



Kingswood Capital Partners, LLC. (KCP)  
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Member FINRA/SIPC

## Transaction Cover Sheet - Variable Annuity

**Instructions:** Transactions require Pre-Approval from KCP for all initial purchases, and subsequent investment/deposit of \$20K or more.

### 1 INVESTOR INFORMATION

Investor Name \_\_\_\_\_ Date of Birth \_\_\_\_\_ Date \_\_\_\_\_

Co-Investor Name \_\_\_\_\_ Date of Birth \_\_\_\_\_

Investment Representative \_\_\_\_\_ Rep ID \_\_\_\_\_

Investment Type

Initial Transaction \_\_\_\_\_ Subsequent Investment \_\_\_\_\_ Original Purchase Date: \_\_\_\_\_ Existing or New Contract Number \_\_\_\_\_

Purchased with qualified (retirement) funds? Yes No Annuity Investment Experience (yrs) \_\_\_\_\_

Source of Funds for this VA Purchase (choose all that apply) (^must complete Section 3) (\*must complete Section 4)

Checking/Savings \_\_\_\_\_ CD \_\_\_\_\_ Stock(s) \_\_\_\_\_ Fixed Index Annuity\* \_\_\_\_\_ Employer-Sponsored Plan Rollover^ \_\_\_\_\_

Money Market \_\_\_\_\_ Bond(s) \_\_\_\_\_ Fixed Annuity\* \_\_\_\_\_ Mutual Fund(s)/UIT\* \_\_\_\_\_ Variable Annuity\* \_\_\_\_\_ Other \_\_\_\_\_

### 2 TRANSACTION

**Other Product Types Discussed With Investor(s):** (choose all that apply)

Other VA Products \_\_\_\_\_ Fixed Index Annuities \_\_\_\_\_ Stocks \_\_\_\_\_ CDs \_\_\_\_\_

Fixed Annuities \_\_\_\_\_ Mutual Funds \_\_\_\_\_ Bonds OR Fixed Income Products \_\_\_\_\_ Other: \_\_\_\_\_

Amount Invested \$ \_\_\_\_\_ Purchase is: Solicited \_\_\_\_\_ Unsolicited \_\_\_\_\_

Name of Carrier \_\_\_\_\_ Name of Elected Riders \_\_\_\_\_ Rider Options \_\_\_\_\_

Enter text or select from pulldown 1) \_\_\_\_\_ 1) \_\_\_\_\_

Name of Product \_\_\_\_\_ 2) \_\_\_\_\_ 2) \_\_\_\_\_

Enter text or select from pulldown 3) \_\_\_\_\_ 3) \_\_\_\_\_

Annual Internal Fees\*: M&E and Administrative Fees: \_\_\_\_\_ %

Rider Fee(s) (if applicable) 1): \_\_\_\_\_ %

2): \_\_\_\_\_ %

3): \_\_\_\_\_ %

Bonus Fee (if applicable): \_\_\_\_\_ %

Total Annual Internal Fees\*: \_\_\_\_\_ %

\*Annual internal fees are generally not charged to assets invested in fixed sub-accounts. In addition to annual internal fees, there is a range of annual fund operating expenses that are deducted from your contract's variable sub-account assets including but not limited to an annual contract fee if applicable. Fees and expenses may be subject to change. For complete details concerning fees and expenses, refer to the prospectus.

The surrender charge is as follows:

YR1	YR2	YR3	YR4	YR5	YR6	YR7	YR8	YR9	YR10
%	%	%	%	%	%	%	%	%	%

Bonus % Received (if applicable): \_\_\_\_\_ %

A surrender charge will be incurred, as listed above, if an amount greater than \_\_\_\_\_ % annually is withdrawn or the annuity is surrendered prior to the end of year \_\_\_\_\_. Please refer to the prospectus for complete information on liquidity features.

Will there be a need to access the funds being invested in the variable annuity prior to the end of the surrender charge period other than systematic income withdrawals (i.e., medical expenses, home, education, etc.)? Yes No

If yes, please explain: \_\_\_\_\_

Investment Objective of Annuity Sub-Accounts: Conservative \_\_\_\_\_ Income \_\_\_\_\_ Growth & Income \_\_\_\_\_ Growth \_\_\_\_\_ Aggressive Growth \_\_\_\_\_

#### INVESTMENT OBJECTIVE DEFINITIONS

**A. Conservative:** Investors who seek investments designed with emphasis placed on the prevention of capital loss with secondary concentration in current income.

**B. Income:** Investors who seek investments primarily focused on the continued receipt and steady stream of income.

**C. Growth & Income:** Investors who seek investments where emphasis is placed on modest growth with some focus on the generation of income.

**D. Growth:** Investors who seek investments primarily focused on achieving high capital appreciation with little emphasis on the generation of current income.

**E. Aggressive Growth:** The most aggressive objective. Investors who seek investments focused on maximizing capital appreciation and not concerned with the generation of current income. Aggressive Growth investments will assume high market risks for potentially high returns.

## 2 TRANSACTION (Continued)

Investment Time Horizon:    Less than 5 years    5-10 years    over 10 years    Risk Tolerance for this VA purchase:    Low    Medium    High

Time Horizon until withdrawals begin:    less than 1 year    1-3 years    3-5 years    5-10 years    over 10 years    No plan to take withdrawals

**If electing a living benefit rider: The benefit base value is used to calculate a guaranteed income or withdrawal amount. Withdrawals above the amount allowed by the rider contract provisions may have a negative impact on the guaranteed benefits and future income or withdrawal amounts. The benefit base value cannot be taken as a lump sum withdrawal unless the contract includes a Guaranteed Minimum Accumulation Benefit rider that guarantees the benefit base may be taken as a lump sum after a specified period of time. The contract value may fluctuate with the performance of the sub-accounts and is the amount that may be taken as a lump sum less any applicable surrender changes and/or fees. For a complete description of an elected rider, please see the product prospectus.**

Reason(s) the investor is interested in this variable annuity: (check all that apply)

Income	Guaranteed Lifetime Income	Growth Potential	Ability to efficiently reallocate investment options
Tax Deferral (Non-qualified)	Death Benefit	Living Benefit Rider	Spousal / Beneficiary Benefits
Investment Choices	Avoid Probate / Estate Planning	Annuitization	

Other: \_\_\_\_\_

Provide an explanation of why this specific variable annuity recommendation is in the investor's best interest: (Required)

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## 3 EMPLOYER-SPONSORED RETIREMENT PLAN ROLLOVER INFORMATION

**Check here if this transaction is NOT funded in whole or in part, directly or indirectly, by an employer-sponsored plan rollover for which the investment representative provided advice on the rollover. Skip to Section 4: Switch-Exchange-Replacement Information and Rationale.**

Check here to confirm each of the following options were discussed with the investor regarding his/her employer-sponsored retirement plan:

- Leave the assets in the former or current employer's plan (if permitted)
- Rollover the assets into a new employer's plan or Roth plan (if available)
- Rollover the assets into an Individual Retirement Account (IRA) or Roth IRA
- Cash out the account value

Indicate the reasons the investor has elected to accept this recommendation to rollover assets from his/her employer-sponsored retirement plan. Check all that apply.

Investor prefers to work with an investment representative.  
Investor wants flexibility to invest in products that are not available under their current employer plan.  
Investor is dissatisfied with limited range of investment options in their current plan.  
Investor wants to consolidate this account with other accounts under the investment representative.  
Investor seeks ongoing advice not available with current employer plan.  
Investor does not want the assets to be held by their former employer.  
Investor's former employer is canceling the plan or requiring assets to be transferred out of plan.  
Investor would like to have access to planning services that would enable the investment representative to make allocations across multiple accounts.  
Other \_\_\_\_\_

### Rollover Disclosure Acknowledgement

Investor acknowledges that he/she has considered the investment options, fees and expenses, services available, cost of withdrawals including tax consequences, protection of assets from creditor, rules regarding required distributions and treatment of employer stock in making the decision to rollover assets from his/her employer-sponsored plan.

## 4 SWITCH-EXCHANGE-REPLACEMENT INFORMATION AND RATIONALE

**Check here if this transaction is NOT a switch, exchange or replacement and skip to Section 5: Investor Assets and Financial Information**

Current Investment Product Name:

If Variable Annuity:

Estimated Annual Internal Fees\* of current investment:

Mutual Fund	UIT	M&E and Administrative Fees: _____%
Variable Annuity	Fixed Annuity	Rider Fee(s) (if applicable): _____%
Variable Universal Life	Fixed Index Annuity	_____%
Other (specify) _____		Bonus Fee (if applicable): _____%
		Total Annual Internal Fees*: _____%

\*Annual Internal Fees exclusive of sub-account fees

## 4 SWITCH-EXCHANGE-REPLACEMENT INFORMATION AND RATIONALE (Continued)

Dollar amount of current investment to be liquidated: \$ \_\_\_\_\_ Year **current** product was purchased: \_\_\_\_\_

Name of Broker/Dealer **current** investment was purchased from: \_\_\_\_\_

**Current** investment has a surrender charge period remaining of \_\_\_\_\_ years.

By liquidating the **current** investment, the investor(s) will be subject to a surrender/sales charge of \_\_\_\_\_% which equates to approximately \$ \_\_\_\_\_

If current investment was purchased within the past two years, the amount of front end sales charge paid was \_\_\_\_\_%.

If this transaction involves a full or partial surrender of a variable annuity or variable universal life contract, please complete the following:

The value of the death benefit prior to liquidation of the existing contract is \$ \_\_\_\_\_

Is the current death benefit value higher than the current contract value? Yes No

If yes, the death benefit amount being forfeited is \$ \_\_\_\_\_

The investor(s) will lose all or a portion of the guaranteed value in the following types of rider benefit(s) (if applicable):

Living Benefit Rider(s) Death Benefit Rider(s) Current investment has no Rider Benefit(s)

Other (specify) \_\_\_\_\_

Name of rider benefit(s) being forfeited: \_\_\_\_\_

Current value of Benefit Base of existing living benefit rider: \$ \_\_\_\_\_

Please provide a description of any living and/or death benefit rider being forfeited:

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### Switch/Exchange/Replacement Rationale:

Please provide a detailed explanation of the rationale for this recommendation including (A) the intended use of the new VA, (B) how the switch/exchange/replacement is beneficial to the investor(s), and (C) if applicable, provide an explanation of why using a similar rider available on the current contract was not elected.

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Has there been any other variable annuity exchanged within the past 36 months at Kingswood Capital Partners, LLC? Yes No

Has there been any other variable annuity exchanged within the past 36 months at any other firm? Yes No

Please provide a brief explanation of why the previous exchange(s) were made and how it was beneficial to the investor(s):

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## 5 INVESTOR ASSETS AND FINANCIAL INFORMATION

Investable Assets: (1) List type of asset (Mutual Fund, Variable Annuity, Fixed Annuity, Savings, CD, etc.) and firm where it is held; (2) indicate if the asset is qualified or non-qualified ("Q/NQ"); (3) if the asset reported is any type of annuity, indicate if it is out of surrender; and (4) report the dollar amount of the asset that will be used to fund this purchase. Do not include primary residence, cars, collectables, etc.

Investable Assets (Type and Firm Where Held)	\$ Amount	Q / NQ	If asset is an annuity, is it out of surrender?			Report the dollar amount of the asset that will be used to fund this purchase.
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
_____	_____	/	Yes	No	N/A	_____
Total Investable Assets \$ _____			Total Amount \$ _____			

## 5 INVESTOR ASSETS AND FINANCIAL INFORMATION (Continued)

Other Assets: List ownership value of other assets (land, rental properties, etc.) excluding primary residence

Other Assets	\$ Ownership Value
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
Total Investable Assets	\$ _____

Life Insurance Holdings	\$ Cash Value	\$ Death Benefit
Total Life Insurance Holdings	\$	\$

I have:	Health Insurance	Yes	No
	Long Term Care	Yes	No

List Each Source or Household Income	\$ Monthly Amount
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
Total Household Income	\$ _____

Total Household Expenses Monthly Amount  
\$ \_\_\_\_\_

Household expenses include but are not limited to mortgage, utilities, food, transportation, health care, insurance premiums and taxes.

I plan to retire:      currently retired      within 1 year      1-3 years      3-5 years      5-10 years      over 10 years

## 6 PROGRAM MARKETING INFORMATION

Source of Business (choose most applicable):

<u>Book</u>	<u>Marketing</u>	<u>SEG/COI/Business Development</u>	<u>Advisor/Assistant Activities</u>
Existing Client	Website	Worksite Seminar	Outbound Calling
Client Referral	Email	Other Worksite Marketing	Outside Networking
	Direct Mail	Center of Influence Referral	Outside Seminar
	Lobby Promotion	SEG Referral	
<u>Branch</u>	Seminar		
Branch Staff Referral			
Business Partner Referral	Other: _____		

Reason for Investor Meeting (choose most applicable):

Rollover	Post Retirement Income	College Savings	
Inheritance	Pre Retirement Planning	Estate Planning	Other: _____

## 7 INVESTOR ACKNOWLEDGEMENT AND DISCLOSURE

It is important that you understand the associated risks with non-deposit investment products. All investment products and services:

- are offered through KCP, a registered broker-dealer
- involve investment risks, including fluctuations in value and possible loss of principal

1. I understand that this is a **long-term** investment and this is consistent with my investment objectives.
2. I understand that withdrawals prior to age 59½ may be subject to federal and state tax penalties.
3. My registered representative has explained the nature of my investment and its relative risks. I understand that variable sub-accounts are subject to market conditions and/or interest rate fluctuations and that the net asset value (principal balance) may be higher or lower in the future.
4. I understand that if the purchase of a variable annuity is within an IRA or other tax qualified account, the variable annuity does not provide an additional tax deferred benefit and is being purchased for the variable annuity's other benefits and/or features.
5. I understand that purchasing a non-qualified variable annuity may not be a tax-efficient vehicle for transferring wealth to heirs as it does not receive a step-up in basis upon death of the annuitant. Thus, any tax-deferred growth in a non-qualified variable annuity may be subject to ordinary income tax to the contract's beneficiaries upon the death of the annuitant.
6. If an exchange, I understand that if I liquidate my current product, there may be tax consequences which must be reported in the year of the liquidation. This statement does not apply to replacements within a tax deferred account, trustee transfers, and IRS Rule 1035 exchanges of insurance products.
7. I have been advised to read the product prospectus which has been provided to me with regard to the purchase of a variable annuity. The prospectus contains complete details regarding any fees and expenses.
8. I have been informed about my "free look" provision, as applicable to this purchase, during which I can terminate my variable annuity contract without paying any surrender charges as specified in my annuity contract.

## 7 INVESTOR ACKNOWLEDGEMENT AND DISCLOSURE (Continued)

For Structured Variable Annuity Products Only:

9. Structured variable annuity products include elements of both variable and fixed index annuities. Contract returns are linked to an index or multiple index choices over a limited period of time and/or returns are subject to a cap or limit. These contracts use structured products to provide a buffer against, some but not all, downside losses in account value. The downside protection options, fee structure, indices and variable sub-accounts available and the standard death benefit varies by product.

For Investment Only Variable Annuity Products Only:

10. Investment only variable annuities are designed for the purpose of providing an investment strategy which may include a diverse range of investment sub-accounts including alternative or other unique investment options. Investment only variable annuities offer no living benefit riders or standard guaranteed return of premium death benefit. A primary benefit is tax deferred growth, however, qualified funds do not receive any additional tax deferral benefits inside of an annuity.

This application to purchase or exchange a variable annuity is subject to review and approval by a designated registered principal. I understand this transaction may not be processed immediately and that the review may take up to seven business days once received by a designated registered principal.

I understand I may be required to supply additional information before the registered principal will approve my application.

I understand all of the above disclosures and acknowledge the investment is made with these considerations in mind. I affirm that I have received a copy of this Transaction Cover Sheet - Variable Annuity and appropriate prospectus.

1	SIGNATURE OF INVESTOR	PRINTED NAME OF INVESTOR	DATE
2	SIGNATURE OF CO-INVESTOR (IF APPLICABLE)	PRINTED NAME OF CO-INVESTOR	DATE
3	SIGNATURE OF INVESTMENT REPRESENTATIVE	DATE	
4	SIGNATURE OF PRINCIPAL APPROVAL	DATE	

## 8 TRANSACTION COMMENTS / NOTES

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Investor(s) Initials (Optional): \_\_\_\_\_