FINANCIAL SERVICES, INC.
SPECIALIZING IN RETIREMENT AND INVESTMENT PLANNING

Fixed and Variable Annuity Disclosure Form

New Annuity

Owner Name ______________________ Joint Owner Name ______________________

Annuitant (if different) ______________________ Joint Annuitant (if different) ______________________

Annuity Name ______________________

Surrender Schedule:

%										
Years	1	2	3	4	5	6	7	8	9	10

Variable Annuity Ongoing Expenses:

Mortality and Expenses* ______________%
Administration** ______________%
Additional Features*** ______________%
Annual Contract Fee: $ ______________

***Mortality and expenses (M&E)** – variable annuities assess an expense for features such as guaranteed death benefits, annuitization options, and/or caps on administrative expenses. These are not assessed to funds in DCA or fixed sub-accounts of variable annuities.
****Administration expenses** – fees charged for the company's administration of the contract.
*****Additional features expenses** – may be assessed for optional features, such as principal protection, enhanced death benefit, and living benefits.
Additional expenses are assessed through each variable annuity sub-account. These expenses are detailed in the annuity's prospectus (*please read*)

- ______ (*Initial if applicable*) The above referenced annuity is paying a first year bonus rate of ______, but after the first year, the annuity will pay a fixed rate as specified in the annuity contract.
- ______ (*Initial if applicable*) I/we have reviewed information pertaining to the principal protection rider contained in the prospectus.
- ______ (*Initial*) I/we are aware that withdrawals made prior to age 59 ½ may result in Federal tax penalty.

If the Annuity is being funded with qualified funds:

An important feature of an annuity is the benefit of tax-deferred growth. Since the tax-deferred growth benefit of an annuity is irrelevant in tax-qualified accounts, an annuity should be purchased only if the contract's other features are important enough to justify the added costs. At least one of the following features should be initialed when purchasing an annuity within a qualified account, to justify the additional costs associated with annuities:

______ (*Initial if applicable*) A fixed account interest rate, including first year, renewal rate, bonus rate, guaranteed minimum rate, or fixed sub-account option of a variable annuity is important to me.

______ (*Initial if applicable*) A death benefit that is valuable enough to justify the additional expense charge is important to me.

______ (*Initial if applicable*) A living benefit feature or principal protection rider is valuable enough to justify additional expenses.

______ (*Initial if applicable*) An annuitization option that allows the policyholder to choose regular guaranteed income payments by the insurance company for a specific number of years, for life, or a combination of both is important to me.

If an Exchange or Replacement is funding the new annuity: Please provide the following information on the product to be surrendered:

Product Name ______________________ Total Amount Invested/Cost Basis $ ______________
Current Value $ ______________________ Purchase Date: ______________
Current Surrender Charge Applicable ______________ Current Death Benefit $ ______________
Ongoing Expenses (if variable) Mortality and Expenses* ______________%
Administration** ______________%
Additional Features*** ______________%
Contract Administration Fee: $ ______________

Material facts as to why the investment is being changed must be explained in the "Discussion Issues" section of the Customer Account Record (CAR)

If mutual funds are being replaced to purchase this annuity, please complete the following:

Name of fund(s) being sold ______________________________
Amount of CDSC (if any) ______________ Amount of time fund(s) held: ______________

I/we hereby acknowledge receipt of the Fixed and Variable Annuity Disclosure form, and I/we have read and understand it.

______________________ ______________________
Owner Signature Date Joint Owner Signature Date

______________________ X______________________
Signature of Registered Representative Date Principal's Approval Date

____
Rep Number

ORIGINAL-OFFICE COPY 1ST COPY-CLIENT COPY 2ND COPY-R/R COPY

REV 12/10

Registered Representatives (RRs),

- when recommending either a purchase or an exchange of a variable annuity, the R/R must:

  1. reasonably try to obtain and consider information about the customer, including

     a. age
     b. annual income
     c. financial situation and needs
     d. investment experience
     e. investment objectives
     f. intended use of the deferred variable annuity
     g. investment time horizon
     h. existing assets (e.g., investment and life insurance holdings)
     i. liquidity needs
     j. liquid net worth
     k. risk tolerance
     l. tax status

  2. reasonably believe that the purchase or exchange is suitable, based on a variety of factors, including

     a. the customer has been informed, in general terms, of the material features of variable annuities, such as
        - potential surrender period and surrender charge
        - potential tax penalty components
        - mortality and expense fees
        - charges for and features of enhanced riders, if any
        - insurance and investment
        - market risk

     b. the customer would benefit from one of more features of variable annuities, such as
        - tax-deferred growth
        - annuitization
        - a death or living benefit

     c. the particular variable annuity as a whole, underlying subaccounts, and riders and similar product enhancements, if any, are suitable

  * 3. document and sign his or her determinations, providing the OFG principal assigned to review the transaction with enough information to assess compliance with the rules

- when determining suitability for a recommended exchange of a variable annuity, the R/R must consider whether the customer

  1. would incur a surrender charge, be subject to a new surrender period, lose existing benefits or be subject to increased fees or charges

  2. would benefit from product enhancements and improvements

  3. has exchanged a variable annuity within the last 36 months.

* Registered Representatives (R/Rs) who recommend the purchase or exchange of a variable annuity must document and sign the determinations discussed above. The required information must be spelled out in the 'Discussion Issues' section of the OFG Customer Account Record (CAR) and must provide the reviewing OFG principal with enough information to adequately assess whether the registered representative complied with the requirements listed above.

I/we understand that annuity products are offered through OFG Financial Services, Inc., Member FINRA/SIPC and are not FDIC insured, not bank guaranteed, not bank deposits, not guaranteed by any government agency, may lose value or be subject to loss of principal.