse tax treatment. I understand that if I take a withdrawal during this period, the IRS will apply general tax principles to determine the nature of the transaction and may modify the tax treatment accordingly. I understand that there are no statutory exceptions to this provision. I acknowledge and agree that The Company is not responsible for any adverse tax consequences associated with this transaction or that may arise from a withdrawal in the 180-day period following a partial 1035 exchange, and I agree that I have consulted a tax professional to the extent I have felt it appropriate.

- C. I authorize The Company to rely upon the cost basis information provided by the surrendering company, but agree that The Company will assume no responsibility for determining or verifying cost basis. If cost basis is not provided, I acknowledge that more restrictive or less beneficial tax rules may apply to the amounts transferred.
- D. I agree that if The Company, in its sole discretion, determines that it is unlikely to receive timely payment of the full contract cash surrender values, The Company may reassign ownership of the Contract back to me.
- E. I acknowledge that The Company is furnishing this form and is participating in this transaction at my request and as an accommodation to me and that the Company does not give tax or legal advice and assumes no responsibility or liability for the validity of this assignment or for the tax treatment of this exchange under IRC Section 1035(a) or other regulations.

#### 3. TAXABLE EXCHANGE OF FUNDS

Type of account funds com	ing from:		
☐ Mutual Fund	☐ Certificate of Deposit (CD)	☐ Brokerage Account	☐ Other*
*If "Other", describe:			
Fund/Account Number:			
I wish to liquidate and trai	nsfer:		
☐ Entire Value			
☐ Partial Value			
<b>\$</b>	or%		
☐ Penalty-Free Amount			

of the above referenced account directly to The Company.

By executing this form, I understand that The Company will apply all such funds received to a policy or contract issued to me. I understand that The Company assumes no responsibility for tax treatment of this matter and I shall be responsible for payment of all federal, state, and local taxes incurred with respect to the liquidation of such account. I acknowledge that the earnings credited under the annuity contract will begin to accrue when The Company receives these proceeds and all other necessary paperwork in good order.

Type of transfer:						
☐ Transfer	☐ Direct Rollover					
Type of account funds of	coming from:					
☐ TSA 403(b)	☐ Traditional IRA	☐ Roth IRA	☐ Other			
<b>Current Investment Vel</b>	nicle					
☐ Certificate of Deposit (	CD)   Mutual Fund	☐ Annuity (Quali	fied Only)   Other			
This will serve as author	zation to liquidate and tran	nsfer:				
☐ Entire Value; <b>OR</b>						
□ \$ □ Penalty-Free Amoun						
•	•	ct I have applied for v	with SBLI USA Life Insurance Company, Inc.			
Funds are to be transfe						
☐ Traditional IRA	☐ Roth IRA					
from a traditional IRA to contributions to the tradi	o a Roth IRA will be subjectional IRA).	ect to income tax (exc	RA-to-IRA transfer. I understand that a transfer cept to the extent attributable to non-deductible  ARE SUBJECT TO RMD REQUIREMENTS			
	red starting age for RMDs wa	s 70 ½. Effective Janu	policies annually starting at a certain age. Prior to ary 1, 2020, the starting age was changed to 72. The 2019.			
Current Year:						
	* -		ar. d funds from the new annuity contract are not needed			
Future Year:						
	ved by SBLI during this caler	•				
☐ I plan to satisfy my Required Minimum Distribution from another source. ☐ I plan to satisfy my Required Minimum Distribution from the new SBLI annuity policy prior to issue of the contract.						
5. SPECIAL INSTRUCTIO	NS FOR LIQUIDATING EX	ISTING CONTRACT	ACCOUNT			
•	uthorize the full or partial liquinstruct the parties to process		contract or account in accordance with the sections			
☐ As soon as possible a	fter receipt of all necessary	forms				
☐ At Maturity Date*: _						
☐ On a specific date*:						
(* Date must be on or	prior to the maturity date of	of the existing contract	ct.)			

4. TRANSFER/DIRECT ROLLOVER FROM TAX-QUALIFIED RETIREMENT ACCOUNT/CONTRACTS ONLY

If no box is checked, I understand that the liquidation will be done as soon as possible.

I also understand that it is my responsibility to confirm with the surrendering company their processing guidelines for selecting a specific transfer date.

### 6. RETURN OF LIFE POLICY OR ANNUITY CONTRACT Please choose one if you are transferring the full value of your current policy/contract. Check one: ☐ Policy/Contract Attached ☐ Lost Policy/Contract Certification - The undersigned Owner(s) certifies that the Policy or Contract has been lost or destroyed and that reasonable effort has been made to locate it. 7. W-9 CERTIFICATION (REQUIRED) If you are requesting payments as a U.S. person, the IRS requires you to agree to the following statements. If you are not a U.S. person, please contact us for the appropriate form. Under penalties of perjury, I certify that: The number shown on this form is my correct taxpayer identification number (TIN), or I am waiting for a number to be issued to me, and 2. I am not subject to backup withholding because: a. I am exempt from backup withholding, or b. I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or c. the IRS has notified me that I am no longer subject to backup withholding, and 3. I am a U.S. citizen or U.S. person (including a U.S. resident alien); and 4. I am not subject to FATCA reporting because I am a U.S. person and the account is located within the United States. **Certification instructions.** Please strike any incorrect items above. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest or dividends on your tax return. The IRS does not require your consent to any provision of this document other than the certifications required to avoid backup withholding. 8. SIGNATURES (REQUIRED) Owner Name Owner Signature Date Joint Owner Name Joint Owner Signature Date Annuitant Name, if required **Annuitant** Signature Date Irrevocable Beneficiary, if applicable Irrevocable Beneficiary Signature Date

Guarantee Signature, if required by ceding company

Spouse Name, if applicable\*

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Spouse Signature

Date

<sup>\*</sup>The spouse's consent is required if the owner/annuitant is married and the owner/annuitant's spouse is not the primary beneficiary.

#### 9. ACCEPTANCE OF 1035 EXCHANGE/TRUSTEE TRANSFER/DIRECT ROLLOVER (FOR COMPANY USE ONLY)

#### a) For Full 1035 Exchanges:

By signature of an authorized officer below, The Company accepts assignment of the Contract for purposes of complying with the Contract owner's intention of affecting a nontaxable exchange under IRS Section 1035. Please issue a check payable to the Company, the owner of the Contract, for the full cash surrender value of the contract. **Because The Company must know the cost basis, we request that you forward this information with the surrender check to the address provided.** 

Note: Any income on the exchange of this contract should be reported to the previous policy owner, not to The Company.

#### b) For Partial 1035 Exchanges:

By signature of an authorized officer below, The Company accepts the assignment of a portion of the value of the Contract for purposes of complying with the Contract owner's intent to effect a non-taxable partial exchange under IRC Section 1035. Because The Company has to obtain the contract owner's cost basis, we request that you forward this information to The Company with a surrender check to the address provided.

c) For Transfers/Direct Rollovers from Tax-Qualified Accounts/Contracts:						
The Company will	deposit funds received into a:					
☐ Roth IRA	☐ Traditional IRA	☐ Other				
Authorized Officer Signature			Date			
Make checks payable t	o the Issuing Company indicated on Pag	ge 1 and mail to the Compan	y:			
☐ FBO:	S.USA Life Insurance Company, Inc.					
☐ FBO:	SBLI USA Life Insurance Company, Inc	2.				
☐ FBO:	Shenandoah Life Insurance Company					
	asant Ridge Road, Suite 300 VA 24014					

<sup>†</sup> Only SBLI USA Life Insurance Company, Inc. is licensed in New York.