



INSURANCE AGENT (PRODUCER) DISCLOSURE FOR ANNUITIES (MASSACHUSETTS EXHIBIT A)

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

Date: _____

INSURANCE AGENT (PRODUCER) INFORMATION ("Me", "I", "My")

First Name: _____ Last Name: _____

Business/Agency Name: _____ Website: _____

Business Mailing Address: _____

Business Telephone Number: _____

Email Address: _____

National Producer Number: _____

CUSTOMER INFORMATION ("You", "Your")

First Name: _____ Last Name: _____

What Types of Products Can I Sell You?

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:

- 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?

I am authorized to sell:

<input type="checkbox"/> Annuities from Only One (1) Insurer	<input type="checkbox"/> Annuities from Two or More Insurers
<input type="checkbox"/> Annuities from Two or More Insurers although I primarily sell annuities from:	

How I'm Paid for My Work:

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, describe:

_____.

Fees (such as a fixed amount, an hourly rate, or a 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 "noncash" compensation), such as health or retirement benefits, office rent and support, 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.

Customer Signature

Date

Agent (Producer) Signature

Date



**CONSUMER REFUSAL TO PROVIDE INFORMATION
MASSACHUSETTS EXHIBIT B**

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

Why are you being given this form?

You're 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.

If you sign this form, 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 Insurance Code of Massachusetts if you sign this form or provide inaccurate information.

Statement of Purchaser:

I **REFUSE** to provide this information at this time.

OR

I have chosen to provide **LIMITED** information at this time.

Customer Signature

Date



Consumer Decision to Purchase an Annuity NOT Based on a Recommendation MASSACHUSETTS EXHIBIT C

Do Not Sign This Form Unless You Have Read and Understand It.

Why are you being given this form?

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 has the responsibility to learn about you, your financial situation, insurance needs and financial objectives.

If you sign this form, it means you know that you're buying an annuity that was not recommended.

Statement of Purchaser:

I understand that I am buying an annuity, but the agent, broker or company did not recommend that I buy it. If I buy it **without a recommendation**, I understand **I may lose protections** under the Insurance Code of Massachusetts.

Customer Signature

Date

Agent/Producer Signature

Date

BEST INTEREST EDUCATION REQUIREMENT MASSACHUSETTS

Requirement

All agents (and recommenders) are required to take the following continuing education classes prior to soliciting, negotiating or selling an annuity in Massachusetts or to a Massachusetts resident:

- a. the state-approved four-hour annuity suitability course
- b. a one-hour Best Interest Course
- c. FCSLA's product-specific training

Date Required

If you did not take the basic 4-hour annuity suitability course prior to June 1, 2023, you must take the 4 hour annuity course, the Best Interest Course and FCSLA's product-specific training prior to soliciting, negotiating or selling an annuity. If you took the basic 4-hour annuity suitability course and FCSLA's product-specific training prior to June 1, 2023, you must take the 1 hour Best Interest Course by June 1, 2023 or before selling an annuity (whichever is later).

Proof of Training

Agents will be required to submit proof that they have completed the required training before FCSLA can accept a new annuity application. This is a one-time requirement (we will keep the certificate of completion on file for subsequent sales).

Available Online Courses

The following are some available online ANNUITY BEST INTEREST course providers (there are numerous other providers, these are some of the more well-known providers):

AD BANKER: www.adbanker.com/continuingEducation.aspx

KAPLAN: www.kaplanfinancial.com

WEB CE: www.webce.com

INSURANCE STUDY.COM: www.insurancestudy.com

MASSACHUSETTS Best Interest Rule

A copy of the Best Interest Rule as well as a summary of the requirements under the rule are attached hereto.

Questions

Please direct any questions with regard to the new Best Interest Rule to National Sales Manager, Paul Smithers (800) 464-4642 ext. 1018 or Compliance Officer, Karen Visocan ext. 1050.