

PRESIDENTIAL LIFE INSURANCE COMPANY

NYACK, NEW YORK 10960

(800-926-7599)

Annuity Purchase Suitability

This questionnaire is designed to help determine if; your purchase of a Presidential Life Insurance Company fixed deferred or immediate annuity contract is suitable for your individual financial circumstances. The questionnaire is merely an aid and not intended to be a statement as to the determination of your final suitability. You have a legal right to not answer questions pertaining to your suitability (see consumer applicant's acknowledgement). However, the Company may elect not to issue the annuity contract being applied for.

Consumer Applicant's Acknowledgement (Check one)

NOTE: Consumers with \$500,000 (aggregate) Premium must complete this form.

- I elect to **complete** the annuity suitability questionnaire. I believe the Presidential Life Insurance Company annuity contract is suitable for my financial circumstances and I acknowledge receipt of the appropriate annuity product brochure.
- I elect to **not complete** the annuity suitability questionnaire. However, I believe the Presidential Life Insurance Company annuity contract is suitable for my financial circumstances. I also acknowledge receipt of the appropriate annuity product brochure and the NAIC or my State approved Annuity Buyer's Guide.

Your election to not complete this annuity purchase suitability questionnaire may limit your rights to consumer protections afforded by your resident State regarding annuity contract purchasing. Electing to not complete this questionnaire results in the Company's official recommendation to not purchase this specific annuity in satisfaction of the NAIC 275 – 1 rule (as amended) or other applicable State requirement alleviating the Company from determining annuity purchase suitability.

In the cases of annuity contract/life insurance policy replacement transactions, to enable my Presidential Life Annuity purchase, I consent to all necessary and reasonable disclosures by the replaced company regarding my current or former annuity contract or life insurance policy, deemed necessary by Presidential Life Insurance Company to determine annuity purchase suitability on a current or prospective basis, respectively.

Consumer Applicant's Signature _____ Date _____
 (Owner(s)) _____ Date _____

General Information			
1. Owner's Name: _____	2. Owner Age: _____		
3. Joint Owner's Name: _____	4. Premium Amount: _____		
Financial Information			
5. Annual Income: <input type="checkbox"/> \$0-\$24,999 <input type="checkbox"/> \$25,000-\$49,999 <input type="checkbox"/> \$50,000-\$99,999 <input type="checkbox"/> \$100,000+			
6. Please list the amount of each current investable asset listed below. This should exclude home, automobile and personal property (Not including the amount of this annuity purchase).			
Variable Annuities \$ _____	Certificates of Deposit \$ _____		
Fixed Annuities \$ _____	Stocks/Bonds/Mutual Funds \$ _____		
Cash \$ _____	Retirement Plan Assets \$ _____		
Other \$ _____			
7. Net Worth ¹ :	<input type="checkbox"/> \$0-\$49,999	<input type="checkbox"/> \$50,000-\$99,999	<input type="checkbox"/> \$100,000-\$149,999
	<input type="checkbox"/> \$150,000-\$199,999	<input type="checkbox"/> \$200,000-\$249,999	<input type="checkbox"/> \$250,000-\$399,999
	<input type="checkbox"/> \$400,000-\$549,999	<input type="checkbox"/> \$550,000-\$699,999	<input type="checkbox"/> \$700,000-\$849,999
	<input type="checkbox"/> \$850,000-\$999,999	<input type="checkbox"/> \$1,000,000+	
¹ Net Worth is your total assets (excluding home and automobile) less total debts.			
Federal Tax Bracket			
8. <input type="checkbox"/> 10% <input type="checkbox"/> 15% <input type="checkbox"/> 25% <input type="checkbox"/> 28% <input type="checkbox"/> 33% <input type="checkbox"/> 35% <input type="checkbox"/> Other: _____			

Financial Situation and Needs

9. Have you ever owned any of the following? (Check all that apply)

- Fixed Annuities
- Variable Annuities
- Certificates of Deposit
- Stocks/Bonds/Mutual Funds

10. In purchasing this product, what are your financial objectives? (Check all that apply)

- Immediate Income
- Future Income
- Tax Deferral
- Growth with income later
- Growth with possible income later
- Pass on to beneficiaries
- Guarantees provided
- Other: _____

11. What source will you use for this annuity's premiums? (Check all that apply)

- Annuity
- Life Insurance
- Current Income
- Cash
- Certificates of Deposit
- Bank Account
- Other: _____

12. Other than the money you will use to purchase this annuity contract, do you have sufficient available cash, assets, or other sources of income for your monthly living expenses and possible emergencies for a period of 6 months? Yes No If no, please explain: _____

13. How would you describe your risk tolerance for this annuity purchase?

- Conservative
- Moderate
- Aggressive

14. Are you replacing a current contract or policy? Yes No

If Yes:

a. Estimated Replacement/Surrender costs: Cash Value \$ _____, Death Benefit \$ _____

b. Replacement reason (Check all that apply)

- Interest Rates
- Guaranteed Lifetime Income
- Policy Guarantees
- Other: _____

c. Have you exchanged another annuity within the last 36 months? Yes No

d. As a result of this replacement, will you be subject to any of the following? (Check all that apply)

- Surrender charge
- Loss of living benefit
- Additional rider charges
- New surrender period
- Loss of other benefit
- Additional advisory fees
- Loss of death benefit
- Increased fees
- Other: _____

Financial - Objectives Statement (check all that apply A or B)

15. A. Deferred cash value annuity

- Capital preservation
- Federal & State Income Tax deferral
- Access to cash value
- Other: _____

B. Immediate non-cash value annuity

- Guaranteed life-time income
- Retirement income supplement
- Tax advantaged income (non-qualified annuities only)
- Estate transition planning
- Other: _____

16. Additional Agent comments regarding annuity purchase suitability:

Agent's Statement

I certify; (a) I provided the consumer applicant a copy of the appropriate annuity product brochure and, (b) I made no representations that conflict with the annuity product brochure nor made promises regarding the future value of the annuity contract. Based on the information disclosed above and my best professional effort, I determine that the purchase of the annuity is suitable to meet the consumer applicant's objectives and needs.

I delivered the NAIC Annuity Buyer's Guide or other State required Annuity Buyer's Guide to the Annuitant.

Agent's Signature _____

Date _____