

**IMPORTANT NOTICE:  
REPLACEMENT OF  
LIFE INSURANCE OR ANNUITIES**



NATIONAL LIFE INSURANCE COMPANY

Home Office: Lansing, Michigan

[www.jackson.com](http://www.jackson.com)

Owner's Name (First)	(Middle)	(Last)	Date of Birth (mm/dd/yyyy)	SSN (include dashes)
Owner's Name (if owned by a non-natural entity)				TIN (include dashes)
Product Type: <input type="checkbox"/> Variable Annuity <input type="checkbox"/> Fixed Annuity <input type="checkbox"/> Fixed Index Annuity <input type="checkbox"/> Single Premium Immediate Annuity <input type="checkbox"/> Life <input type="checkbox"/> Variable Life			Jackson <sup>®</sup> Reference/Policy Number (if applicable)	

***This document must be signed by the owner and the producer, if there is one, and a copy left with the owner.***

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends of an existing policy, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interests. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your

existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

- 1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract?**  YES  NO
- 2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract?**  YES  NO

If you answered "Yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured or annuitant, and the policy or contract number if available) and whether each policy or contract will be replaced or used as a source of financing:

Insurer Name	Contract or Policy No.	Insured or Annuitant	R/F*

**\* Replaced (R) or Financing (F)**

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you request one, an in-force illustration, policy summary, or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

**The existing policy or contract is being replaced because:**

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I certify that the responses herein are, to the best of my knowledge, accurate.

Owner's Signature	Owner's Printed Name	Date (mm/dd/yyyy)
Joint Owner's Signature (if applicable)	Joint Owner's Printed Name (if applicable)	Date (mm/dd/yyyy)
Producer's Signature	Producer's Printed Name	Date (mm/dd/yyyy)

I do not want this notice read aloud to me. \_\_\_\_\_ (Owners must initial only if they do not want the notice read aloud.)

**Producer:** Please provide a copy to the Owner, Jackson and retain a copy for your records.



The Owner of this life insurance policy or annuity contract shall have the right to return the policy or contract within 30 days of the delivery of the contract or policy and receive a full refund of all premium paid, including any policy fees or charges. The refund amount for variable life insurance policies or variable annuity contracts will be the amount provided in the policy or contract plus any fees and other charges deducted from the gross premiums under such policy or contract.

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

**PREMIUMS:** Are they affordable?  
 Could they change?  
 You're older — are premiums higher for the proposed new policy?  
 How long will you have to pay premiums on the new policy? On the old policy?

**POLICY VALUES:** New policies usually take longer to build cash values and to pay dividends.  
 Acquisition costs for the old policy may have been paid, you will incur costs for the new one.  
 What surrender charges do the policies have?  
 What expense and sales charges will you pay on the new policy?  
 Does the new policy provide more insurance coverage?

**INSURABILITY:** If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.  
 You may need a medical exam for a new policy.  
 Claims on most new policies for up to the first two years can be denied based on inaccurate statements.  
 Suicide limitations may begin anew on the new coverage.

**IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY:**  
 How are premiums for both policies being paid?  
 How will the premiums on your existing policy be affected?  
 Will a loan be deducted from death benefits?  
 What values from the old policy are being used to pay premiums?

**IF YOU ARE SURRENDERING AN ANNUITY OR INTEREST-SENSITIVE LIFE PRODUCT:**  
 Will you pay surrender charges on your old contract?  
 What are the interest rate guarantees for the new contract?  
 Have you compared the contract charges or other policy expenses?

**OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS:**  
 What are the tax consequences of buying the new policy?  
 Is this a tax-free exchange? (See your tax advisor.)  
 Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?  
 Will the existing insurer be willing to modify the old policy?  
 How does the quality and financial stability of the new company compare with your existing company?

<b>New Business Mailing Address and Contact Information</b>					
<b>Jackson Service Center</b>					
<b>Attention</b>	<b>Variable Annuity</b>	<b>Fixed Index Annuity and Target Select</b>	<b>Fixed Annuity</b>	<b>Variable Life</b>	<b>Non-Variable Life</b>
<b>Regular Mail</b>	P.O. Box 30314 Lansing, MI 48909-7814	P.O. Box 30391 Lansing, MI 48909-7891	P.O. Box 30421 Lansing, MI 48909-7921	P.O. Box 30502 Lansing, MI 48909-8002	P.O. Box 30099 Lansing, MI 48909-7599
<b>Overnight Mail</b>	1 Corporate Way Lansing, MI 48951				
<b>Customer Care</b>	Non-Bank: 800-873-5654, 8:00 a.m. to 8:00 p.m. ET (M-F) Bank or Financial Institution: 800-777-7779, 8:00 a.m. to 8:00 p.m. ET (M-F)				
<b>Fax</b>	800-943-6761	517-706-5538	517-706-5529	888-565-4748	
<b>Email</b>	contactus@jackson.com				

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