

CONFIDENTIAL FACT FINDING WORKSHEET

For Immediate Fixed & Variable Annuities. Please complete to the best of your ability.

Name: _____ Date of Birth: _____

Age of Applicant: _____ Gender: _____ Marital Status: _____ Age of Spouse: _____

Number of Dependents (excluding spouse): _____ Ages of Dependents: _____

Occupation/Retired From: _____

(Expected) Annual Income of Prospective Annuitant: _____

Estimated Average Tax Rate: _____ Est. Marginal Tax Rate % _____

Sources of Income: Pension:	_____	RRIF:	_____
Rental Properties:	_____	Investments:	_____
Part-time Work:	_____	Alimony:	_____
Life Insurance:	_____	Other(s):	_____
Total Income:	_____		

Living Expenses:	Rent/Mortgage:	_____
	Home & Travel Insurance:	_____
	Clothing:	_____
Household – Maintenance, Repair & Landscaping:		_____
	Food/Dining:	_____
Utilities (electricity, gas, cable, phone, internet):		_____
	Auto Expenses - Insurance:	_____
	Auto Expenses - Gas, Oil, Tires:	_____
	Auto Expenses - Maintenance & Repair:	_____
	Family/Grandchildren:	_____
	Churches/Charities/Causes:	_____
	Travel & Hobbies:	_____
	Other:	_____
	Other:	_____
	Total:	_____

Will the owner be someone other than the applicant? Yes _____ No _____

If "Yes", Name: _____ Relationship to Applicant: _____
Net Worth, Annual Income & Sources of Income of Prospective Owner: _____

Are there other foreseeable future needs for cash (describe need and amount)?

Do you currently own any "in force" life insurance policies? Yes ___ No ___ If yes, please list:

Will you discontinue a life insurance policy or annuity contract to buy this annuity? Yes ___ No ___

Will funds for annuity originate from an RRSP, RRIF or other registered account? Yes ___ No ___

Will funds for annuity originate from a windfall, sale of a primary residence, etc.? Yes ___ No ___

If applying for an immediate annuity, what is the source & amount of your initial lump sum deposit?

If you were to outlive your capital, where or to whom would you like to see it go?

1) Family/Grandchildren: _____

2) Churches/Synagogues/Temples/Charities/Causes: _____

If you are applying for an immediate annuity: Reason(s) for purchase? _____

Anticipated income from annuity? \$ _____ or expressed as a % of premium _____

I agree that the annuity for which I am applying is suitable for me. _____

Alternative: I refuse to provide the information requested above. _____