

Midland National Deferred Annuity New Business Checklist

Client's Name: _____

- Fixed Annuity Application (11292Y)** – Check State Approval chart (6746Y) for appropriate state variations.
- Fixed Index Annuity Allocation Form (11940Y)** – Required for all fixed indexed annuity applications.
- Verification of ID Form (11416Y)** – Required with each application. This needs to be a valid non-expired form of id.
- Suitability Form (11795Y)** – Required with each application. (Sammon's Securities Reps must use Suitability Form 12011Y for all fixed index annuity applications.)
- Product Specific Disclosure Form**– Check Disclosure Forms chart (7372Y) for appropriate state variations. Verify owner/s have initialed next to the surrender charge option elected and declined. Required for all products except CMA's.
- Annuity Replacement Form** – Required if your client has an existing or pending life insurance or annuity contract. For NAIC states – also required if this annuity will be replacing or changing an existing life insurance or annuity contract. See State Approval chart (6746Y) for state variations.
- Transfer Form (6780Y)** – Required if a transfer is involved. Be sure to include the estimated premium amount on the application.
- Certification of Trust Agreement (10112Y)** – Required when a Trust is listed as an owner or beneficiary on the application.
- Beneficiary Designation Form (8014Y)** – Available if there isn't enough room on the application for beneficiaries.
- Multi-Gen Distribution Form (8103Y)** – Required when setting up Inherited IRA's.
- GMWB Election Form** – Required when electing the a Guaranteed Minimum Withdrawal Benefit rider.

Additional Notes:

- Ensure product meets the minimum premium requirement.
- Verify owner/annuitant does not exceed maximum issue age for product selected.
- Use most current state-specific forms.
- Review all forms for completeness.
- DO NOT USE WHITE OUT** or alter our forms. If you have a correction, cross it out and have the owner/annuitant initial the change.
- Include the beneficiary's address and social security number. This will ensure distributions at death are payable to the intended recipient.
- When sending in corrections, be sure to write the policy number on all mail or faxes sent to our office to ensure they are matched to the correct file.
- Stamped signatures are not allowed.
- Client's address must be a street address. (PO Box is not allowed.)

Special Instructions:

These forms are available on the Web site at www.midlandannuity.com or call our Marketing Support department at 877-586-0241.

Overnight to:
Midland National Life
4601 Westown Parkway, Ste 300
West Des Moines, IA 50266