

## SUITABILITY REVIEW AND ACKNOWLEDGEMENT

ING USA Annuity and Life Insurance Company  
 Service Office: 909 Locust St.  
 Des Moines, IA 50309-2899



Your future. Made easier.<sup>SM</sup>

This form must be completed and submitted with all fixed annuity contract applications. Return the completed form to the insurer, ING USA Annuity and Life Insurance Company, at the address shown above.

### 1. SUITABILITY CONSIDERATIONS

The following factors were reviewed with and considered by the applicant in connection with the purchase of this annuity contract.

#### A. FINANCIAL & PERSONAL STATUS (Review personal information, client account form, and any financial profile.)

- Age of Applicant. If over age 70, it has been recommended that the applicant confer with a family member prior to purchasing this annuity.
- Whether value of the annuity contract exceeds 50% of applicant's net worth.
- That marital status does not impact suitability directly, but it can affect income needs.

#### B. TAX STATUS (Review employment, client account form, any financial profile, and existing accounts.)

- Whether income tax bracket is between 15% and 30% to take advantage of income tax deferral.
- That withdrawals are subject to ordinary income tax and, if taken prior to age 59½, an additional 10% Federal penalty tax.
- Whether tax-deferred contributions to a qualified retirement plan have been maximized. There is no additional tax benefit when purchasing an annuity in an IRA, 401(k) or other tax qualified plan.
- That, upon death, the heirs do not receive a step-up in basis as other investments. Annuity earnings are subject to ordinary income tax for the heirs or the applicant during life.
- The effect of the projected annuity payments on the applicant's income tax status.

#### C. OTHER INFORMATION REVIEWED AND CONSIDERED (Review employment, client account form, any financial profile, and existing accounts.)

- Whether an annuity or similar product was owned before.
- Need for the annuity money subject to the surrender charge before the surrender charge period ends or before age 59½.
- Whether guaranteed income for life is wanted or needed.
- Whether guaranteed death benefit is wanted or needed.
- Whether multiple interest crediting strategies are wanted or needed.
- Whether fixed returns are desired rather than an investment providing potential gains with risk of loss.
- Other factors considered \_\_\_\_\_

### 2. APPLICANT SIGNATURE

By signing below, I acknowledge that: 1) my agent reviewed the above factors with me; 2) my agent reviewed with me the product specific Disclosure Statement relating to the annuity that I am purchasing; 3) the annuity I am applying for is a long term contract with substantial penalties for early withdrawal; and 4) I have determined that the annuity meets my financial needs and objectives.

Applicant Signature \_\_\_\_\_ SSN \_\_\_\_\_ Date \_\_\_\_\_

Joint Applicant Signature \_\_\_\_\_ SSN \_\_\_\_\_ Date \_\_\_\_\_

### 3. AGENT STATEMENT

#### *Acknowledgement of Responsibility for Suitability Recommendation to Consumers*

By signing below, 1) I acknowledge that I have reviewed the above factors and the product specific Disclosure Statement with the applicant and have completed a suitability and needs analysis review with regard to the purchase of this annuity; 2) based on the information obtained during my suitability and needs analysis review, I certify that I have reasonable grounds for believing that the recommendation to purchase this annuity is suitable for the applicant and, if this purchase is in connection with an exchange or transfer, I have reasonable grounds for believing that the exchange or transfer is in the best interests of the applicant; 3) I agree to maintain and make available to the Insurer, upon request, written documentation of the information collected from the applicant and other information used as the basis for this annuity recommendation, for a period of at least 6 years from the date that the insurer completes the recommended transaction.

Agent Signature \_\_\_\_\_ Date \_\_\_\_\_