Application for Annuity

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7947

APP

Overnight Address: 4500 Lockhill-Selma Road, San Antonio, TX 78249 Mailing Address: PO Box 696763, San Antonio, TX 78269 Phone Number: 1-800-252-9546

1. ANNUITANT

Name: Last | First | M.I. | Gender ☐ M ☐ F | U.S. Citizen ☐ Yes ☐ No

Date of birth | Age | ☐ SSN ☐ TIN | Daytime telephone ( )

Address | City | State | ZIP

2. OWNER *(If other than Annuitant. If IRA or TSA, the Owner and Annuitant must be the same person.)*

Name: Last | First | M.I. | Gender ☐ M ☐ F | U.S. Citizen ☐ Yes ☐ No

Date of birth | Age | ☐ SSN ☐ TIN ☐ EIN | Daytime telephone ( )

Address | City | State | ZIP

Note: If a Trust, Corporation, or Charity is named as Owner, copy of Trust Agreement or Corporate Resolution must be provided.

3. JOINT OWNER *(Not available with Qualified plans)*

Name: Last | First | M.I. | Relationship to Owner | Gender ☐ M ☐ F

Date of birth | Age | ☐ SSN ☐ TIN ☐ EIN | U.S. Citizen ☐ Yes ☐ No | Daytime telephone ( )

Address | City | State | ZIP

Note: If a Trust, Corporation, or Charity is named as Owner, copy of Trust Agreement or Corporate Resolution must be provided.

4. PRIMARY BENEFICIARY *(A Date of Birth and SSN is required for each beneficiary. Complete Additional Beneficiary Page if additional space is needed.)*

A. Name: Last | First | M.I. | Percent Payable | Relationship | Gender ☐ M ☐ F

Date of birth | Age | ☐ SSN ☐ TIN ☐ EIN | U.S. Citizen ☐ Yes ☐ No | Daytime telephone ( )

Address | City | State | ZIP

Note: If a Trust is named as Beneficiary, provide date trust was created. Month | ______ Day | ______ Year | ______

B. Name: Last | First | M.I. | Percent Payable | Relationship | Gender ☐ M ☐ F

Date of birth | Age | ☐ SSN ☐ TIN ☐ EIN | U.S. Citizen ☐ Yes ☐ No | Daytime telephone ( )

Address | City | State | ZIP

Note: If a Trust is named as Beneficiary, provide date trust was created. Month | ______ Day | ______ Year | ______

5. NAME OF ANNUITY PRODUCT APPLIED FOR *(A signed copy of the product disclosure form given to owner must be submitted.)*

| ______

6. APPLIED FOR ANNUITY TYPE

☐ **NON-QUALIFIED**
- ☐ CASH WITH APPLICATION
- ☐ 1035 Exchange

☐ **QUALIFIED**
- ☐ ROLLOVER
- ☐ TRANSFER
- ☐ CASH WITH APPLICATION

If Qualified, check the type of plan.
- ☐ IRA
- ☐ SEP
- ☐ PENSION PLAN (Profit Sharing or Defined Benefit)
- ☐ Roth IRA
- ☐ TSA-403b
- ☐ Other ______

(ANICO does not offer SIMPLE IRA's)

Amount paid with application $ ______ (Check must be payable to American National Insurance Company.)

If a 1035 Exchange, Rollover, or Transfer is occurring, the expected premium amount is $ ______.

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7. BILLING DATA FOR FLEXIBLE ANNUITY USE ONLY. *(Minimum additional premium $100 EFT)*

MODE: ☐ Annual ☐ Semiannual ☐ Quarterly ☐ Monthly Amount $ ________

METHOD: ☐ Direct ☐ EFT (attach voided check) ☐ Government Allotment ☐ Salary Deduction*

*Complete for salary deduction selection: Franchise Name ________ Franchise Number ________

8. RIDER SELECTION AND INITIAL PREMIUM ALLOCATION

Only complete for applicable index annuity products when appropriate.
Not all products may be available in all states. Check product availability for your state.

ANICO Strategy Indexed Annuity *Riders may only be added at issue*

☐ Lifetime Income Rider ☐ Enhanced Death Benefit Rider

Initial Premium Allocation

Declared Interest Option ________ %

Indexed Interest Option ________ %

Total 100 %

9. INCOME OPTIONS - FOR IMMEDIATE ANNUITIES ONLY *Complete a W-4P for withholdings*

Single Life Payout Options

☐ **With Cost of Living Adjustment**

- ☐ Life Only
- ☐ Life with Certain Period ____ years (5 - 20)
- ☐ Certain Period ____ years (5 - 30)
- ☐ Fixed Amount for ____ years or $ ____

Single Life Payout Options - Cost of Living Adjustment not available:

- ☐ Life Cash Refund
- ☐ Life Installment Refund

Joint Life Payout Options

☐ **With Cost of Living Adjustment**

- ☐ Joint to Survivor
- ☐ Joint to Spouse
- ☐ Payments to be made for a Certain Period of ____ years (5 -20)

Joint Annuitant Name: ________

☐ SSN ☐ TIN ________ Gender ☐ M ☐ F

Date of Birth ________ U.S. Citizen ☐ Y ☐ N

Payments will be ____ % upon death of 1st life

If you have elected a Cost of Living Adjustment, please complete the following:

☐ Simple Interest at ____% (1-5) ☐ Compound Interest at ____% (1-5)

Frequency of Payments: ☐ **Monthly** ☐ **Quarterly** ☐ **Semiannual** ☐ **Annual** **Date Payments to Start** ________

Method: ☐ **EFT (Attach Voided Check)**

10. TOTAL INSURANCE/ANNUITIES IN FORCE ON PROPOSED ANNUITANT

☐ Yes ☐ No Do you have existing life insurance or annuity coverage?

☐ Yes ☐ No Will the annuity applied for replace or use cash values of any existing life insurance or annuity issued by any company?

If **"Yes"**, agent must provide and complete the appropriate replacement form.

FRAUD WARNING

Any person who knowingly intends to defraud or facilitates a fraud against an insurer by submitting an application or filing a false claim, or makes an incomplete or deceptive statement of a material fact, may be guilty of insurance fraud.

APPLICATION SIGNATURES

To the best of my knowledge and belief, the statements and answers in this application are true and complete.

Under penalty of perjury, I certify that: 1.) The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), 2.) I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Services (IRS) that I am subject to backup withholding as a result of failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and 3.) I am a U.S. person (including a U.S. resident alien). You must cross out item 2 if you have been notified by the IRS that you are currently subject to backup withholding. The IRS does not require your consent to any provision of this document other than the certifications required to avoid backup withholding.

Dated at ________ (State) this ________ (Day) day of ________ (Month), ________ (Year).

____
Signature of Annuitant

____
Signature of Joint Annuitant (For Immediate Annuities)

____
Signature of Owner, if other than Annuitant

____
Signature of Joint Owner, if other than Annuitant

____
Signature of Agent

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AGENT'S REPORT

THESE QUESTIONS MUST BE ANSWERED IN EVERY CASE:

☐ Yes ☐ No Does the applicant have existing life insurance policies or annuity contracts?

☐ Yes ☐ No As Agent, do you have knowledge or reason to believe that replacement of existing Insurance/Annuities may be involved?

If "Yes", agent must provide and complete the appropriate replacement form.

Print Agent's Name ____________ Agent's Signature ____________ Agent PC Number, SSN, or TIN ____________

Telephone Number ____________ E-Mail Address ____________

List name and Personal Code of all agents, besides yourself, entitled to any commission with appropriate percentage.

Agent ____________ Personal Code ____________ % ____________

Agent ____________ Personal Code ____________ % ____________

ADDITIONAL REQUIRED FORMS

- For Systematic Withdrawals, complete **Form 3575** - Annuity Service Request Form and submit with application.
- For Required Minimum Distribution Requests, complete **Form 4223** - IRA/TSA Required Minimum Distribution Election Request and submit with application.
- For Lifetime Income Rider withdrawals, complete **Form 4470** - Lifetime Income Rider Request Form and submit with application. (For ANICO Strategy Index Annuity only)
- For TSA-403(b) plans, an Information Sharing Agreement must be submitted with application.
- For additional beneficiary designations, complete **Form 10073** - Additional Beneficiary Page and submit with application.
- For Non-Qualified 1035 Exchanges, complete **Form 4394-NQ** - Non-Qualified 1035 Exchange Request and submit with application.
- For Qualified Transfers or Rollovers, complete **Form 4394-Q** - Qualified Transfer or Rollover Request and submit with application.

Premium Receipt

American National Insurance Company
One Moody Plaza, Galveston, Texas 77550-7947

Valid only for an annuity and for the premium amount shown in the application paid for an annuity.

Received from ________________________________ this _______ day of ____________________________ year _________

the sum of ($ ___________) in cash as premium on an annuity on the life of ____

for which an application has been made to this company, bearing the same number and date as this receipt.

Signature of soliciting agent ____

Print agent's name ____

The company accepts payment by check, draft, or money order subject to its being honored upon presentation. Checks, drafts, or money orders must be made payable to American National Insurance Company. Do not leave payee blank or make payable to agent.

American National Insurance Company
One Moody Plaza, Galveston, TX 77550

Disclosure Statement for the Palladium® Multi-Year Guarantee Fixed Annuity

Thank you for applying for the Palladium® Multi-Year Guarantee Fixed Annuity. We want to make sure that you understand its features and benefits.

This annuity is a single premium fixed deferred annuity. This means you make a single premium payment at the time you apply for your annuity contract; no further premium payments are accepted. It is a tax-deferred annuity, which means you do not pay taxes on the interest earned until the money is paid to you. It is a fixed annuity, which means it earns a specified interest rate during the guaranteed period.

The annuity is intended for long-term accumulation needs, such as retirement planning. It is not meant to be used to meet short-term financial goals.

Please read the following information carefully, then sign and return the attached statement with your application.

If you have questions about this annuity, please contact your agent, broker or advisor, or contact a company representative at 1-800-252-9546.

THE ANNUITY CONTRACT

Select one of eight interest rate guarantee periods:

☐ Palladium® MYG 3 ☐ Palladium® MYG 4 ☐ Palladium® MYG 5 ☐ Palladium® MYG 6

☐ Palladium® MYG 7 ☐ Palladium® MYG 8 ☐ Palladium® MYG 9 ☐ Palladium® MYG 10

How will the value of my annuity grow?

Your annuity earns tax-deferred interest at a guaranteed minimum rate for a guaranteed period. You will receive a guaranteed interest rate of ____% in year 1, and ____% in years 2 through ____. Interest is credited to your annuity account daily.

Within 30 days after the end of the initial guarantee period, you may choose a new guarantee period or surrender (cancel and withdraw the money from) your annuity. If you do nothing, your annuity interest rate will renew for one year. The guaranteed rate depends on the current interest rates in the market. Interest is credited daily at the new rate in the new period. The interest rate is likely to change in the future and may be higher or lower than the rate shown above. However, the credited rate will never be less than the Minimum Guaranteed Interest Rate as specified in the contract.

The value in your annuity contract, known as the Annuity Value, is the sum of the net annuity premiums, less any partial surrenders and applicable surrender penalties, plus accumulated interest.

The account value of your annuity cannot go down.

BENEFITS

How do I get income (payouts) from my annuity?

Before the end of the guarantee period:

You may take systematic withdrawals from your contract, and these withdrawals may be started at issue or at some predetermined date in the future. The systematic withdrawals can be for a fixed amount or for interest that has accrued on your annuity value. In the first contract year withdrawals of all interest earned

Continue on reverse side ...

are free of surrender charges, Market Value Adjustment, or Excess Interest Deduction. Beginning in the second contract year and thereafter, up to 10% of the annuity value at the beginning of the contract year may be withdrawn free of surrender charges, Market Value Adjustment, or Excess Interest Deduction. For withdrawals in excess of the 10% of the annuity value, a partial surrender charge will apply and is calculated from the surrender charge schedule as defined below. Market Value Adjustment or Excess Interest Deduction may also be applied to the partial withdrawal (if applicable in the issue state).

After your guarantee period:

You may elect to receive the proceeds of your annuity in a lump sum or in a series of payments. We offer a variety of income payment options, including options that will pay you an income guaranteed for life. Your financial advisor can help you make the right choice for your needs at the time you elect to receive your annuity proceeds.

If you choose an income payment option you will no longer be able to take withdrawals or surrender your contract.

What happens after I die?

Upon the date proof of death of the owner is received by the company, the greater of the annuity value or the surrender value will be paid to the named beneficiary. Upon the date of proof of death of the annuitant who is not the owner is received by the company, the greater of the annuity value or the surrender value on the date of death will be paid to the named beneficiary. If you die after the income payments begin and there are any remaining guaranteed payments, they will be paid to the named beneficiary.

FEES, EXPENSES & OTHER CHARGES

If you surrender your annuity contract during the first ten years, a ten-year surrender charge schedule does apply to withdrawals in excess of the free withdrawal amount. However, within 30 days after the initial guarantee period, full surrender will be allowed without a surrender charge, Market Value Adjustment, or Excess Interest Deduction. After this 30-day period, the normal surrender charges according to the schedule below would apply. A Market Value Adjustment or Excess Interest Deduction may also be applied (if applicable in the issue state) during the 10-year surrender charge period.

Contract Year	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th
Surrender Charge	8	8	8	7	6	5	4	3	2	1

When insurance companies issue annuities, they assume several risks. One risk is the chance that contract owners will want to withdraw money from their annuities at a time when the market value of the investments backing their annuities is low. When an insurance company issues an annuity with a Market Value Adjustment (MVA) feature, the contract owner may share some of that risk through the MVA. This adjustment could increase or decrease the accumulation value of an annuity only if more than the penalty-free amount is withdrawn or the contract is surrendered during the surrender charge period. Because the insurance company and the contract owner share the risk with MVA annuities, a higher interest rate can usually be paid on MVA annuities than on similar annuities without MVAs.

The amount of the MVA is determined by a mathematical formula using an external index, which measures changes in the interest rate environment. In general, if external interest rates are lower at the time of withdrawal than at the time the premium was received, the surrender value will be increased. If external interest rates are higher at the time of withdrawal than at the time the premium was received, the surrender value will be reduced.

Continue on reverse side ...

Please retain this page for your records

Guaranteed Minimum Cash Surrender Value

Your contract provides a minimum guarantee should you decide to surrender your contract. The Guaranteed Minimum Surrender Value is 90% of premium, accumulated at a minimum guaranteed interest rate as required by your state, minus any partial surrenders you may have taken from the contract, and premium taxes.

Do I pay any other fees or charges?

No. There aren't any other fess or charges on this annuity. Also, you pay only one premium for your annuity.

TAXES

How will payouts and withdrawals from my annuity be taxed?

Federal Income tax on annuity earnings is deferred until distributions are taken from the annuity. Distributions taken before age 59 ½ are subject to a 10% tax penalty unless an exception applies. If your state imposes a premium tax, it may be deducted from the money you receive. Income received under a settlement option is treated as part income (taxable) and part return of basis (not taxed). Additional rules apply to qualified annuities. Consult your tax advisor or tax attorney for your specific circumstances.

You can exchange one tax-deferred annuity for another without paying taxes on the earnings when you make the exchange. Before you do, compare the benefits, features, and costs of the two annuities. You may pay a surrender charge if you make the exchange during the first ten years you own the annuity. Also, you may pay a surrender charge if you make withdrawals from the new annuity during the first years you own it.

Does buying an annuity in a retirement plan provide extra tax benefits?

Buying an annuity within an IRA, 401(k), or other tax-deferred retirement plan does not give you any extra tax benefits. Choose your annuity based on its other features and benefits as well as its risks and costs, not its tax benefits.

OTHER INFORMATION

What else do I need to know?

- If you choose an income payment option you will no longer be able to take withdrawals or surrender your contract.
- We may change your annuity contract from time to time to follow federal or state laws and regulations. If we do, we'll tell you about the changes in writing.
- We pay the agent, broker, or firm for selling the annuity to you.
- Many states have laws that give you a set number of days to look at an annuity after you buy it. If you decide during that time that you don't want it, you can return the annuity and get all your money back. Read your contract to learn about your **free look** period.

What should I know about the insurance company?

Established in 1905, American National Insurance Company has been a consistent source of financial strength and long term planning which has earned the respect of it's policy-owners. American National's financial strength and operating integrity have positioned it as a leader in the insurance industry. American National offers innovative insurance and related financial products, customer-focused service, and ranks among the larger life insurance companies in the United States.

For more information, please visit our website: www.anico.com

This Disclosure Statement is not intended to be a complete explanation of your contract. Please read your contract carefully for more complete details. The Palladium® Multi-Year Guarantee Fixed Annuity may not be available in all states. Contact your agent or American National Insurance Company with any questions.

Please retain this page for your records

American National Insurance Company
One Moody Plaza, Galveston, TX 77550

Disclosure Statement for the Palladium® Multi-Year Guarantee Fixed Annuity

Owner/Annuitant's Statement

I confirm that:

- I am purchasing a Palladium® Multi-Year Guarantee Fixed Annuity

  Select one:

  ☐ Palladium® MYG 3 ☐ Palladium® MYG 4 ☐ Palladium® MYG 5 ☐ Palladium® MYG 6
  ☐ Palladium® MYG 7 ☐ Palladium® MYG 8 ☐ Palladium® MYG 9 ☐ Palladium® MYG 10

- I have read the Palladium® Multi-Year Guarantee Fixed Annuity Product Brochure
- I have read the Palladium® Multi-Year Guarantee Fixed Annuity Disclosure statement and have kept a copy
- I understand that the results shown, other than the guaranteed minimum values, are not guarantees, promises, or warranties

I will receive a guaranteed interest rate of ________% in year 1, and ________ in years 2 through ________.

Name of Annuitant ____

Signature of Owner ________________________________ Date ______________

Signature of Joint Owner ________________________________ Date ______________

For the agent:

☐ I certify receipt of $ ______________________ given to purchase a Palladium® Multi-Year Guarantee Annuity contract.

☐ 1035 Exchange

☐ Transfer of Funds

I certify that the disclosure material has been presented to the annuitant/owner and a copy was provided to the annuitant/owner. I have not made statements that differ from this material nor have I made any promises about the expected future values of this contract.

Signature of Agent ______________________ Agent PC Number, SSN, or TIN (*you must provide one*) ______________________

Withdrawals made prior to the annuitant's attained age 59½ may incur a federally imposed tax penalty. Please consult your tax advisor.

This Disclosure is intended to be used with
Policy Form MYGNQ, MYGPQ, GMYGNQ-C, GMYGPQ-C.

Not FDIC/NCUA insured	Not a deposit	Not insured by any federal government agency	No bank/CU guarantee	May lose value

White - Home Office Copy Pink - Client Copy Yellow - Agent Copy

USA Patriot Act Notification and Customer Identification Verification

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

USA

1. **Client Name** ________________ **Application or Policy Number** ________________

Source of Funds ☐ W-2 Wages ☐ Investments ☐ Social Security or Pension ☐ Savings ☐ another insurance contract

☐ Other (please explain) ________________

USA PATRIOT Act Notice – *to be read by or to customer.*

2. The USA PATRIOT Act requires that we establish an Anti-Money Laundering ("AML") Program, notify customers that we must verify the identity of the owner(s) of our contracts, and collect documents and information sufficient to provide such verification. You should know that failure to provide the requested identification will result in delays in the issuance of the requested coverage and may result in a decision not to accept your business.

Customer Identification Verification In order to satisfy such obligations, we require our representative to review and verify a current government issued photo ID for each Owner/Trustee/Partner associated with a contract. Information on such identification must be recorded below. We may use third party sources to verify the information provided.

a. **Identification Verified** (One for each Owner/Trustee/Partner. Use additional forms if necessary.)

Owner/Trustee/Partner
Check one form of ID:
☐ Driver's license
☐ Resident Alien ID (Green Card)
☐ Passport
☐ Other: (Describe) ________________

Joint Owner/Trustee/Partner
Check one form of ID:
☐ Driver's license
☐ Resident Alien ID (Green Card)
☐ Passport
☐ Other: (Describe) ________________

The following information should be recorded exactly as it appears on the identification reviewed

Owner/Trustee/Partner		Joint Owner/Trustee/Partner	
Name	Date of Birth	Name	Date of Birth
Street Address (not PO Box)		Street Address (not PO Box)	
City, State, Zip		City, State, Zip	
Number on ID	State or Country	Number on ID	State or Country
Identification Expiration Date		Identification Expiration Date	

b. Entity Verification: Check the appropriate entity as listed below and submit copies of documentation viewed to gain first-hand knowledge of the existence of a legitimate business. If the Owner is a minor or non-legal entity, review the identification of the individual who submits an application on behalf of the minor or non-legal entity.

☐ **Corporation, LLC, professional association, or professional corporation:** Articles of Incorporation, Organization or Association or similar document filed in the state in which the entity is formed

☐ **Limited Partnership:** Certificate of Limited Partnership or similar document filed in the state where the partnership is formed

☐ **General Partnership or Joint Venture:** Agreement, Joint Venture Agreement or similar agreement governing the formation and operation of the partnership

☐ **Trust and All Other Entities:** Document governing the formation and operation of the entity

3. ☐ I certify that I personally met with the proposed Owner(s)/Trustee(s)/Partners and reviewed the above identification document. To the best of my knowledge, it accurately reflects the identity of the proposed Owner(s)/Trustee(s)/Partners.

☐ I was unable to personally review the identification documents for the reason stated below. I certify that, to the best of my knowledge, the information provided by the Owner(s)/Trustee(s)/Partners is true and accurate.

Reason for not reviewing documents ________________

____

Note: Failure to personally review the identification documents will result in processing delays in order to verify customer identity and may result in a decision not to accept the business.

Representative Name ________________ Personal Code ________________

Representative Signature ________________ Date ________________

Suitability Acknowledgement

Issued by American National Insurance Company
P O Box 1763, Galveston, TX 77553-1763

SUIT

This form must be completed for each Consumer who is purchasing a fixed annuity.
This form must be submitted to American National Insurance Company prior to the annuity being issued.

1 Owner/Applicant Information

Owner/Applicant Name (please print)	Social Security Number	Date of Birth
Joint Owner/Applicant Name (please print)	Social Security Number	Date of Birth

COMPLETE EITHER SECTION 2 OR 3

If Section 2 and 3 are both signed the annuity will not be issued and a new form must be submitted.
Complete only one section.

Provide the appropriate information and return the completed form to the insurer at the address shown above.

DO NOT COMPLETE IF SECTION 3 IS COMPLETED

2 Suitability Acknowledgement

Acknowledgement of Responsibility for Suitability Recommendation to Consumers

I have reasonable grounds for believing that the recommendation for this Consumer to purchase/exchange an annuity is suitable on the basis of the facts disclosed by the Consumer as to their investments and other insurance products and their financial situation and needs. I have made reasonable efforts to obtain information concerning the Consumer's financial status, tax status, investment objectives and such other information I considered reasonable in making the recommendation.

Also, I agree to maintain and make available upon request to the insurer or the insurance commissioner records of the information collected and other information used as the basis for this insurance recommendation for a minimum of 5 years in most states and up to 10 years in certain other states, after the insurer completes the recommended transaction. Any process that accurately reproduces the actual document may be used to maintain these records.

Agent Name (please print)	Telephone #
Agent/Producer Signature	Date

DO NOT COMPLETE IF SECTION 2 IS COMPLETED

3 Consumer's Acknowledgement of Responsibility

I elect not to provide information my agent has requested related to the purchase or exchange of an annuity and/or;

I have decided to enter into the purchase of a fixed annuity without a recommendation from my agent.

Owner/Applicant Signature (or Trustee if owner is Trust)	Date	Joint Owner Signature (if any)	Date
Agent/Producer Signature	Date		

Fixed Annuity Suitability Analysis Form

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

SUIT

This form must be completed for persons that are purchasing a fixed annuity.

This form is designed to assist the agent and client in gathering information to determine whether the purchase of an annuity is suitable for the client.

This form or other documentation that contains substantially the same information that the agent used in evaluating suitability and making a recommendation must be maintained in the agent's client file for a minimum of 5 years in most states and up to 10 years in certain other states, after the insurer completes the recommended transaction.

Section 1

To be completed with your agent to determine if the proposed fixed annuity purchase meets your financial needs and objectives.

A - Personal Identification

Owner Full Name	SS#/Tax ID #	Date of Birth	Age
Joint Owner (if any) Full Name	SS#/Tax ID #	Date of Birth	Age
Marital Status: ☐ Married ☐ Single	Occupation	List Number of Dependents ________ Dependent ages ________	

B - Financial Profile *(For Joint Owners, information may be combined.)*

1. **Annual Gross Income**
   ☐ $0 - 29,999 ☐ $30,000 - 49,999 ☐ $ 50,000 - 74,999
   ☐ $75,000 - 99,999 ☐ $100,000 - 149,999 ☐ $150,000 - 249,999
   ☐ $250,000 - 399,999 ☐ $400,000 - Over

2. **Source of Income *(Check all that apply)***
   ☐ Salary (W 2) ☐ Investments ☐ Social Security ☐ Pension Plans
   ☐ Other ________________________________

3. **What type of investments and insurance products do you own?**
   ☐ Mutual Funds ☐ Stocks ☐ Bonds ☐ CDs ☐ Savings Account(s)
   ☐ Life Insurance ☐ Other Annuities

4. **What type of life insurance or other annuities do you own?** ________________________________
   ____

5. **Estimated Net Worth *(Exclude primary residence, furnishings, automobiles.)***
   ☐ $0 - 74,999 ☐ $75,000 - 149,999 ☐ $150,000 - 249,999
   ☐ $250,000 - 499,999 ☐ $500,000 - 999,999 ☐ $1,000,000 - Over

6. **Liquid Net Worth *(After purchasing this annuity - These are assets that can be easily converted to cash without incurring penalty charges.)***
   ☐ Under $10,000 ☐ $10,000 - 25,000 ☐ $25,000 - 50,000 ☐ $50,000 - 100,000 ☐ Over $100,000

7. **Why are you purchasing this annuity? *(Check all that apply):***
   ☐ Income ☐ Stable Growth ☐ Tax Deferral ☐ Estate Planning
   ☐ Safety of Principal ☐ Retirement ☐ Other________________________________

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8. **After the purchase of the annuity, will your income and liquid net worth be enough for living expenses and emergencies?** ☐ Yes ☐ No

   (Many financial planners recommend that a person maintain an amount of liquid net worth equal to 3 to 6 months of a person's monthly living expenses in case of emergencies.)

9. **With the exception of any surrender charge free withdrawal, do you expect to withdraw any money from this annuity before the end of the surrender charge period?** ☐ Yes ☐ No

   If "Yes", please explain. ____________________

10. **What is your Federal Income Tax Bracket:** ☐ 15% ☐ 28% ☐ 33% ☐ 38%

11. **The agent has discussed with me whether an existing life insurance or annuity will be replaced in connection with the proposed sale of this annuity and whether surrender charges apply.** ☐ Yes ☐ No

12. **What source of funds will you use to buy this fixed annuity?** ____________________

Note to Producer: You should maintain in your files any other information you used or considered, not listed above, in making your recommendation.

Section 2 - Representations and Signatures

Complete Either A or B

If Box A and B are both signed the annuity will not be issued and a new form must be submitted. Complete only one box.

Do Not Complete if You Completed Box "B"

A. I acknowledge that the fixed annuity product I am applying for is a long-term contract with substantial penalties for early withdrawal. I believe that this product meets my financial needs and objectives.

Owner/Applicant Signature (or Trustee if owner is Trust)	Date
Joint-Owner Signature (if any)	Date

Agent's Acknowledgement:
Based on information collected, I believe the purchase of this annuity is suitable.

Agent/Producer Signature	Date

Do Not Complete if You Completed Box "A"

B. I elect not to provide information in Section 1 B or answers to certain questions in Section 1 B and/or I have decided to purchase this fixed annuity without a recommendation from my agent or the Company. I understand that the annuity is a long-term contract with substantial penalties for early withdrawal. I believe that this product meets my financial needs and objectives.

Owner/Applicant Signature (or Trustee if owner is Trust)	Date
Joint-Owner Signature (if any)	Date

Agent's Acknowledgement:
The Owner(s) has not provided complete information and has decided to purchase this fixed annuity without my recommendation.

Agent/Producer Signature	Date

Prepared by the National Association of Insurance Commissioners

The National Association of Insurance Commissioners is an association of state insurance regulatory officials. This association helps the various insurance departments to coordinate insurance laws for the benefit of all consumers.

This guide does not endorse any company or policy.

Reprinted By:

It is important that you understand the differences among various annuities so you can choose the kind that best fits your needs. This guide focuses on *fixed deferred* annuity contracts. There is, however, a brief description of variable annuities. If you're thinking of buying an equity-indexed annuity, an appendix to this guide will give you specific information. This Guide isn't meant to offer legal, financial or tax advice. You may want to consult independent advisors. At the end of this Guide are questions you should ask your agent or the company. Make sure you're satisfied with the answers before you buy.

What is an Annuity?

An annuity is a contract in which an insurance company makes a series of income payments at regular intervals in return for a premium or premiums you have paid. Annuities are most often bought for future retirement income. Only an annuity can pay an income that can be guaranteed to last as long as you live.

An annuity is neither a life insurance nor a health insurance policy. It's not a savings account or a savings certificate. You shouldn't buy an annuity to reach short-term financial goals.

Your value in an annuity contract is the premiums you've paid, less any applicable charges, plus interest credited. The insurance company uses the value to figure the amount of most of the benefits that you can choose to receive from an annuity contract. This guide explains how interest is credited as well as some typical charges and benefits of annuity contracts.

A *deferred* annuity has two parts or *periods*. During the *accumulation period*, the money you put into the annuity, less any applicable charges, earns interest. The earnings grow tax-deferred as long as you leave them in the annuity. During the second period, called the *payout period*, the company pays income to you or to someone you choose.

What Are The Different Kinds of Annuities?

This guide explains major differences in different kinds of annuities to help you understand how each might meet your needs. But look at the specific terms of an individual contract you're considering and the disclosure document you receive. If your annuity is being used to fund or provide benefits under a pension plan, the benefits you get will depend on the terms of the plan. Contact your pension plan administrator for information.

This Buyer's Guide will focus on individual fixed deferred annuities.

Single Premium or Multiple Premium

You pay the insurance company only one payment for a *single premium* annuity. You make a series of payments for a *multiple premium* annuity. There are two kinds of multiple premium annuities. One kind is a *flexible premium* contract. Within set limits, you pay as much premium as you want, whenever you want. In the other kind, a *scheduled premium* annuity, the contract spells out your payments and how often you'll make them.

Immediate or Deferred

With an *immediate* annuity, income payments start no later than one year after you pay the premium. You usually pay for an immediate annuity with one payment.

The income payments from a *deferred* annuity often start many years later. Deferred annuities have an accumulation period, which is the time between when you start paying premiums and when income payments start.

Fixed or Variable

- Fixed - During the accumulation period of a *fixed deferred* annuity, your money (less any applicable charges) earns interest at rates set by the insurance company or in a way spelled out in the annuity contract. The company guarantees that it will pay no less than a minimum rate of interest. During the payout period, the amount of each income payment to you is generally set when the payments start and will not change.
- Variable - During the accumulation period of a *variable* annuity, the insurance company puts your premiums (less any applicable charges) into a separate account. You decide how the company will invest those premiums, depending on how much risk you want to take. You may put your premium into a stock, bond or other account, with no guarantees, or into a fixed account, with a minimum guaranteed interest. During the payout period of a variable annuity, the amount of each income payment to you may be fixed (set at the beginning) or variable (changing with the value of the investments in the separate account).

How are the Interest Rates Set for My Fixed Deferred Annuity?

During the accumulation period, your money (less any applicable charges) earns interest at rates that change from time to time. **Usually, what these rates will be is entirely up to the insurance company.**

Current Interest Rate

The current rate is the rate the company decides to credit to your contract at a particular time. The company will guarantee it will not change for some time period.

- The *initial rate* is an interest rate the insurance company may credit for a set period of time after you first buy your annuity. The initial rate in some contracts may be higher than it will be later. This is often called a bonus rate.
- The *renewal rate* is the rate credited by the company after the end of the set time period. The contract tells how the company will set the renewal rate, which may be tied to an external reference or index.

Minimum Guaranteed Rate

The *minimum guaranteed interest rate* is the lowest rate your annuity will earn. This rate is stated in the contract.

Multiple Interest Rates

Some annuity contracts apply different interest rates to each premium you pay or to premiums you pay during different time periods.

Other annuity contracts may have two or more accumulated values that fund different benefit options. These accumulated values may use different interest rates. **You get only one of the accumulated values depending on which benefit you choose.**

What Charges May Be Subtracted From My Fixed Deferred Annuity?

Most annuities have charges related to the cost of selling or servicing it. These charges may be subtracted directly from the contract value. Ask your agent or the company to describe the charges that apply to your annuity. Some examples of charges, fees and taxes are:

Surrender or Withdrawal Charges

If you need access to your money, you may be able to take all or part of the value out of your annuity at any time during the accumulation period. If you take out part of the value, you may pay a *withdrawal* charge. If you take out all of the value and surrender, or terminate, the annuity, you may pay a *surrender* charge. In either case, the company may figure the charge as a percentage of the value of the contract, of the premiums you've paid or of the amount you're withdrawing. The company may reduce or even eliminate the surrender charge after you've had the contract for a stated number of years. A company may waive the surrender charge when it pays a death benefit.

Some annuities have stated terms. When the term is up, the contract may automatically expire or renew. You're usually given a short period of time, called a *window*, to decide if you want to renew or surrender the annuity. If you surrender during the window, you won't have to pay surrender charges. If you renew, the surrender or withdrawal charges may start over.

In some annuities, there is no charge if you surrender your contract when the company's current interest rate falls below a certain level. This may be called a *bail-out* option.

In a multiple-premium annuity, the surrender charge may apply to each premium paid for a certain period of time. This may be called a *rolling* surrender or withdrawal charge.

Some annuity contracts have a *market value adjustment* feature. If interest rates are different when you surrender your annuity than when you bought it, a market value adjustment may make the cash surrender value higher or lower. Since you and the insurance company share this risk, an annuity with a MVA feature may credit a higher rate than an annuity without that feature.

Be sure to read the Tax Treatment section and ask your tax advisor for information about possible tax penalties on withdrawals.

Free Withdrawal

Your annuity may have a limited free withdrawal feature. That lets you make one or more withdrawals without a charge. The size of the free withdrawal is often limited to a set percentage of your contract value. If you make a larger withdrawal, you may pay withdrawal charges. You may lose any interest above the minimum guaranteed rate on the amount withdrawn. Some annuities waive withdrawal charges in certain situations, such as death, confinement in a nursing home or terminal illness.

Contract Fee

A contract fee is a flat dollar amount charged either once or annually.

Transaction Fee

A transaction fee is a charge per premium payment or other transaction.

Percentage of Premium Charge

A percentage of premium charge is a charge deducted from each premium paid. The percentage may be lower after the contract has been in force for a certain number of years or after total premiums paid have reached a certain amount.

Premium Tax

Some states charge a tax on annuities. The insurance company pays this tax to the state. The company may subtract the amount of the tax when you pay your premium, when you withdraw your contract value, when you start to receive income payments or when it pays a death benefit to your beneficiary.

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What Are Some Fixed Deferred Annuity Contract Benefits?

Annuity Income Payments

One of the most important benefits of deferred annuities is your ability to use the value built up during the accumulation period to give you a lump sum payment or to make income payments during the payout period. Income payments are usually made monthly but you may choose to receive them less often. The size of income payments is based on the accumulated value in your annuity and the annuity's *benefit rate* in effect when income payments start. The benefit rate usually depends on your age and sex, and the annuity payment option you choose. For example, you might choose payments that continue as long as you live, as long as your spouse lives or for a set number of years.

There is a table of guaranteed benefit rates in each annuity contract. Most companies have *current* benefit rates as well. The company can change the current rates at any time, but the current rates can never be less than the guaranteed benefit rates. When income payments start, the insurance company generally uses the benefit rate in effect at that time to figure the amount of your income payment.

Companies may offer various income payment options. You (the owner) or another person that you name may choose the option. The options are described here as if the payments are made to you.

- Life Only - The company pays income for your lifetime. It doesn't make any payments to anyone after you die. This payment option usually pays the highest income possible. You might choose it if you have no dependents, if you have taken care of them through other means or if the dependents have enough income of their own.
- Life Annuity with Period Certain - The company pays income for as long as you live and guarantees to make payments for a set number of years even if you die. This *period certain* is usually 10 or 20 years. If you live longer than the period certain, you'll continue to receive payments until you die. If you die during the period certain, your beneficiary gets regular payments for the rest of that period. If you die after the period certain, your beneficiary doesn't receive any payments from your annuity. Because the "period certain" is an added benefit, each income payment will be smaller than in a life-only option.
- Joint and Survivor - The company pays income as long as either you or your beneficiary lives. You may choose to decrease the amount of the payments after the first death. You may also be able to choose to have payments continue for a set length of time. Because the *survivor* feature is an added benefit, each income payment is smaller than in a life-only option.

Death Benefit

In some annuity contracts, the company may pay a death benefit to your beneficiary if you die before the income payments start. The most common death benefit is the contract value or the premiums paid, whichever is more.

Can My Annuity's Value Be Different Depending on My Choice of Benefit?

While all deferred annuities offer a choice of benefits, some use different accumulated values to pay different benefits. For example, an annuity may use one value if annuity payments are for retirement benefits and a different value if the annuity is surrendered. As another example, an annuity may use one value for long-term care benefits and a different value if the annuity is surrendered. You can't receive more than one benefit at the same time.

What About the Tax Treatment of Annuities?

Below is a general discussion about taxes and annuities. You should consult a professional tax advisor to discuss your individual tax situation.

Under current federal law, annuities receive special tax treatment. Income tax on annuities is deferred, which means you aren't taxed on the interest your money earns while it stays in the annuity. Tax-deferred accumulation isn't the same as tax-free accumulation. An advantage of tax deferral is that the tax bracket you're in when you receive annuity income payments may be lower than the one you're in during the accumulation period. You'll also be earning interest on the amount you would have paid in taxes during the accumulation period. Most states' tax laws on annuities follow the federal law.

Part of the payments you receive from an annuity will be considered as a return of the premium you've paid. You won't have to pay taxes on that part. Another part of the payments is considered interest you've earned. You must pay taxes on the part that is considered interest when you withdraw the money. You may also have to pay a 10% tax penalty if you withdraw the accumulation before age 59 1/2. The Internal Revenue Code also has rules about distributions after the death of a contract holder.

Annuities used to fund certain employee pension benefit plans (those under Internal Revenue Code Sections 401(a), 401(k), 403(b), 457 or 414) defer taxes on plan contributions as well as on interest or investment income. Within the limits set by the law, you can use pretax dollars to make payments to the annuity. When you take money out, it will be taxed.

You can also use annuities to fund traditional and Roth IRAs under Internal Revenue Code Section 408. If you buy an annuity to fund an IRA, you'll receive a disclosure statement describing the tax treatment.

What is a "Free Look" Provision?

Many states have laws which give you a set number of days to look at the annuity contract after you buy it. If you decide during that time that you don't want the annuity, you can return the contract and get all your money back. This is often referred to as a *free look* or *right to return* period. The free look period should be prominently stated in your contract. Be sure to read your contract carefully during the free look period.

How do I Know if a Fixed Deferred Annuity is Right for Me?

The questions listed below may help you decide which type of annuity, if any, meets your retirement planning and financial needs. You should think about what your goals are for the money you may put into the annuity. You need to think about how much risk you're willing to take with the money. Ask yourself:

- How much retirement income will I need in addition to what I will get from Social Security and my pension?
- Will I need that additional income only for myself or for myself and someone else?
- How long can I leave my money in the annuity?
- When will I need income payments?
- Does the annuity let me get money when I need it?
- Do I want a fixed annuity with a guaranteed interest rate and little or no risk of losing the principal?
- Do I want a variable annuity with the potential for higher earnings that aren't guaranteed and the possibility that I may risk losing principal?
- Or, am I somewhere in between and willing to take some risks with an equity-indexed annuity?

What Questions Should I Ask My Agent or the Company?

- Is this a single premium or multiple premium contract?
- Is this an equity-indexed annuity?
- What is the initial interest rate and how long is it guaranteed?
- Does the initial rate include a bonus rate and how much is the bonus?
- What is the guaranteed minimum interest rate?
- What renewal rate is the company crediting on annuity contracts of the same type that were issued last year?
- Are there withdrawal or surrender charges or penalties if I want to end my contract early and take out all of my money? How much are they?
- Can I get a partial withdrawal without paying surrender or other charges or losing interest?
- Does my annuity waive withdrawal charges for reasons such as death, confinement in a nursing home or terminal illness?
- Is there a market value adjustment (MVA) provision in my annuity?
- What other charges, if any, may be deducted from my premium or contract value?
- If I pick a shorter or longer payout period or surrender the annuity, will the accumulated value or the way interest is credited change?
- Is there a death benefit? How is it set? Can it change?
- What income payment options can I choose? Once I choose a payment option, can I change it?

Final Points to Consider

Before you decide to buy an annuity, you should review the contract. Terms and conditions of each annuity contract will vary.

Ask yourself if, depending on your needs or age, this annuity is right for you. Taking money out of an annuity may mean you must pay taxes. Also, while it's sometimes possible to transfer the value of an older annuity into a new annuity, the new annuity may have a new schedule of charges that could mean new expenses you must pay directly or indirectly.

You should understand the long-term nature of your purchase. Be sure you plan to keep an annuity long enough so that the charges don't take too much of the money you put in. Be sure you understand the effect of all charges.

If you're buying an annuity to fund an IRA or other tax-deferred retirement program, be sure that you're eligible. Also, ask if there are any restrictions connected with the program.

Remember that the quality of service that you can expect from the company and the agent is a very important factor in your decision.

When you receive your annuity contract, **READ IT CAREFULLY!!** Ask the agent and company for an explanation of anything you don't understand. Do this *before* any free look period ends.

Compare information for similar contracts from several companies. Comparing products may help you make a better decision.

If you have a specific question or can't get answers you need from the agent or company, contact your state insurance department.

Important Notice to Applicant Replacing an Annuity Contract

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

☐ American National Insurance Company (ANICO)
☐ American National Life Insurance Company of Texas (ANTEX)

* I R F *

Note: Complete this form when any form of replacement is intended to purchase a new annuity.

Name of Owner: (Print) **Name of Joint Owner: (Print)**

Name of Annuitant: (if different from owner)

Replacement takes place when you surrender or otherwise terminate your contract. It is also a replacement if you reduce the value through withdrawals for the purpose of buying additional annuities.

Below are some questions you should consider before making a decision to replace your existing contract. It is to your advantage to obtain additional information before making a final decision, to ensure you understand all the facts.

Have you obtained comparison information regarding your existing contracts from the home office of the insurer or the agent from whom you purchased the existing contract?

Are you aware that surrender charges are likely to start over with a new contract, even though you may be past the surrender charge period on your existing contract? Do you know what new surrender charges you may incur?

Does your current annuity have a guaranteed minimum rate of interest, and if so, do you know what it is? Current rates may not be guaranteed. Do you know the current rate of interest your annuity is earning, as compared to the guaranteed minimum?

You should not take action to terminate or alter your existing contract until *after* you have examined all the facts surrounding your proposed replacement.

Agent's Statement

List all contracts of any companies used to fund any portion of this sale:

Company: Contract Number: Issue Date:

Detail the specific reasons for recommending the proposed replacement of the existing contract (attach a separate page if necessary):

The existing contract does not meet the owner/annuitant's current needs because contract (attach a separate page if necessary):

Name of Agent (Print or Type) Agent's Signature Agent's Personal Code Date

Owner Certification

I hereby certify that I have considered the above information and I understand the consequences of replacing my annuity contract(s):

Name of Owner(s): *(Print or Type)* Signature of Owner: Signature of Joint Owner: (Date)

Owner's Address: (Street, City, Zip Code)

Copies to Company and the Applicant

Replacement Notice

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

☐ American National Insurance Company (ANICO)
☐ American National Life Insurance Company of Texas (ANTEX)

* I R F *

Replacing Your Life Insurance Policy or Annuity?

Are you thinking about buying a new policy and discontinuing or changing an existing policy? If you are, your decision could be a good one - or a mistake. You will not know for sure unless you make a careful comparison of your existing policy and the proposed policy.

Make sure you understand the facts. (Missouri law gives you the right to obtain a policy summary statement from your existing insurer at any time.) Ask the company or agent that sold you your existing policy to provide you with a policy summary statement.

The reverse side contains a check list of some of the items you should consider in making your decision. **TAKE TIME TO READ IT.**

Do not let one agent or insurer prevent you from obtaining information from another agent or insurer which may be to your advantage.

Hear both sides before you decide. This way you can be sure you are making a decision that is in your best interest.

We are required to notify your existing company that you may be replacing their policy.

Applicant's Signature Date

Agent's Signature Date

Applicant's Name and Address (printed)

Agent's Name, Address, Telephone Number and License Number (printed)

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ORIGINAL TO APPLICANT
COPY TO REPLACING INSURER - COPY TO REPLACED INSURER

ITEMS TO CONSIDER

1. If the policy coverages are basically similar, premiums for a new policy may be higher because rates increase as your age increases.

2. Cash values and dividends, if any, may grow slower under a new policy initially because of the initial costs of issuing a policy.

3. Your present insurance company may be able to make a change on terms which may be more favorable than if you replace existing insurance with new insurance.

4. If you borrow against an existing policy to pay premiums on a new policy, death benefits payable under your existing policy will be reduced by the amount of any unpaid loan, including unpaid interest.

5. Current interest rates are not guaranteed. Guaranteed interest rates are usually considerably lower than current rates. What rates are guaranteed?

6. Are premiums guaranteed or subject to change - up or down?

7. Participating policies pay dividends that may materially reduce the cost of insurance over the life of the contract. Dividends, however, are not guaranteed.

8. CAUTION, you are urged not to take action to terminate, assign or alter your existing life insurance coverage until after you have been issued the new policy, examined it and have found it to be acceptable to you.
   and
   REMEMBER, you have twenty (20) days following receipt to examine the contents of any individual life insurance policy or annuity. If you are not satisfied with it for any reason, you have the right to return it to the insurer at its home or branch office, or to the agent through whom it was purchased, for a full refund of premium.

Non-Qualified 1035 Exchange Request

AMERICAN NATIONAL

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

1035

Complete this form for Non-Qualified Accounts Only

1. FUNDS COMING FROM:

CHECK ONE:

❑ **NEW SALE, APPLICATION ATTACHED** ______

❑ **ADDITIONAL DEPOSIT TO EXISTING POLICY NUMBER** ______

TRANSFER COMPANY NAME AND ADDRESS: ______

______

TRANSFER COMPANY PHONE NUMBER: ______

NAME OF INSURED/ANNUITANT*: ______ SSN: ______

NAME OF OWNER: ______ SSN: ______

NAME OF JOINT OWNER: ______ SSN: ______

POLICY/ACCOUNT NUMBER WITH TRANSFER COMPANY: ______

JOINT ANNUITANTS ARE ONLY ACCEPTED ON SPIA's

2. TYPE OF TRANSACTION:

I/We direct the Institution named above to liquidate and transfer the assets to American National in order to set up a Non-Qualified account:

(MUST SPECIFY:)

❑ Immediately ❑ Upon Maturity ____/____/______

❑ 1035 Exchange, Non-Qualified Policy ❑ Non-**1035 Exchange**, Non-Qualified Funds From: Mutual Fund, Bank CD, or Other Non-Qualified Asset.

❑ Full 1035 Exchange

The Assignor hereby designates American National Insurance Company as beneficiary of the above policy/contract.

Immediately following the above beneficiary designation, Assignor does hereby assign and transfer without exceptions, limitations or reservation to American National Insurance Company all assignable benefits, interest, property, rights, claims, options, privileges, obligations and title in the policy/contract in exchange for a new policy/contract as described in Assignor's application to American National Insurance Company for such policy/contract.

Assignor and American National Insurance Company expressly represent and recognize that the sole purpose of this assignment is to affect an exchange of insurance policies/contracts. Assignor represents and agrees that Assignor has consulted his/her own tax advisor regarding the tax consequences of this transaction. Assignor represents and agrees that American National Insurance Company has made no representations concerning Assignor's tax treatment under Internal Revenue Code Section 1035 or otherwise as a result of this transaction. American National Insurance Company assumes no responsibility or liability for the assignor's tax treatment under Internal Revenue Code Section 1035(a) or otherwise as a result of this transaction.

$ ______

❑ Partial 1035 Exchange

I understand the Internal Revenue Service may take the position that an exchange of a portion of an existing life insurance policy/contract for a new life insurance policy or an annuity contract, or the exchange of a portion of an existing life insurance or annuity contract for a new annuity contract, does not qualify as a valid exchange under Section 1035 of the Internal Revenue Code. I understand, acknowledge, and agree that American National assumes no liability or responsibility for any tax consequences associated with the proposed partial exchange.

❑ $ ______ ❑ ______ %

Please complete the information below if 1035 Exchange includes loan value:

$ ______ Amount of 1035 Exchange $ ______ Amount of loan included in 1035 Exchange (Not available with all products)

Appropriate loan form must be submitted with the application if transferring loan value.

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3. CONTRACT STATEMENT:

❑ CONTRACT INCLUDED *If contract is not lost, please submit with this form.*

❑ CERTIFICATE OF LOST CONTRACT
I/We certify that the above numbered contract has been lost or destroyed and to the best of my/our knowledge and belief, is not in anyone's possession.

4. SPECIAL INSTRUCTIONS:

____

____

____

____

5. SIGNATURES:

I/We agree that (1) American National is participating in this transaction at my specific request and as an accommodation to me: (2) American National and its representatives make no representation concerning treatment under IRC Section 1035(a) or otherwise; (3) American National assumes no responsibility nor any liability for the validity of this transaction or for the tax treatment under IRC Section 1035(a) and assumes that I/We consulted a tax advisor; (4) No person, firm, or corporation has a legal or equitable interest under the above referenced contract, except the undersigned, and no proceedings of either a legal or equitable nature have been instituted or are pending against the undersigned or involving the above referenced contract; and (5) the full-partial distribution from my existing contact may be subject to surrender charges.

I/We authorize the transaction described above.

For the benefit of: ______________________________

Date at ______________________ this ________ day of ______________, ________
(City, State)

Owner ______________________ Witness ______________________

Joint Owner ______________________ Witness ______________________

Annuitant ______________________

Agent ______________________

Guarantee (if required) ______________________

6. ACCEPTANCE: *TO BE COMPLETED BY AMERICAN NATIONAL*

The authorized signature below certifies acceptance of the assignment and surrender or transfer of funds as instructed in this request. After deducting any sums as are permitted under the plan, please complete this transaction and send a check with a copy of this form to:

❑ **ANNUITY SERVICES DEPARTMENT**
American National Insurance Company
P O Box 696763
San Antonio Tx 78269
1-800-252-9546

If shipping via overnight service:

American National Insurance Company
Annuity Services Dept
4500 Lockhill-Selma Road
San Antonio Tx 78249

❑ **VARIABLE CONTRACTS DEPARTMENT**
American National Insurance Company
P O Box 696893
San Antonio Tx 78269
1-800-306-2959

If shipping via overnight service:

American National Insurance Company
Variable Contracts Dept
4500 Lockhill-Selma Road
San Antonio Tx 78249

❑ **LIFE NEW BUSINESS**
American National Insurance Company
P.O. Box 696700
San Antonio Tx 78269
1-800-672-9960

If shipping via overnight service:

American National Insurance Company
Life New Business
4500 Lockhill-Selma Road
San Antonio Tx 78249

PLEASE MAKE CHECK PAYABLE TO: AMERICAN NATIONAL

By ______________________________ Date ______________
(Signature/Title)

FOR ALL 1035 EXCHANGES, PLEASE PROVIDE THE COST BASIS INFORMATION FOR THE CURRENT POLICY.

Qualified Transfer or Rollover Request

Issued by American National Insurance Company
One Moody Plaza, Galveston, TX 77550-7999

1035

Complete this form for Qualified Accounts Only

1. FUNDS COMING FROM:

CHECK ONE:

❑ **NEW SALE, APPLICATION ATTACHED** ____________________

❑ **ADDITIONAL DEPOSIT TO EXISTING POLICY NUMBER** ____________________

TRANSFER COMPANY NAME AND ADDRESS: ____________________

____

TRANSFER COMPANY PHONE NUMBER: ____________________

NAME OF INSURED/ANNUITANT*: ____________________ SSN: ____________

NAME OF OWNER*: ____________________ SSN: ____________

POLICY/ACCOUNT NUMBER WITH TRANSFER COMPANY: ____________________

ANNUITANTS AND OWNER MUST BE THE SAME

2. COMPLETE THIS SECTION FOR TRANSFER REQUESTS AND DIRECT ROLLOVER REQUESTS:

❑ Total, Full Liquidation $ ____________

❑ Partial, % ________ or $ ____________

❑ Annuitization, Term: ____________ Frequency of Payments: ____________

Please send these funds to American National Insurance Company

❑ Immediately ❑ Upon Maturity _____/_____/________

3. COMPLETE THIS SECTION FOR TRANSFER REQUESTS:

IRA/TSA Transfer into an annuity contract of the same qualification type (i.e. TSA, IRA, or both ROTH IRA)

As owner of the account or policy indicated in Section 1, I hereby request transfer of:

❑ Tax-Sheltered Annuity (IRC Section 403(b))

❑ ROTH I.R.A. or Annuity (IRC Section 408)

❑ Individual Retirement Account or Annuity (IRC Section 408)

❑ SEP IRA

❑ Governmental 457 Deferred Compensation Plan

By signing below, I authorize the transfer of the IRA assets in the manner described above and certify that all of the information provided by me is correct and may be relied upon by the Trustee or Custodian. I understand that I am responsible for determining my eligibility to transfer within the limits set forth by tax laws, related regulations, and plan agreements. I assume responsibility for any tax consequences or penalties that may apply to the transfer of my assets.

____________________ ____________________

Owner's Signature Date Witness Signature Date

____

Agent's Signature Date

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4. COMPLETE THIS SECTION FOR DIRECT ROLLOVER REQUESTS:

Direct Rollover into a Traditional IRA, 403(b) Plan, 457(b) Plan, or other qualified plan.

As owner of the account or policy indicated in Section 1, I hereby request a direct rollover of my:

- ❑ Individual Retirement Annuity (IRC Section 408)
- ❑ Governmental 457 Deferred Compensation Plan
- ❑ SEP IRA
- ❑ Tax-Sheltered Annuity (IRC Section 403(b))
- ❑ Qualified Employer Plan (IRC Section 401)
- ❑ ROTH IRA

into an

- ❑ Individual Retirement Annuity (IRC Section 408)
- ❑ Governmental 457 Deferred Compensation Plan
- ❑ Tax-Sheltered Annuity (IRC Section 403(b))
- ❑ SEP IRA ❑ ROTH IRA

I understand the rules and conditions applicable to direct rollovers and certify that I qualify for a direct rollover of the funds or assets listed above. Due to the important tax consequences of rolling funds over to an IRA or other qualified plan, I have been advised to see a tax advisor.

I hereby request payment from the plan designated above in the form of a direct rollover. I assume full responsibility for this direct rollover transaction and will not hold the Plan Administrator, Trustee, or Custodian of either the distributing or receiving plans liable for any adverse consequences that may result.

I hereby irrevocably designate this contribution of funds and/or property indicated above as a direct rollover contribution.

Owner's Signature ____________ Date ____ Witness Signature ____________ Date ____

Agent's Signature ____________ Date ____

5. CONTRACT STATEMENT:

❑ CONTRACT INCLUDED *If contract is not lost, please submit with this form.*

❑ CERTIFICATE OF LOST CONTRACT

I certify that the above numbered contract has been lost or destroyed and to the best of my knowledge and belief, is not in anyone's possession.

6. REQUIRED MINIMUM DISTRIBUTION (RMD) INFORMATION:

If you have attained age 70½, the IRS requires annual minimum distribution from your qualified account(s). If this rollover is being made during or after the first year for which you must take a required minimum distribution, you may not roll over any distribution, which would constitute a required minimum distribution from the distributing plan.

7. SPECIAL INSTRUCTIONS:

____

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8. ACCEPTANCE OF FUNDS: *TO BE COMPLETED BY AMERICAN NATIONAL*

This is to certify that American National Insurance Company will accept the funds to establish a qualified annuity. Please do not withhold any taxes from the amount being transferred.

❑ **ANNUITY SERVICES DEPARTMENT**
American National Insurance Company
P O Box 696763
San Antonio Tx 78269
1-800-252-9546

If shipping via overnight service:

American National Insurance Company
Annuity Service Dept
4500 Lockhill-Selma Road
San Antonio Tx 78249

❑ **VARIABLE CONTRACTS DEPARTMENT**
American National Insurance Company
P O Box 696893
San Antonio Tx 78269
1-800-306-2959

If shipping via overnight service:

American National Insurance Company
Variable Contracts Dept
4500 Lockhill-Selma Road
San Antonio Tx 78249

❑ **LIFE NEW BUSINESS**
American National Insurance Company
P.O. Box 696700
San Antonio Tx 78269
1-800-672-9960

If shipping via overnight service:

American National Insurance Company
Life New Business
4500 Lockhill-Selma Road
San Antonio Tx 78249

PLEASE MAKE CHECK PAYABLE TO: AMERICAN NATIONAL

By ______________________________ Date ____________
(Signature/Title)

AMERICAN NATIONAL

DEFINITIONS

QUALIFIED RETIREMENT PLANS – Tax-qualified retirement plans may include pension, profit-sharing plan, 401(k), 403(b) Tax Sheltered Annuity (TSA), Simplified Employee Pension (SEP) Plan, Keogh, Traditional or Roth Individual Retirement Account (IRA).

TRUSTEE-TO-TRUSTEE/DIRECT ROLLOVER TRANSFERS – The TRUSTEE-TO-TRUSTEE transfer is the **transfer** of funds from one Qualified Retirement Plan to another Qualified Retirement Plan. A DIRECT ROLLOVER is the movement of funds from and Employer's Qualified Retirement Plan directly to an IRA with a new trustee. In both instances, the plan participant does not take actual or constructive receipt of the funds, and the check is made payable and sent to the new trustee.

Trustee-to-trustee transfers are non-reportable events. Direct rollovers are reported to the IRS by the employee plan trustee and coded as a direct rollover. Both the trustee-to-trustee transfers and the direct rollovers are different than 60-day rollovers in that the IRS allows more than one transfer/direct rollover within a year. Direct rollovers are not subject to mandatory tax withholding.

NOTE – If a lump-sum distribution of funds is taken from a tax-qualified employee retirement benefit plan and the plan participant does not choose to use a direct rollover, the employer could be required to withhold 20 percent (20%) for taxes. For this reason, direct rollovers are the preferred method of moving tax-qualified employee retirement benefit plan funds.

60-DAY ROLLOVERS – A tax-qualified 60-day rollover is the tax-free transfer of funds from one Qualified Retirement Plan to another Qualified Retirement Plan with the participant taking actual or constructive receipt of the funds. The check is made payable to the plan participant. The plan participant has 60 days to deposit these funds into another Qualified Retirement Plan or the distribution will be taxable. Plan participants can make one 60-day rollover of funds within a 12-month period. A tax-qualified 60-day rollover from a tax-qualified plan could be subject to mandatory tax withholding by the plan.

Policy may be referred to as "contract" or "certificate" in some states.