



**A step-by-step guide to  
completing Athene's Product  
Comparison Worksheet**

Driven to do more.  **ATHENE**

This material is provided by Athene Annuity and Life Company (61689) headquartered in West Des Moines, Iowa, which issues annuities in 49 states (excluding NY) and D.C.

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# When it comes to annuities, "one size does not fit all."

Since no two clients are alike and no two retirement goals are the same, Athene is committed to helping you match your clients with an annuity solution that will help them reach their own unique financial objectives.

An annuity can be a valuable addition to a client's overall portfolio. But it isn't right for everyone. Because it is necessary that your recommendations for the exchange of an annuity product be suitable for each individual client's circumstances, it is your duty to uncover to the best of your ability any relevant information pertaining to the sale.

Athene provides a **Product Comparison Worksheet** to assist you with fact finding. This worksheet, available for download on [Athene Connect](#), must be filled out completely and accompany all Athene annuity replacement applications.\*

This guide will take you step-by-step through the worksheet to help you and your client obtain the necessary information to compare all aspects of the existing annuity or life insurance policy to the proposed Athene annuity. This worksheet also ensures proper documentation for a suitable recommendation.

Client satisfaction is our priority. Providing as much detailed information as possible will help make the best possible recommendation for your client and ultimately lead to suitable annuity sales and satisfied customers.

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Florida and New York require their own suitability form and product comparison worksheet for applications written in their state. Please remember that it is your obligation to provide a signed and completed copy to each customer by the time of contract delivery.

\*Your organization may not use Athene suitability forms. Please check with your back office for guidelines.

# Product Comparison Worksheet (PCW)

## Step-by-Step Guide

It is important to get a complete picture of your client's financial situation. If additional space is needed, you may attach additional sheets or provide a cover letter of explanation to the worksheet.

Please complete a form for each life insurance policy or annuity contract being replaced. Do not leave any blanks. Any missing, incomplete or incorrect information will require the client to initial and date, or verbally acknowledge, the correction prior to approval.

**Question 1 Owner(s) Name** – Owner(s) of the contract.

**Question 2 Company Name** – Company name of the replaced contract.

**Question 3 Type of Contract** – Only select one. If "Fixed Indexed Annuity" is selected, please complete the rate comparison worksheet (form [22216](#)).

**Question 4 Replacement Type** – Select all that apply.

**RED FLAG**  
If the funds will be penalty free, select "Penalty Free Replacement." If the funds coming to Athene include more than penalty free amounts (not a full replacement), please select both "Penalty Free Replacement" and "Partial Replacement."

**Question 5 Contract Number** – Contract number of the replaced contract.

**Question 6 Issue Date** – Issue date of the replaced contract. Please be sure to use the "MM/DD/YYYY" format. If not in this format, it will need to be corrected by the owner(s).

**RED FLAG**

If "Fixed Annuity", "Life Insurance", or "Variable Annuity" is selected, please complete the corresponding section for the type of contract being replaced.



## Product Comparison Worksheet

**Please complete a form for each life or annuity contract being replaced.**

**Do not leave any blanks. Any missing, incomplete or incorrect information will require the client to initial and date corrections or verbally acknowledge prior to approving the proposed annuity contract.**

<b>1. Owner Name</b>		
<b>PRODUCT SPECS AND FEATURES</b>	<b>REPLACED CONTRACT</b>	<b>PROPOSED CONTRACT</b> Athene Agility <sup>SM</sup> 7 Athene Agility <sup>SM</sup> 10 Income and Death Benefit Rider automatically included at issue at no charge
<b>2. Company Name</b>	Athene Annuity and Life Company	
<b>3. Type of Contract</b> <i>Check one</i> <i>If Fixed Indexed Annuity is selected, form 22216 is required</i> <i>If Life Insurance is selected, question 18 is required</i> <i>If Fixed Annuity is selected, question 25 is required</i> <i>If Variable Annuity is selected, question 26 is required</i>	<input type="checkbox"/> Fixed Indexed Annuity <i>(If selected, form 22216 is required)</i> <input type="checkbox"/> Life Insurance <input type="checkbox"/> Fixed Annuity <input type="checkbox"/> Variable Annuity	Fixed Indexed Annuity
<b>4. Replacement Type</b> <i>Please check all that apply</i>	<input type="checkbox"/> Full Replacement <input type="checkbox"/> Partial Replacement <input type="checkbox"/> Penalty Free Replacement	
<b>5. Contract Number</b>		
<b>6. Issue Date</b> MM/DD/YYYY		

**Question 7 Initial Premium** – Both the Initial premium of the replaced contract and the full premium of the proposed Athene contract sections must be completed.

**Question 8 Accumulated Value** – Current Accumulated Value of the replaced contract as of the date the paperwork was signed.

**Question 9 Surrender Value** – Current Surrender Value of the replaced contract including +/- Market Value Adjustment, Premium Bonus Recapture and/or any other costs or fees associated with the replacement.

**Question 10 Number of years remaining in Surrender Term** – Total years before all funds are out of the Surrender Charge Period. If out of Surrender, please indicate with a "0", "None", or "N/A".

**Question 11 Annuitization Value** – Current annuitization value of the replaced contract.

**Question 12 Free Withdrawal Percentage** – Current percentage that the contract allows to be withdrawn without incurring surrender penalties. If out of surrender, "100%" or "N/A" are acceptable.

**Question 13 Lump Sum Death Benefit Value** – Current lump sum death benefit value of the replaced contract.

**Question 14 Annuitized Death Benefit Value** – If the current contract has a death benefit value that is required to be taken over a number of years, we require both the amount and the years. If this is not applicable, please select "N/A."

**Question 15 Lump Sum Death Benefit Rider Value** – If the current contract has a death benefit rider that is payable in a lump sum, we require the current value. If this is not applicable, please select "N/A."

**Question 16 Annuitized Death Benefit Rider Value** – If the current contract has a death benefit rider value that is required to be taken over a number of years, we require both the amount and the years. If this is not applicable, please select "N/A."

RED FLAG

"0", "N/A", or "None" are not acceptable annuitization values.

<b>7. Initial Premium</b>	\$	\$
<b>8. Accumulated Value</b>	\$	
<b>9. Surrender Value</b> <i>Including +/- Market Value Adjustment, Premium Bonus Recapture and/or any other costs or fees associated with the replacement</i>	\$	
<b>10. Number of years remaining in Surrender Term</b>		Athene Agility <sup>SM</sup> 7 - 7 years Athene Agility <sup>SM</sup> 10 - 10 years
<b>11. Annuitization Value</b>	\$	
<b>12. Free Withdrawal Percentage</b>		The greater of 10% of Accumulated Value or 10% of Initial Premium %
<b>13. Lump Sum Death Benefit Value</b>	\$	
<b>14. Annuitized Death Benefit Value</b> <i>Need both value and years. If not applicable, please mark N/A</i>	\$	Years <input type="checkbox"/> N/A
<b>15. Lump Sum Death Benefit Rider Value</b> <i>If not applicable, please mark N/A</i>	\$	<input type="checkbox"/> N/A
<b>16. Annuitized Death Benefit Rider Value</b> <i>Need both value and years. If not applicable, please mark N/A</i>	\$	Years <input type="checkbox"/> N/A

**Please note** - The questions below vary by product and may be numbered differently.

**Is the producer who solicited the new Athene contract the same producer who solicited the contract or policy being replaced?** - Did the writing producer also write the contract being replaced?

**COMPLETE THIS SECTION IF REPLACING A LIFE INSURANCE POLICY** - If you chose "Life Insurance" as the Type of Contract being replaced, please provide details on why the death benefit provided is no longer needed.

**If suitability form (form 20543) Question F is marked "lifetime income rider," will the proposed Athene contract be replacing a contract with an income rider or a two-tiered annuity contract that provides an income payout?" If suitability form Question F is NOT marked "lifetime income rider," please answer this question "No."** - If the reason you are purchasing this annuity is not marked "lifetime income rider" on suitability form Question F, please answer this question "No." If lifetime income rider is marked as a reason for the purchase, answer this question accordingly.

**RED FLAG**  
Please ensure this is consistent with Question F on the suitability form.

**Age income will begin** - Required if you answered "Yes" to the question above. This is the anticipated age income will begin on the proposed Athene contract. Providing an age range is not acceptable.

**RED FLAG**  
Please ensure that an Athene illustration displaying the guaranteed rates is provided with the same anticipated age that income will begin.

**Replaced company's GUARANTEED annual income at age listed above** - Required if you answered "Yes" to the question above.

<p><b>17. Is the producer who solicited the new Athene contract the same producer who solicited the contract or policy being replaced?</b></p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p><b>18. COMPLETE THIS SECTION IF REPLACING A LIFE INSURANCE POLICY</b></p>	
<p>Please describe, in detail, what has changed since your life insurance policy was purchased so that you no longer need or want the death benefit provided by such policy.</p>	
<p><b>19. If Suitability Form question F is marked "lifetime income rider," will the proposed Athene contract be replacing a contract with an income rider or a two-tiered annuity contract that provides an income payout?" If Suitability Form question F is NOT marked "lifetime income rider," please answer this question "No."</b></p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No <i>If yes, please complete the section below</i></p>	
<p><b>20. Age income will begin</b></p>	
<p><b>21. Replaced company's GUARANTEED annual income at age listed above</b> <i>Attach copy of Athene Illustration. Income start age must match question 20</i></p>	<p>\$</p>

**Will any portion of an income rider on the annuity being replaced be forfeited as part of the replacement?** - If an income rider is being forfeited, please complete the Income Rider Value and provide a detailed reason the income rider is no longer needed or wanted.

**22. If question 19 above is marked "No," will any portion of an income rider on the annuity being replaced be forfeited as part of the replacement? If question 19 above is marked "Yes," please answer this question "No."**

Yes  No *If yes, please complete the section below*

<b>23. Income Rider Value</b>	
	\$
<b>24. Please describe, in detail, what has changed since your current income rider was purchased such that the income provided by it is no longer needed or wanted.</b>	

**COMPLETE THIS SECTION IF QUESTION 3 IS MARKED "FIXED ANNUITY"** - If you chose "Fixed Annuity" as the type of contract being replaced, please provide the Current Fixed Rate.

**COMPLETE THIS SECTION IF QUESTION 3 IS MARKED "VARIABLE ANNUITY"** - If you chose "Variable Annuity" as the type of contract being replaced, please provide the Fixed Interest Rate and Total annual annuity fees/charges.

**25. COMPLETE THIS SECTION IF QUESTION 3 IS MARKED "FIXED ANNUITY"**

<b>Current Fixed Rate</b>		%	
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**26. COMPLETE THIS SECTION IF QUESTION 3 IS MARKED "VARIABLE ANNUITY"**

<b>Fixed Interest Rate</b>		%	
<b>Total annual annuity fees/charges</b>		%	

**Please list other features compared and considered, if any** - "None" or "N/A" are acceptable. If left blank, Athene will assume no additional features were considered

**Have you exchanged any annuities within the preceding 60 months?** - If "Yes", please provide a detailed explanation.

**28.** Please list other features compared and considered, if any. *None or N/A are acceptable. If left blank, Athene will assume no additional features were considered*

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**29.** Have you exchanged any annuities within the preceding 60 months? .....  Yes  No

If Yes, please explain

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Athene specializes in innovative high-value fixed annuities that help meet your clients' long-term financial goals. We see every day as an opportunity to set the bar even higher by providing training and sales support you can count on to grow your business.

A decision to recommend the purchase or exchange of an annuity should be based on a careful analysis of the information gathered from your client. By making sure your clients understand the features, benefits, risks and costs associated with the annuity, you can help ensure customer satisfaction and protect your business.

If you have questions regarding the suitability of an Athene product, please visit the Rules & Guidelines page on [Athene Connect](#) where you can find helpful information and additional tools for writing new business.

You may also contact your Athene sales partners. While we cannot make a suitability determination over the phone, we are happy to discuss each individual case and let you know of any questions or concerns we may have based on the information you share.

Athene Annuity and Life Company (61689), headquartered in West Des Moines, Iowa, and issuing annuities in 49 states (excluding NY) and D.C. is not undertaking to provide investment advice for any individual or in any individual situation, and therefore nothing in this should be read as investment advice.

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Not for use in FL or NY



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**We are Athene.** And we are relentless when it comes to creating an innovative portfolio of fixed annuities to meet your accumulation and retirement income needs.

At Athene, we see every day as a new opportunity to measure ourselves against the best – and then we don't stop until we've set the bar even higher. We stand ready to help you achieve more.