

Attn: Annuity New Business 2001 Market Street, Suite 1500 Philadelphia, PA 19103 (800)351-7500

# Please review this checklist to avoid unnecessary delays in the processing of your New Business submissions

## Did You Remember To:

## • Complete RSL's Product Specific Training requirement?

Product Specific Training must be completed prior to the solicitation of business and the dating of the application and supplemental forms. The training can be completed at http://rsli.successce.com.

## • Fully complete the application?

#### Remember to:

- Answer the Agent Replacement Question in the Agent Signature area
- Answer the Market Value Adjustment question. It must be checked "Does" for Apollo-MVA and Eleos-MVA, and "Does Not" for the SP versions of Apollo and Eleos and the Keystone Indexed Annuity
- Make sure your Keystone Allocation percentages are whole numbers and add up to 100% (And that each strategy selected has a minimum of \$5,000 allocated to it)
- Name the annuitant if a non-natural person such as a trust, pension plan, corporation or other entity is designated as the owner
- Submit the trust documents ( at least the first page/title page and the signatures page) if a trust is involved
- Provide the Annuity Disclosure statement (where required). It must be completed and signed using accurate interest rates and surrender charges
- Address & mail your completed application to the attention of "Annuity New Business" to ensure delivery to the appropriate department at Reliance Standard.

## • Fully complete the 1035 Exchange/Rollovers/Transfers form?

#### Remember to:

- Provide the street address and other company's policy or account number
- Complete only one section (either Section One, Two or Three)
- Indicate in a cover letter if the transfer is being handled by the agent or client

## • Fully complete the Suitability Analysis and Customer ID Certification?

## Remember to Answer all Questions Fully and Pay Particular Attention to:

- Completing the Household Net Worth question
- Completing the Adequate resources for expenses question
- Completing the Withdrawals in excess of penalty free amount question

## RELIANCE STANDARD ANNUITY APPLICATION

LIFE INSURANCE COMPANY A MEMBER OF THE TOKIO MARINE GROUP Administrative Office: Attn: Annuity New Business

2001 Market Street, Suite 1500, Philadelphia, PA 19103

Home Office: Schaumburg, IL - 800-351-7500

PROPOSE	D OWNER IN	FORMATION							
Name:			☐ Male ☐ Female ☐ Trust						
Address:	Last	First	M.I. (If Trust, provide first and last page of Trust document)						
SSN/TIN:		Telephone:	Email:						
If Owner, o	or Joint Owner i	s/are persons and not U.S.	. citizens, explain residency in Special Remarks Section						
PROPOSE	ED JOINT OWN	NER INFORMATION (Non-	-qualified only)						
Name:			☐ Male ☐ Female ☐ Trust						
Address:	Last	First	M.I. (If Trust, provide first and last page of Trust document)						
SSN/TIN:		Telephone:	Email:						
PROPOSE	ED ANNUITAN	T INFORMATION (Comple	ete only if different than Owner)						
Name:			☐ Male ☐ Female Birth Date:						
Address:	Last	First	M.I.						
SSN:		Telephone:	Email:						
PROPOSE	D JOINT ANN	UITANT INFORMATION (I	Non-qualified only)						
Name:			☐ Male ☐ Female Birth Date:						
Address:	Last	First	M.I.						
SSN:		Telephone:	Email:						
	ARY INFORMA	ATION (Complete all fields							
	eneficiary	Arron (complete all ficial	Percent of Benefit:						
Name:	,		☐ Male ☐ Female ☐ Trust Birth/Trust Date:						
Address:	Last	First	M.I. (If Trust, provide first and last page of Trust document)						
SSN/TIN:	Relationship to Owner:								
☐ Primarı	/ Beneficiary	☐ Contingent Beneficia							
Name:	Deficitionary	B contingent beneficia	☐ Male ☐ Female ☐ Trust Birth/Trust Date:						
-	Last	First	M.I. (If Trust, provide first and last page of Trust document)						
Address: SSN/TIN:		Relations	ship to Owner:						
-	. D	<u> </u>							
Name:	/ Beneficiary	☐ Contingent Beneficia	Percent of Benefit:  ☐ Male ☐ Female ☐ Trust Birth/Trust Date:						
-	Last	First	M.I. (If Trust, provide first and last page of Trust document)						
Address: SSN/TIN:		Polations	chin to Owner:						
			ship to Owner:						
-	/ Beneficiary	☐ Contingent Beneficia							
Name:	Last	First	☐ Male ☐ Female ☐ Trust Birth/Trust Date:  M.I. (If Trust, provide first and last page of Trust document)						
Address:									
SSN/TIN:		Relations	ship to Owner:						
☐ Primary	/ Beneficiary	☐ Contingent Beneficia	<u> </u>						
Name:	Last	First	☐ Male ☐ Female ☐ Trust Birth/Trust Date:  M.I. (If Trust, provide first and last page of Trust document)						
Address:	Luot	1 1131	man. (ii maat, provide mat and laat page of mast document)						
SSN/TIN:		Relations	ship to Owner:						

Identify any additional beneficiaries in the Special Remarks section of the application.

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ANNUITY PLAN INFORMATION  Fixed Rate Deferred Annuity Plans:  Apollo-MVA Apollo-SP Eleos-MVA Eleos	s-SP	☐ Argus-SP
☐ Elektra 579 ☐ Elektra 6810 Elektra Guarantee Perio	od: Yea	ars
Equity Index Deferred Annuity Plans:   Keystone Index - 5 Year Keysto  Remium Allocation (Enter premium strategy allocation	one Index - 7 Year in whole percentage am	•
Strategy Fixed Interest Annual Point to Point – Capped Annual Point to Point – Participation Rate Annual Monthly Average – Capped Annual Monthly Average – Participation Rate	Index N/A S&P 500 S&P 500 S&P 500 S&P 500 S&P 500 Total:	Allocation % % % % Currently Unavailable 100%
Immediate Annuity Plans: Plan:	Benefit Amount:	Mode:
Annuity Type: ☐ Non-qualified ☐ IRA ☐ Roth-IRA	☐ Other:	
PAYMENT: ☐ Check \$ ☐ 1035 Exchange Total Estimated Amount of Exchange/Rollover/Transfer:	\$	<u></u>
If IRA or Roth-IRA Contribution indicate tax year and pre MARKET VALUE ADJUSTMENT (Must be Completed		Premium:
☐ I understand the policy applied for "Does" include a surrender value being increased or decreased subject to contract  REPLACEMENT INFORMATION (Must be completed)  Do you currently have any existing individual life insurance Will this contract replace any life insurance policy or annu (If "Yes", please identify each policy or contract, the issuit Company	even if no replacement ce policies or annuity cor uity contract in this or an	is occurring)  ntracts?
Maria Bara Francisco de la constante de la con	h this is former than a said so t	Language Control of the Control
If more than Four, please complete a separate sheet with SYSTEMATIC WITHDRAWAL REQUEST	this information and ret	urn with this application.
Complete if requesting a systematic withdrawal. Please processing the Flat Withdrawal Amount: \$	st Only Other Annual □ Annual I Transfer, complete auth	r:norization on page 4)
SPECIAL REQUESTS/HOME OFFICE ENDORSEMEN		
(Not to be used where prohibited by Statute or Insurance		

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FRAUD WARNING NOTICE: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

It is represented that all statements and answers made in this application are full, complete and true and IT IS AGREED THAT all such statements and answers are adopted by and are binding on the proposed Contract Owner and shall form the basis for any such proposed Annuity Contract issued by the Company. IT IS AGREED THAT the annuity applied for, shall not take effect until the later of the Date of Issue of the Contract and receipt by the Company of the payment required thereon, and that acceptance by the proposed Contract Owner of any Contract issued on the basis of this application shall constitute ratification of any and all changes noted by the Company in the space entitled "Home Office Endorsement" except that any change as to amount, plan of annuity, birth date, or benefit, shall be made only with the written consent of the applicant(s).

IT IS UNDERSTOOD AND AGREED THAT no person, except the President, a Vice President or the Secretary of the Company has the authority to determine whether any Contract shall be issued on the basis of this application to waive or modify any of the provisions of this application or any of the Company's requirements, to bind the Company by any statement or promise pertaining to any Contract issued or to be issued on the basis of this application, or to accept any information or representation not contained in this written application.

TAXPAYER CERTIFICATION: Under penalties of perjury, I certify that

- 1. The number shown on this form is my correct taxpayer identification number (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.

OWN	ER/JOINT O	WNER SIG	GNAT	JRE					
Signe	ed at (City, S	tate):				Date:			
Owne	er Signature:								
Joint	Owner Sign	ature:							
AGEN	NT SIGNATU	RE (You I	MUST	make an e	election – "d	oes" or "d	oes not" – in	section (1) below.)	
e) fo	xisting life ins orms where ap	urance or oplicable.	annuit	ies. Wher	replacement	is involved	l, please compl	<b>"does not repla</b> ete and return state nation supplied by the	replacement
	ersonally witn				y recorded or	i tilo applio		iation supplied by the	owner and
re re	If this Applicant/Owner is subject to a Suitability in Annuity Transaction law or other applicable suitability regulation, and I have recommended this purchase; (a) I have reasonable grounds to for believing that the recommendation is suitable based on the information obtained regarding financial status, tax status and investment objectives, and (b) I will maintain the documentation used for this recommendation for five (5) years								
Agen	t Signature:								
Agen	t Name (Prin	ted):							
Agen	t Code:						Licens	se # :	
Telep	hone #:					Email:			
	nission Split: t Remarks:	☐ Yes □	J No	(If yes):				Agent Code:	
Agent	t Remarks:								

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Mailing Instructions: Send Completed and Signed Documents to:

Reliance Standard Life Insurance Company

Attn: Annuity New Business 2001 Market Street, Suite 1500 Philadelphia, PA 19103-9802

ACH AUTHORIZATION		
I hereby authorize Reliance Standard Life Insurance Co credit entries and, if necessary, debit entries for any credit to remain in full force and affect until written notification time that my annuity policy is no longer in force. I under information may take up to 4 weeks to go into effect. Page 1.	dit entries in error to n on from me of its termi rstand that new applic	ny account indicated below. This authority nation has been received, or until such ations and/or changes to bank or account
Name		
Signature		Date
o Checking o Savings		
Account Number		
Depository Name		Branch
City	State	Zip Code
Dook Toose't Niverboo't ADA Niverboo		
Bank Transit Number/ABA Number		
If deposits are being made to a Checking Account, pleasing financial institutions account and routing numbers.	se attach a <b>VOIDED (</b>	CHECK that will provide us with your
Г		
If using a checking account		

**Attach Voided Check Here** 

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A MEMBER OF THE TOKIO MARINE GROUP

### **CUSTOMER SUITABILITY ANALYSIS AND IDENTIFICATION CERTIFICATION FORM**

This section is intended to assist in determining whether the annuity contract you are applying for is appropriate based on your financial status, tax status and financial objectives and to ensure that you understand certain aspects of the annuity contract.

<ol> <li>PROPOSED OWNER INFORMATION</li> </ol>	
Name: D	OOB: SSN/TIN:
Address:	
Occupation:	Marital Status:
2. PROPOSED JOINT OWNER INFORMATION (IF	APPLICABLE)
•	OOB: SSN/TIN:
Address:	
Occupation:	Marital Status:
3. PERSONAL FINANCIAL INFORMATION	
Annual Income (select one): \$\prec\$0 -\$25,000 \$\prec\$25,000 \$\prec\$55,000 \$\prec\$50,000	0 - \$75,000
Income Sources (select all that apply): ☐ Wages ☐ Investments ☐	□ Social Security □ Retirement Plan(s) □ Other
Household Net Worth (Total Assets – excluding home(s), autos and pe	ersonal property minus Total Liabilities): \$
Will you, during the term of this annuity contract, have adequate carhealth care, emergencies and additional needs (other than the mone	
Do you own other annuity contracts (fixed or variable)? ☐ Yes* ☐	I No
* If you answered "yes," what is their total value (not including the contract you plan	in to purchase)? \$
4. TAX STATUS	
What is your current (US) marginal tax bracket (select one)?  □ 0%  □ 10%	6 □ 15% □ 25 – 28% □ 33% □ Above 33%
5. FINANCIAL OBJECTIVES	
Why are you purchasing this annuity (select all that apply)?	
☐ Retirement Planning ☐ Minimum Guarantees ☐ Potential Growth ☐ Death Ber	enefit ☐ Lifetime Income ☐ Preservation of Principal ☐ Income ☐ Tax Deferral*
*Note: If you selected Tax Deferral AND you are purchasing this annuity contral already provides tax deferral or that Roth IRA's, subject to certain restrictions, by this annuity contract?	s, provide tax free accumulation and that such deferral will NOT be enhanced
6. FUNDING SOURCE Please indicate your source(s) of funding for this annuity purchase	(select all that anniv)
□ Cash from(specify source, such as sav	
☐ Fixed/Indexed Annuity(ies) ☐ Stocks, Bonds and/or Mutual Funds	☐ Life Insurance ☐ Other (specify)
, ,	
7. WITHDRAW OF FUNDS  How soon do you expect to withdraw funds from the annuity contract (select	one)? ☐ 1-3 years ☐ 3-5 years ☐ 6-7 years ☐ 8-10 years ☐ 11+ years
8. SURRENDER PENALTY	
Withdrawals made from the annuity contract during its surrender charge periodarge. Do you expect to make any withdrawals from the contract during this	
☐ Yes ☐ No (Note: Withdrawals before age 59 ½ may be subject to Federal/S	State income tax as well as an additional 10% Federal penalty tax.)



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9. REVERSE MORTGAGE	
Do you currently have a reverse mortgage or are you applying for a reverse mortgage? ☐ Yes ☐ No	
10. ESTATE PLANNING	
Is this annuity being purchased in consultation with an attorney as part of an estate or other planning process?	
11. REPLACEMENT OF EXISTING LIFE INSURANCE OR ANNUITY CONTRACT	
Will this annuity contract purchase involve the replacement of any existing life insurance or annuity contract(s)?	
□ No (skip to section 12)	
☐ Yes (answer all questions below)	
Was the contract(s) being replaced issued within the last 36 months? ☐ Yes ☐ No	
What are the total surrender charges and other costs (such as market value adjustments, fees, adverse tax consequences, etc.), if any, you expect to incur as a result of the replacement? \$	
Briefly describe the reason(s) why you are replacing the existing contract(s). Please address current interest rates & minimum guaranteed rates on the existing contract:	
12. REPLACEMENT OF OTHER FINANCIAL PRODUCTS	
Will this annuity contract purchase involve the replacement of any financial product OTHER THAN life insurance or annuity contract(s)?	
□ No (skip to section 13)	
☐ Yes (answer all questions below)	
What is the total amount and type of the expected charges, fees, penalties, costs or adverse tax consequences, etc. you expect to incur as a result of the replacement? \$	_
13. OTHER SIGNIFICANT INFORMATION	
Is there any other significant information that may be relevant in determining whether the annuity contract you have applied for is appropriate for your needs (for example, major anticipated life or financial changes or events)?	
□ No (skip to section 14)	
☐ Yes (explain):	
	-
14. PROPOSED OWNER/JOINT OWNER SIGNATURE(S)	
I/we certify that the information provided in this Section is complete and accurate to the best of my/our knowledge and belief. I/we believe that the annuity contract applied for satisfies my/our financial objectives and insurance needs. I/we acknowledge that neither Reliance Standard nor any of its representatives offer any legal or tax advice.	
Proposed Owner Signature: Date:	
Proposed Joint Owner Signature: Date:	
15. AGENT REPRESENTATIONS AND SIGNATURE	
I have made every effort to obtain accurate information concerning the client's financial status, tax status, financial objectives, and other information I believe is relevant in making the proper recommendation to such client. I have no reason to believe that the information provided in the sections above is not complete and accurate. Based on the information the client disclosed, I believe that my recommendation to purchase an annuity (including any replacement of an existing annuity or life insurance contract(s) involved) is suitable. I agree to maintain such information and make it available at the request of Reliance Standard or any insurance department for at least five (5) years after the annuity purchase has been completed. In addition, I have verified the identity of the Owner(s) and believe that the supporting information provided to me by the Owner(s), as described below, is true and accurate.	
Agent Signature: Date:	



### **CUSTOMER IDENTIFICATION VERIFICATION**

Please indicate the method you used to verify the Owner and any Joint Owner or Non-Natural Owners' identity.

OWNER	JOINT OWNER (if applicable)	NON-NATURAL OWNER
☐ Driver's License/State ID	☐ Driver's License/State ID	☐ Trust Documents
State:	State:	
Issue Date:	Issue Date:	
Expiration Date:	Expiration Date:	
☐ U.S. Passport	☐ U.S. Passport	☐ Articles of Incorporation
Issue Date:	Issue Date:	
Expiration Date:	Expiration Date:	
☐ U.S. Military ID	☐ U.S. Military ID	☐ Partnership Agreement
Issue Date:	Issue Date:	
Expiration Date:	Expiration Date:	
☐ Other (specify):	☐ Other (specify):	☐ Other (specify):
State:	State:	
Issue Date:	Issue Date:	
Expiration Date:	Expiration Date:	
17. OTHER RELIABLE MEANS	OF IDENTIFICATION	
* •	describe in detail both the method and the rea	ason for using an alternative means of identification
(acc coparate check in hospically).		

RELIANCE STANDARD	
LIFE INSURANCE COMPANY  A MEMBER OF THE TOKIO MARINE GROUP	
Home Office: Chicago, Illinois • Administrat	tive Office: Philadelphia, Pennsylvania

## STATEMENT BY APPLICANT REGARDING NOTIFICATION OF REPLACEMENT TO THE REPLACED INSURER

I have read the "NOTICE TO APPLICANTS REGARDING REPLACEMENT OF LIFE INSURANCE OR AN ANNUITY" which was furnished to me by the agent taking the application for this policy.

(Applicant: Please sign ONE of the following statements.)

1.	Please notify my present ins	urer(s) regarding this transaction.
	Date	Signature of Applicant
2.	Please do not notify my pres	ent insurer(s) regarding this transaction.
	Date	Signature of Applicant
policy. (18) ye	If someone other than the ins	e that of the insured unless someone other than the insured is the owner of the ured is the owner of the policy, the owner must sign. If the insured is under eighteen ed to be the owner of the policy.
	by certify that nothing was saiding this statement.	or done during the sales presentation to influence the decision of the applicant
	Date	Signature of Agent
		Insurance Agency or Agent License Number

A MEMBER OF THE TOKIO MARINE GROUP

Administrative Office: 2001 Market Street Suite 1500 Philadelphia, PA 19103 1-800-HELP-RSL

#### **EQUITY INDEX ANNUITY - DISCLOSURE STATEMENT**

This Disclosure Statement contains a summary of the features of the Keystone Index Annuity, a Single Premium Deferred Equity Indexed Annuity Contract. The complete terms of the annuity are contained in the contract and any attached riders and are not modified by this Disclosure Statement. Once you have carefully read this Disclosure Statement in its entirety, please sign below and return a copy with the application.

#### WHAT IS AN ANNUITY?

The annuity described in this Disclosure Statement is a financial contract between you and Reliance Standard Life Insurance Company ("RSL"). It is a long-term retirement planning vehicle and is not a substitute for an equity index-linked mutual fund or other equity investment. The term "you" and "your" in this document refer to the owner of the annuity.

An annuity contract has two parts or periods, the accumulation period and the payout period:

- During the accumulation period, the premium you pay into the annuity contract will earn interest. The interest earnings accumulate on a tax-deferred basis as long as you do not make withdrawals from the annuity.
- During the payout period, which is scheduled to occur on the contract's maturity date, RSL will pay you a regular income in accordance with the terms of the settlement option you elect from the available options. If you so elect, the payout period can start as soon as at the beginning of the second contract year.

Free Look Period: After you receive your annuity contract, you will have twenty (20) days\* to examine your contract. Carefully read the contract and any attached riders in their entirety. If you decide the contract does not meet your needs, or you decide against the purchase, you must return the contract to RSL within this period to receive a complete refund of your premium.

\* You will have thirty (30) days to examine your contract if you are purchasing it in RI or VT, or (1) it is replacing an existing life insurance or annuity contract, (2) you are age 60 or over and are purchasing the annuity in CA, or (3) you are age 65 or older and are purchasing the annuity in AZ.

#### WHAT WILL MY ANNUITY BE WORTH?

Your annuity will earn interest based upon the allocation of your premium to one or more of the different Index Interest Strategies and/or the Fixed Interest Strategy. The annuity also provides a guarantee that your premium, less withdrawals, will earn interest at a guaranteed minimum rate over the length of the contract. At time of withdrawal, surrender or election of a settlement option, your annuity value will be the greater of the Minimum Guaranteed Values described below or the value of the Index Interest Strategies and Fixed Interest Strategy, reduced in either case by applicable Surrender Charges. See Surrender Charges table, below.

Minimum Guaranteed Values: Your annuity contract provides a Guaranteed Minimum Annuity Value equal to 100% of the premium paid, less any withdrawals, compounded annually at the Guaranteed Minimum Interest Rate. If the annuity is surrendered during the surrender charge period, the Guaranteed Minimum Annuity Value will be reduced by the applicable surrender charge. See Surrender Charges table, below. However, if the Minimum Contract Value, which is equal to 87.5% of your premium, less withdrawals, accumulated at the non-forfeiture rate would exceed the Guaranteed Minimum Annuity Value less any surrender charges, the Minimum Contract Value would instead become the Guaranteed Value. In either case, the guaranteed value will be reduced by any applicable premium tax.

Index Interest and Fixed Interest Values: Index interest credits for amounts allocated to the Index Interest Strategies will be made only at the end of each contract year based on the change in the S&P 500<sup>®</sup> Index for that year subject to the applicable Index Interest Cap or Participation Rate. Interest credits for amounts allocated to the Fixed Interest Strategy will be credited daily and compounded annually.

#### **ANNUITY CONTRACT ISSUE DATES**

Equity Index contracts (Keystone 5, 7, and 10) will be issued on the 1<sup>st</sup> and 15<sup>th</sup> of every month, or the next business day thereafter if the issue date falls on a weekend or holiday. Solicitation Paperwork must be received and/or in good order at the Home Office the business day before an issue date in order to be processed on that issue date.

<u>Interest is not credited prior to the issue date</u> (e.g., an application and check received on the 10<sup>th</sup> of the month would receive an issue date of the 15<sup>th</sup>, and would not begin to earn interest until the 15<sup>th</sup>.)

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#### **EQUITY INDEX ANNUITY DISCLOSURE FORM**

Interest	owing is a description of the available interest Strategies, which consist of a Fixed Interest Strategy and four Index t Strategies (one of which is not currently offered.) The Strategies you have allocated on the application are led by the checked box(es) below:
fo in	Fixed Interest Strategy - Annual compound interest will be credited at a stated interest rate under this Strategy or each Contract Year. The initial interest rate will be guaranteed for the first Contract Year. Thereafter, the interest rate will be as declared by RSL for each subsequent Contract Year. However, RSL guarantees that this late will not be less than the Guaranteed Minimum Interest Rate for any Contract Year.
Poor's	nterest Strategies: For purposes of each of the following Strategies, the S&P 500 <sup>©</sup> Index means the Standard & 500 Composite Stock Price Index. This Index does not include or reflect any dividends that may be paid by the nies included in such Index.
Standa	ard & Poor's 500" is a trademark of The McGraw-Hill Companies, Inc. and has been licensed for use by Reliance rd Life Insurance Company. The Keystone Index Annuity is not sponsored, endorsed, sold or promoted by Standard is and Standard & Poor's makes no representation regarding the advisability of purchasing this product.
	Index Interest Strategies listed below, RSL has the right to change the Index Interest Cap or the Participation Rate ble to a Contract Year on an annual basis, subject to the minimum amount specified in the contract.
_ 1	Annual Point to Point – Capped Strategy: Interest credited under this Strategy for a Contract Year will be equal to the change in the S&P 500 <sup>©</sup> Index for such year, but will not be less than zero or greater than the maximum amount (Index Interest Cap) in effect for such year.
<b>–</b> ,	<b>Annual Point to Point – Participation Rate Strategy</b> <sup>1</sup> : Interest credited under this Strategy for a Contract Year will be equal to a percentage (the Participation Rate) of the change in the S&P 500 <sup>©</sup> Index for that year, but will not be less than zero.
	Annual Monthly Average – Capped Strategy: Interest credited under this Strategy for a Contract Year will be equal to the amount by which the average value of the S&P 500 <sup>©</sup> Index, as measured on the twelve monthly contract anniversary dates following the inception of the Contract Year, exceeds the value of the S&P 500 <sup>©</sup> Index at such inception, but will not be less than zero or greater than the maximum amount (Index Interest Cap) in effect for that year.
	Annual Monthly Average – Participation Rate Strategy <sup>1</sup> : Interest credited under this Strategy for a Contract Year will be equal to a percentage (the Participation Rate) of the amount by which the average value of the S&P 500 <sup>©</sup> Index, as measured on the twelve monthly contract anniversary dates following the inception of the Contract Year, exceeds the value of the S&P 500 <sup>©</sup> Index at such inception, but will not be less than zero.
<sup>1</sup> The A	nnual Monthly Average – Participation Rate Strategy is currently unavailable.

Reallocation of Values: The premium that you pay will be allocated to the Index Interest Strategies and/or the Fixed Interest Strategy in accordance with the selections made in your application. On each contract anniversary, you may reallocate your annuity value among the strategies then available so long as you notify RSL at least two weeks before each contract anniversary of such reallocation. The minimum amount you may reallocate is \$5,000. Reallocation will be subject to the available strategies at that time.

#### HOW CAN I WITHDRAW MONEY FROM MY ANNUITY?

Surrender: You may completely surrender your annuity in any Contract Year. A Surrender Charge will apply to the annuity value in excess of the penalty-free amount described below under partial withdrawals.

Partial Withdrawals: You may make partial withdrawals from your annuity at any time. During the first Contract Year, you can withdraw without penalty up to 10% of the single premium paid, and, in any Contract Year thereafter, up to 10% of the annuity value without penalty. If you withdraw more than the penalty-free amount in any Contract Year during the Surrender Charge Period, a Surrender Charge will apply to any amount withdrawn in excess of the penalty-free amount.

The amount of the Surrender Charge will vary according to the Contract Year in which the surrender occurs, according to the Surrender Charge Schedule table contained in the contract. See Surrender Charges table, below. Amounts withdrawn from an Index Interest Strategy during a Contract Year will not receive any index interest for that year.

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#### **EQUITY INDEX ANNUITY - DISCLOSURE STATEMENT**

Annuitization: At any time after the first Contract Year, you may select one of the Settlement Options specified in the contract and begin receiving an income from your annuity; however, this normally occurs on the contract's stated maturity date, or later if the maturity date is deferred. The contract's maturity date is established so that it occurs on the later of the date on which the annuitant, if living, would attain age 85 (70 in some states) or the date that is 10 years after the contract's date of issue. Surrender Charges will be deducted from the annuity value applied to a Settlement Option, unless payments under the Settlement Option begin after the fifth Contract Year, and have a duration of at least five years. RSL will deduct any applicable premium tax from the annuity value applied to a Settlement Option. Payments of income under the Settlement Options listed below will be based on the life of the designated annuitant.

The Settlement Options specified in the contract are as follows:

- Life Annuity
- Designated Period Annuity

- Life Annuity with Payments Certain
- Joint and Last Survivor Annuity

Withdrawals of funds from your annuity prior to age 59 ½ may have adverse tax consequences. See Tax Treatment, below.

#### **NURSING HOME - HOSPITAL CONFINEMENT WAIVER**

In the event of hospitalization or nursing home confinement, an annuity rider gives you an increased level of penalty-free access to the annuity value as follows: If the annuitant is admitted to a qualified nursing care facility (as defined in the contract) following the end of the first Contract Year and remains in such facility for ninety consecutive days, up to 25% of the annuity value may be withdrawn without penalty in each Contract Year so long as the annuitant remains in such facility. This rider is only available when the annuitant's age at the issuance of the annuity contract would be 74 or younger and continues until the contract terminates.

#### TERMINAL ILLNESS OR TERMINAL CONDITION WAIVER

An annuity rider also provides for penalty-free access to the entire annuity value in the event that, after the first Contract Year, the annuitant is initially diagnosed as having a terminal illness by a qualified physician. Terminal illness means a condition that is reasonably expected to result in death within twelve months.<sup>2</sup>

#### **SURRENDER CHARGES**

You may withdraw all or a portion of your annuity value at any time before the maturity date. A withdrawal of all of your annuity value is known as a surrender, which will terminate the annuity contract. Any withdrawal from your annuity during the surrender charge period shown below is subject to the Surrender Charge applicable to the Contract Year in which the withdrawal occurs. The Surrender Charge Schedule for your annuity is shown below:

Contract Year	1	2	3	4	5	6	7	8	9	10	11
Surrender Charge Percentage											

#### **TAX TREATMENT**

The interest earnings credited to your annuity are accumulated on a tax-deferred basis. The accumulated earnings are taxed as ordinary income when they are withdrawn or otherwise accessed. Withdrawals or amounts accessed from your annuity, other than under a settlement option, will be considered, for tax purposes, to consist first of taxable income, to the extent of your interest earnings. A 10% federal tax penalty may apply to any interest earnings, or amounts includible in income that are withdrawn or otherwise accessed from the annuity prior to attainment of age 59 1/2.

If you purchase an annuity as a Traditional Individual Retirement Account (IRA) or Roth IRA, you should be aware that the annuity offers no additional tax deferral since IRAs already provide tax-deferred status. Accordingly, you should purchase an annuity in an IRA only if one or more of the features of the annuity, such as interest earnings, minimum guaranteed returns, death benefits and life income options, are of value to you.

Please note: Joint ownership of Annuity Contracts should only be designated after consulting with legal and/or tax counsel. RSL and its representatives do not provide tax, legal or accounting advice. You should seek competent professional advice concerning any tax, legal or accounting questions you may have.

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<sup>&</sup>lt;sup>2</sup> Rider not available in New Jersey.

### **EQUITY INDEX ANNUITY - DISCLOSURE STATEMENT**

#### **DEATH BENEFIT**

The annuity value will be payable to the beneficiary(ies) upon the death of the owner. If the owner is also the annuitant, the death benefit will be equal to the annuity value. If the owner is not the annuitant, the contract's death benefit is equal to the annuity value less any applicable surrender charge.

Federal tax laws require that the value of a non-qualified annuity (i.e., an annuity purchased outside a qualified retirement plan) be distributed to the beneficiary(ies) within five years of the owner's death with two exceptions:

- A surviving spouse who is a designated beneficiary may continue the annuity as the owner.
- A non-spouse beneficiary may elect a periodic distribution over a period not exceeding his or her life expectancy in which payments begin no later than one year following the owner's death.

To utilize either exception, an election must be made within 60 days after RSL receives proof of the owner's death.

Please note: if a non-qualified annuity is owned by a non-natural person such as a trust or corporation, the death of the annuitant will be treated as the death of the owner for purposes of the death benefit provisions of the contract.

Federal tax laws also require that the value of a qualified annuity (i.e., an annuity purchased in a qualified retirement plan) be distributed to the beneficiary(ies) following the owner's death. Please review the Traditional IRA, or Roth IRA Disclosure Statement for a description of the post-death distribution requirements for IRAs.

#### **AGENT COMPENSATION**

RSL pays to your agent a commission for each annuity contract sold, including your annuity. In addition, the agent may receive additional compensation from RSL for achieving certain sales volume levels, and RSL may provide for education, training, or other services at no cost to the agent.

#### OTHER IMPORTANT INFORMATION

Your annuity:

- is an insurance product and is not insured by the Federal Deposit Insurance Corporation (FDIC), or any federal or state government agency.
- Is not a bank or credit union deposit.
- May be worth less than your premium paid if funds are withdrawn during the surrender charge period.

A(	ACKNOWLEDGEMENT OF OWNER(S)/APPLICANT(S)		
•	I have received and read this Disclosure Statement in its entirety and understand it	s contents.	
•	I understand that I am paying a single premium of \$ to purchase a sin annuity contract from Reliance Standard Life Insurance Company (if you are exchatransferring another account, enter the estimated balance of the existing annuity of Reliance Standard Life).	inging an existing annuity, or are	
O۷	Owner/Applicant Signature:	Date:	
Jo	oint Owner/Applicant Signature:	Date:	
CE •	CERTIFICATION OF AGENT  I certify that (a) this Disclosure Statement was provided to the owner(s)/applicant(s)	) indicated above, (b) I have not	

made any statements that differ from those made in this Disclosure Statement and (c) I have not made any promises or guarantees regarding the future value of any elements of the owner/applicant's annuity other than its minimum guaranteed values

	b	aic.
Agent Signature:		

Data

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RELIANCE STANDARD LIFE INSURANCE COMPANY A MEMBER OF THE TOKIO MARINE GROUP	
A MEMBER OF THE TORIO MARINE GROUP	
Home Office: Chicago, Illinois • Administrative Office: Philadelphia, Pennsylvania	

## NOTICE TO APPLICANTS REGARDING REPLACEMENT OF LIFE INSURANCE OR AN ANNUITY.

#### THIS NOTICE IS FOR YOUR BENEFIT AND IS REQUIRED BY LAW.

- 1. If you are urged to purchase life insurance and to surrender, lapse, or in any other way change the status of existing life insurance, the agent is required to give you this notice.
- 2. It may not be advantageous to drop or change existing life insurance in favor of new life insurance, whether issued by the same or a different insurance company. Some of the disadvantages are:
  - a. The amount of the annual premium under an existing policy may be lower than that under a new policy having the same or similar benefits
  - b. Generally, the initial costs of life insurance policies are charged against the cash value increases in the earlier policy years, the replacement of an old policy could result in the policyholder sustaining the burden of these costs twice.
  - c. The incontestable and suicide clauses begin anew in a new policy. This could result in a claim under a new policy being denied by the company, which would have been paid under the old policy.
  - d. Existing policies may have more favorable provisions than new policies in such areas as settlement options and disability benefits.
  - e. An existing policy may have a reserve value in addition to any cash value, which may be of some benefit to the insured.
  - f. The insurance company carrying your current insurance policy can often make a desired change on terms which would be more favorable than if existing insurance is replaced with new insurance.
- 3. It may not be advantageous to change an existing policy to reduced paid-up or extended term insurance or to borrow against its loan value beyond your expected ability or intention to repay in order to obtain funds for premiums on a new policy.
- 4. There may be a situation in which a replacement policy is advantageous. You may want to receive the comments of the present insurance company before deciding this important financial matter.

I hereby acknowledge that I received the above "Notice to Apbefore I signed the application for the proposed new insurance.	oplicants Regarding Replacement of Life Insurance or an Annuity
Date	Signature of Applicant



## **CONDITIONAL RECEIPT**

Valid only for an Annuity a	nd for the premium amoui	nt shown	in the application	n as paid for the annuity.
Received from		_ this	day of	, 20,
the sum of \$	as premium for an	annuity	on the life of	
for which an application ha	as been made to the Comp	pany, bea	aring the same da	ate as this receipt.
Signature of Agent				
The Company accepts paym presentation.	ent by check, draft, money o	order, or w	ire transfer subject	to its being honored upon
Checks, Drafts, or Money Or	ders must be made payable	to Reliand	ce Standard Life In	surance Company.

DO NOT LEAVE PAYEE BLANK OR MAKE PAYABLE TO AGENT.

## Partial 1035 Exchange/Surrender Form

2001 Market Street, Suite 1500 Philadelphia, PA 19103 (800) 351-7500

GENERAL INFORMATION

A MEMBER OF THE TOKIO MARINE GROUP

a.					
	Annuitant Name			Annuitant Social Se	curity Number
	Owner Name			Owner Social Secu	rity Number
	Joint Annuitant Name (if applicable)			Joint Annuitant Soc	ial Security Number
	Joint Owner Name (if applicable)			Joint Owner Social	Security Number
b.	Existing Company	Street	City	State	Zip
	Existing Contract Number		Type of Inves	stment Vehicle (CD, Mutual Fu	und, etc.)
	Account Type	Maturity Date	Transfer Immediately? Y	es No If No, When?	) 
	NOTE: USE A SEPARATE FOI	RM FOR EACH CONTRACT.			
PART	TAL 1035 EXCHANGE/SURRE	NDER INFORMATION			
res PART To train ass	d void, and so shall any interest sult of this assignment shall be result of this assignment shall be result of the extent that I have felt it insaction and its potential tax of sumes no liability or responsibility.  JIRED OWNER(S) SIGNATURE	eturned to the above contract  appropriate, I have consultonsequences. I understand, by for any tax consequences	t without any further liability on the without any further liability on the without any further liability on the without and a competent tax advisor a acknowledge and agree that R	he part of RSLIC.  bout this Partial I.R.C. teliance Standard Life I	§ 1035 Exchange
	Owner Signature	Date	Agent Signature		Date
	Joint Owner Signature (if applic	able) Date	Agent Signature		Date
Pa	SLIC, as assignee-owner of the a rtial § 1035 Exchange for the as ovided to RSLIC.				
	IENT INSTRUCTIONS FOR EX				
a. b.	Attn: 2001	ance Standard Life Insurance Co ance Standard Life Insurance Co Annuity New Business Market Street, Suite 1500 adelphia, PA 19103-9802	. ,		
TRUS	TEE ACCEPTANCE/ LETTER Please be advised that RSLIC is		gned by an Officer of RSLIC) to accept transfer of the values indic	cated above:	
	. 19499 29 daylood triat (NOLIO 19	asing as tructed and is willing	as assort trainerer of the values mult		
	Ву	Title			Date

## |RELIANCE STANDARD LIFE INSURANCE COMPANY

## 1035 Exchange/Surrender, IRA Rollover and Direct Transfer Form GENERAL INFORMATION (fill in all roles that apply)

	Annuitant's Name	_		Annuitant's Social Security Number
	Joint Annuitant's Name (if applicable)	Joint Annuitant's Name (if applicable)		Joint Annuitant's Social Security Number
	Owner's Name (if different than Annuitant)			Owner's Social Security Number
	Joint Owner's Name (if applicable)			Joint Owner's Social Security Number
	Existing Company	Telephone Num	ber for Existing Co	mpany
	Street Address for Overnight Delivery			
	Existing Contract/Account Number	Type of Investm	ent Vehicle (CD, M	utual Fund, Annuity, Brokerage Account, etc.)
	Account Type (IRA, etc.)	Maturity Date	Transfer Immedia	ately?yes no If no, when?
RE	ST POLICY AFFIDAVIT (complete if applicable): LEASE OF INFORMATION AUTHORIZATION:	The Owner(s) he	reby authorize	policy has been lost or destroyed.  (existing financial
inst	itution) to provide information necessary to complete the			
	Please <u>CHECK</u> the appro	opriate box bei	ow, and <u>cor</u>	npiete one section only:
(Th	SECTION ONE – 1035 EXCHANGE/SURR is section is to be used only for an exchange of non-qu 1606.)			and RSL. For all PARTIAL 1035 EXCHANGES, use form
	one annuity contract for another annuity contract. A basis to the new contract. When an exchange involve undersigned hereby revokes all previous beneficiary of the Annuitant or Insured and designates Reliance Owner hereby assigns and transfers all right, title and this contract for its cash value and specifically author	1035 exchange allows as an annuity, the control designations and any of Standard Life Insurance interest in the above orizes RSLIC to do so, when the shall become nul RSLIC.	s the policyholder that must be payable ptional mode of selection (RSLIC) to the contract to RSLIC, without in any way I and void. RSLIC'	rance policy for an annuity contract, or B) the exchange of defer any recognition of a taxable gain and transfer the to the same person. As Owner of the above contract, the titlement with respect to any proceeds payable at the deat C) as sole beneficiary of the above contract. Further, sain The undersigned is aware that RSLIC intends to surrender limiting the rights transferred under this assignment. If no scontract will be rescinded and the original contract will be eabove-referenced contract.
	SECTION TWO – IRA ROLLOVER/TRANS			
	is section is to be used only for an "IRA Rollover" from			
a.	An individual may rollover distributions from qualified p			(IRA) with RSLIC. Please note that qualified funds may
b.	not be mixed with non-qualified funds. Minimum Required Distribution (check one if 70 $\frac{1}{2}$ or c	older in year of transfer		ake Minimum Required Distribution prior to transfer ake Minimum Required Distribution prior to transfer
	<u>All</u> funds will be transferred to the annuity established RSLIC agrees to accept the rollover/transfer described appointment as successor of the above contract and r	d above for our contract	pecific dollar amou t established on bel	nt or percentage is indicated here: nalf of the above names Owner(s). RSLIC accepts its
	SECTION THREE - DIRECT TRANSFER		154	
	is section to be used only for a transfer of non-qualified RSLIC will handle the transfer of non-qualified funds o investment company) to an annuity contract. This forr with the other financial institution.	r qualified non-IRA fund	ds from another fina	
b. c.	Amount to be transferred to the annuity established win RSLIC agrees to accept the transfer described above as successor custodian of the above contract and required.	for our contract establis	shed on behalf of th	e above named Owner(s). RSLIC accepts its appointmen
RE	QUIRED SIGNATURES			
O	wner: Date:		Joint Owner (if applicable):	Date:
Α	gent: Date:		for community operty states):	Date:
	YMENT INSTRUCTIONS FOR EXISTING I Make all checks payable to Reliance Standard Life Ins Reliance Standard Life Insurance Company Attn: Annuity New Business 2001 Market Street, Suite 1500 Philadelphia, PA 19103-9802			SIGNATURE GUARANTEE (if required)
TR	USTEE ACCEPTANCE / LETTER OF ACC Please be advised that RSLIC is acting as Trustee and		e signed by an Officenses	
	Ву	Title		Date

#### Instructions For Completing 1035 Exchange/Surrender, IRA Rollover and Direct Transfer Form

#### **General Information**

Fill out the information as requested. The Annuitant's and Owner's Social Security numbers must be included.

Fill out the information as requested. The full address of the company which issued the existing contract must be included.

Complete the Lost Policy Statement, if applicable. Also complete the Release of Information Authorization, so that RSL can contact the other financial institution to determine if there are outstanding requirements, etc.,.

## NOTE: USE A SEPARATE FORM FOR EACH CONTRACT. FILL OUT ONLY ONE OF THE SECTIONS BELOW.

#### 1035 Exchange/Surrender Information

Use this section of the form to exchange/surrender an existing NON-QUALIFIED annuity for a NON-QUALIFIED annuity with RSLIC. By checking this section and signing the form, the Owner of the existing contract temporarily assigns ownership of the contract to RSLIC, so that it can be surrendered and exchanged for a NON-QUALIFIED annuity with RSLIC.

#### IRA Rollover/Transfer

Use this section to rollover a QUALIFIED contract which is not an IRA into a QUALIFIED IRA with RSLIC. You may also use this section to transfer an existing QUALIFIED IRA into a QUALIFIED IRA with RSLIC.

First, indicate if this is an "IRA Rollover" or an "IRA Direct Transfer."

- b. Indicate if the client wishes to take his/her MRD before or after the transfer to RSL is completed.
- c. Specify an amount or percentage to be transferred, if the transfer is a partial transfer.

#### **Direct Transfer**

Use this section to transfer QUALIFIED (non-IRA) or NON-QUALIFIED funds from a financial institution to a NON-QUALIFIED annuity with RSLIC.

b. Specify an amount or percentage to be transferred, or select "all" for a full transfer.

#### **Required Signatures**

To be completed by the Owner, and Joint Owner (if applicable), as well as the agent.

#### **Payment Instructions for Existing Financial Institution**

a. All checks must be made payable to Reliance Standard Life Insurance Company and mailed to the address indicated.

## **Trustee Acceptance/Letter of Acceptance**

This section, which will be completed and signed by an Officer of RSLIC, confirms that RSLIC is acting as Trustee of the contract in question and is willing to accept the transfer of its values to RSLIC from the existing company.