



**American Century Life Insurance Company**

1333 W. McDermott Dr. #200

Allen, TX 75013

Phone (855) 966-1111

Fax (855) 855-0181

**Single Premium Immediate Annuity Application**

Owner & Annuitant	Joint Owner
Full Name: _____	Full Name: _____
Date of Birth: _____ SS#: _____	Date of Birth: _____ SS#: _____
Phone #: _____ Gender: M F	Phone #: _____ Gender: M F
Address: _____	Address: _____
City, State, Zip: _____	City, State, Zip: _____
Email: _____	Email: _____
	Relationship to Annuitant: _____

Account Type & Single Premium			
Single Premium Amount: _____			
This annuity is applied for as:	Non-Qualified	Qualified IRA	Qualified ROTH IRA
<b>Premium Payment Method</b>			
Check – Enclosed is a check or money order			
Bank Draft – Draft from the following account			
Routing Number: _____	Draft Date: _____		
Account Number: _____	Account Type: Checking Savings		
Transfer			
Account Number: _____	Insurance Company Name: _____		
Account Balance: _____	Phone Number: _____		

Primary Beneficiaries					
Name	Date of Birth	SSN	Relationship to Owner	%	

Contingent Beneficiaries					
Name	Date of Birth	SSN	Relationship to Owner	%	

Tertiary Beneficiaries					
Name	Date of Birth	SSN	Relationship to Owner	%	





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**ANNUITY SUITABILITY ANALYSIS**

PERSONAL INFORMATION	
<p style="text-align: center;"><b>Owner</b></p> <p>Full Name _____ Age: _____</p> <p>Government ID Type: _____ No.: _____</p> <p>Citizenship Status    US Citizen    Resident Alien</p> <p>Employed?            Yes    No    Retired</p>	<p style="text-align: center;"><b>Joint Owner/Spouse (if any)</b></p> <p>_____ Age: _____</p> <p>Type: _____ No.: _____</p> <p>US Citizen    Resident Alien</p> <p>Yes    No    Retired</p>
FINANCIAL SITUATION AND NEEDS OF OWNER(S)	
Gross annual household Income _____	Gross annual household expenses _____
Existing assets and financial products: (include this annuity. Qualified assets over age 59½ are considered liquid)	
<p><b>Liquid Assets</b></p> <p>Annuity, surrender free _____</p> <p>Checking account _____</p> <p>Savings account _____</p> <p>Certificate of deposit _____</p> <p>Stocks/bonds/mutual funds _____</p> <p>Retirement plans (IRA, 401(K), etc.) _____</p> <p>Other _____</p> <p>Less: Debt due in 12 months _____</p> <p><b>Total Liquid Assets (A)</b> _____</p>	<p><b>Non-Liquid Assets</b></p> <p>Annuities, in surrender _____</p> <p>Retirement plans (IRA, 401(K), etc.) _____</p> <p>Stocks/bonds/mutual funds _____</p> <p>Real Estate (non-primary residence) _____</p> <p>Life insurance cash value _____</p> <p>Other _____</p> <p>Other _____</p> <p>Less: Debt due in over 12 months _____</p> <p><b>Total Non-Liquid Assets (B)</b> _____</p> <p><b>Estimated net worth (A)+(B)</b> _____</p>
Financial Objectives (check all that apply):	
<input type="checkbox"/> Asset accumulation <input type="checkbox"/> Tax deferred growth <input type="checkbox"/> Immediate income <input type="checkbox"/> Transfer to heirs <input type="checkbox"/> Future retirement income <input type="checkbox"/> Safety of principal <input type="checkbox"/> Guaranteed interest rate <input type="checkbox"/> Other: _____	
Source of Funds for this Annuity Application:	
<input type="checkbox"/> CD/Savings/Checking <input type="checkbox"/> Inheritance <input type="checkbox"/> Current income <input type="checkbox"/> Death benefit proceeds <input type="checkbox"/> Qualified plan distribution <input type="checkbox"/> Cash value from existing annuity <input type="checkbox"/> Liquidation of assets <input type="checkbox"/> Rollover/transfer from qualified account <input type="checkbox"/> Other: _____	
Period of Time Before Money is Needed:	
<p style="text-align: center;">1-3 years                      4-6 years                      7-9 years                      10-12 years                      13 or more years</p>	
Do you anticipate a significant decrease in your future income or increase in your future expenses during the Guarantee Period?    Yes    No. If Yes, please explain: _____	
If you plan on using funds from existing annuity or life insurance contract to fund this annuity, would there be any surrender or other charges involved with this surrender?    Yes    No. If Yes, what is the estimated amount? _____	
What is your general risk tolerance? (Check one)	
<p style="text-align: center;">Conservative              Moderately Conservative              Moderate              Moderately Aggressive              Aggressive</p>	



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How do you anticipate taking distributions from this annuity? (check all that apply)							
<input type="checkbox"/> Free/systematic withdrawals	<input type="checkbox"/> Annuitize	<input type="checkbox"/> Leave to beneficiary	<input type="checkbox"/> Required minimum distribution				
<input type="checkbox"/> Income rider/income option	<input type="checkbox"/> Lump sum	<input type="checkbox"/> Immediate income	<input type="checkbox"/> No distributions anticipated				
Tax Situation							
Federal income tax bracket:	12%	22%	24%	32%	35%	37%	_____%

AGENT'S EXPLANATIONS & ACKNOWLEDGMENT		
Reasons for recommending this product to the client (check all that apply):		
<input type="checkbox"/> Higher interest rate	<input type="checkbox"/> No fees on transfer from current annuity	<input type="checkbox"/> Free interest withdrawal, RMD
<input type="checkbox"/> Free death benefits	<input type="checkbox"/> Other: _____	
Possible disadvantages of purchasing the proposed annuity: _____		
<p>I have made the recommendation to purchase this annuity based on the information gathered. The product meets the customer's financial needs and objectives based on the information the customer provided. Further, if my recommendation includes the replacement of an existing life insurance policy or annuity contract, I believe this new annuity provides additional or new benefits over the replaced policy or contract based on the information provided by the customer. I have not made any representations or promises about the future value of this contract that differ from the company provided materials.</p>		
_____	_____	_____
Agent's Signature	Agent's Name	Date

OWNER(S)'S ACKNOWLEDGMENT		
<p><b>You are buying a financial product - an annuity. To recommend a product that effectively meets Your needs, objectives and situation, the agent, broker or company needs information about you, Your financial situation, insurance needs and financial objectives.</b></p>		
<p>(1) If you check either box below, it means you have not given the agent, broker, or company some or all the information needed to decide if the annuity effectively meets Your needs, objectives and situation. You may lose protections under the State's Insurance Code if You select either of these options.</p> <p><b>I REFUSE</b> to provide this information at this time.</p> <p>I have chosen to provide <b>LIMITED</b> information at this time.</p>		
<p>(2) If you check "My annuity purchase IS NOT BASED on the recommendation of this agent or the insurer" below, it means You know that you are buying an annuity that agent, broker or company did not recommend that I buy. If You buy without a recommendation, You understand you may lose protections under the State's Insurance Code.</p> <p><input type="checkbox"/> My annuity purchase <b>IS NOT BASED</b> on the recommendation of this agent or the insurer.</p>		
<p><b>DO NOT SIGN THIS FORM IF ANY ITEM HAS BEEN LEFT BLANK, BEFORE CAREFULLY REVIEWING THE INFORMATION RECORDED, OR IF ANY OF THE INFORMATION RECORDED IS NOT TRUE AND CORRECT TO THE BEST OF YOUR KNOWLEDGE. DO NOT SIGN THIS FORM UNLESS YOU HAVE READ AND UNDERSTAND IT.</b></p>		
_____	_____	_____
Owner's Signature	Joint Owner's Signature	Date



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**IMPORTANT NOTICE: REPLACEMENT OF LIFE INSURANCE OR ANNUITIES**

This document must be signed by the applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchase are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on an existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involved the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract?    Yes    No
2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract?    Yes    No

If you answered "Yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (including the same of the insurer, the insured or annuitant, and the policy or contract number if available) and whether each policy or contract will be replaced or used as a source of financing.

Insurer Name	Contract or policy #	Insured or Annuitant	Replaced or financing
1.			
2.			
3.			

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

The existing policy or contract is being replaced because: \_\_\_\_\_

I certify that the responses herein are, to the best of my knowledge, accurate:

Owner signature	Joint Owner Signature	Date
Agent signature	Agents name	Date



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A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agents that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agents to determine whether replacement or financing your purchase makes sense.

### **PREMIUMS**

Are they affordable?

Could they change?

You're older – are premiums higher for the proposed new policy?

How long will you have to pay premiums on the new policy? On the old policy?

### **POLICY VALUES**

New policies usually take longer to build cash values and to pay dividends

Acquisition costs for the old policy may have been paid, you will incur costs for the new one

What surrender charges do the policies have?

What expense and sales charges will you pay on the new policy?

Does the new policy provide more insurance coverage?

### **INSURABILITY**

If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down

You may need a medical exam for a new policy

Claims on most new policies for up to the first two years can be denied based on inaccurate statements

Suicide limitations may begin anew on the new coverage

### **IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY**

How are premiums for both policies being paid?

How will the premiums on your existing policy be affected?

Will a loan be deducted from death benefits?

What values from the old policy are being used to pay expenses?

### **IF YOU ARE SURRENDERING AN ANNUITY OR INTEREST SENSITIVE LIFE PRODUCT**

Will you pay surrender charges on your old contract?

What are the interest rate guarantees for the new contract?

Have you compared the contract charges or other policy expenses?

### **OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS**

What are the tax consequences of buying the new policy?

Is this a tax free exchanges? (See your tax advisor.)

Is there a benefit from favorable "grandfathering" treatment of the old policy under the federal tax code?

Will the existing insurer be willing to modify the old policy?

How does the quality and financial stability of the new company compare with your existing company?



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**INSURANCE AGENT DISCLOSURE FOR ANNUITIES**

**Do Not Sign Unless You Have Read and Understand the Information in this form**

<b>Client(s) ("You", "Your") and Insurance Agent ("Me", "I", "My") Information</b>		
Client(s) name(s):	_____	
Agent Name:	_____	Business\Agency Name: _____
Business Mailing Address:	_____	
Business Telephone Number:	_____	Email Address: _____
National Producer Number:	State _____ No. _____	Website: _____

<b>What Types of Products Can I Sell You?</b>		
I am licensed to sell annuities to You in accordance with state law. If I recommend that You buy an annuity, it means I believe that it effectively meets Your financial situation, insurance needs, and financial objectives. Other financial products, such as life insurance or stocks, bonds and mutual funds, also may meet Your needs.		
I offer the following products (check all that apply):		
Fixed or Fixed Indexed Annuities	Variable Annuities	Life Insurance
I need a separate license to provide advice about or to sell non-insurance financial products. I have checked below any non-insurance financial products that I am licensed and authorized to provide advice about or to sell.		
Mutual Funds	Stocks/Bonds	Certificates of Deposits
Whose annuities can I sell to you?		
Annuities from only one (1) insurer	Annuities from two or more insurers	
Annuities from two or more insurers although I primarily sell annuities from: _____		

<b>How I'm Paid for My Work:</b>		
It's important for You to understand how I'm paid for my work. Depending on the particular annuity You purchase, I may be paid a commission or a fee. Commissions are generally paid to Me by the insurance company while fees are generally paid to Me by the consumer. If You have questions about how I'm paid, please ask Me.		
Depending on the particular annuity You buy, I will or may be paid cash compensation as follows:		
Commission, which is usually paid by the insurance company or other sources. If "other sources", please describe below		
Fees (such as a fixed amount, hourly rate, or percentage of your payment), which are usually paid directly by the customer		
Other (Describe): _____		

***If You have questions about the above compensation, I will be paid for this transaction, please ask me.***

I may also receive other indirect compensation resulting from this transaction (sometimes called "non-cash" compensation), or other incentives from the insurance company or other sources

By signing below, You acknowledge that You have read and understand the information provided to You in this document.

_____	_____	_____
Owner signature	Joint Owner signature	Agent signature
_____	_____	_____
Date	Date	Date

