Excel Securities & Associates, Inc.

Agent's Statement
Variable Annuity Applications

The primary factors impacting the recommendation and suitability determination of this variable annuity are the applicants:

- ☐ Age
- ☐ Financial Needs
- ☐ Liquidity Needs
- ☐ Liquid Net Worth
- ☐ Tax Status
- ☐ Death Benefits
- ☐ Living Benefits
- ☐ Investment Management
- ☐ Estate Planning
- ☐ Investment Protection
- ☐ Tax Deferral
- ☐ Investment Experience
- ☐ Net worth
- ☐ Time Horizon
- ☐ Annual Income
- ☐ Risk Tolerance
- ☐ Other #1
- ☐ Other #2

For each item checked please provide a written statement detailing specifics as to how the proposed variable annuity contract addresses these client's needs. The detail provided on this sheet reflects the dialog that occurred between yourself and the customer during the recommendation and sale process. This sheet will be subject to the approval of your supervising principal and becomes a permanent part of the transaction record.

Based on customer inquiry has the customer had any annuity / life Insurance policy transfers in the last 36 months
☐ Yes ☐ No

I have recommended this variable annuity and have determined it to be suitable for my customer based on the following:

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_____
Print Customer Name and product being recommended

_____
Registered Representative Signature Date

_____
Supervising Principal Signature Date

Attach additional sheets as need

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