



Member FINRA and SIPC

EXCHANGE DISCLOSURE FORM

Mutual funds, variable annuities, and variable life insurance are products primarily designed to meet long-term investment goals and objectives, and life insurance planning needs. Only you can decide whether replacing your existing product is appropriate for your situation. This form provides important disclosure information about product features, expenses, surrender and/or sales charges of both the existing product and the replacement product being recommended by your registered representative.

Existing Product(s):

Investment Name(s)	Type of Product(s)	
Account/Policy Number(s)	Date of Purchase(s)	
\$	\$	\$
Initial Premium or Investment Amount	Current Account Value	Current Surrender Account Value

Is there a surrender, sales charge, or penalty for replacing the existing product? Yes No

If Yes, Amount or Percentage: \$ _____ % _____

Is there a loan outstanding? Yes No Loan Amount: \$ _____

Face Amount/Death Benefit (if life insurance): \$ _____

Type of Transaction: 1035 Exchange Transfer Rollover Other (specify): _____

Proposed Switch/Replacement:

Company Name(s)	Type of Product(s)	
\$	Date of Purchase(s)	
Initial Premium or Investment Amount		

Sales Charge(s): \$ _____ or % _____

Front End Load Back End Load (CDSC)

New Surrender charge or CDSC period is _____ years Surrender charge or CDSC schedule: _____

Face Amount/Death Benefit (if life insurance): \$ _____

Please check the reason(s) for the switch or replacement and provide an explanation for ALL below:

- Existing product does not meet current financial goals and/or investment objectives
- Desire features, benefits and/or riders that are not available with the existing product
- Changes in life insurance death benefit protection or planning needs
- Other (specify) _____

Explanation:

I/We acknowledge and understand the following:

1. I/We have received a prospectus(es) for the replacement product(s) and our registered representative has disclosed the sales charges, surrender charges, fees and expenses incurred by making this change.
2. I/We may incur a capital gain or loss and/or tax liability by making this change and have been advised to contact a qualified tax professional to inquire about my/our specific situation.
3. My/Our registered representative may receive compensation or commissions as a result of this transaction.
4. If my/our existing product is a mutual fund, I/we realize that I/we can make an exchange without paying a sales charge by switching into another fund within the same fund family.
5. The new replacement product(s) is/are not guaranteed and are subject to market risk and fluctuation and loss of principal. There is no guarantee that the new product(s) will perform any better than the existing product(s) being replaced.

Print Client Name	Client Signature	Date
Print Client Name	Client Signature	Date
Print Registered Representative Name	Registered Representative Signature	Date
Print Trade OSJ Principal Name	Trade OSJ Principal Signature	Date