



National Life
Group®

☐ National Life Insurance Company®
☐ Life Insurance Company of the Southwest®

Pre-Suitability Intake Form

Applicant's Name: _____ Agent's Name: _____

Agent's Number: _____ Agent's Phone Number: _____

Steps for Pre-Sale Suitability Review

1. Answer the questions below.
2. If available, please include an illustration matching the product and allocations being proposed.
3. If the proposed transaction is a replacement, please provide a current statement from the ceding carrier.
4. Email the form to AnnuitySuitability@NationalLife.com

A. Proposed product being applied for: _____

B. Proposed allocations (if applicable): _____

C. Current age: _____

D. Household income: \$ _____

E. Household expenses: \$ _____

F. Total liquid net worth (not including homes/cars/tangible assets): \$ _____

G. Reason for proposed transaction: _____

H. Anticipating any material changes within the next 12 months? ☐ Yes ☐ No

If yes, please describe: _____

I. Proposed transaction:

☐ Cash with application

☐ Rollover/Transfer/Exchange

Name of the existing company: _____

Replacement? ☐ Yes ☐ No

☐ Full ☐ Partial

Total charges: _____ % or \$ _____

Any riders? ☐ Yes ☐ No

Cost of riders: _____ % or \$ _____

If Income Rider - estimate amount of income: \$ _____

Existing interest rate/participation rate/cap: _____

J. When will the applicant start to access the value from the proposed annuity? _____

Decision: _____

Date: _____

Code: _____

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