



## 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 in D.C.

**INVESTMENT AND INSURANCE PRODUCTS ARE:**

**• NOT INSURED BY THE FDIC OR ANY FEDERAL GOVERNMENT AGENCY • NOT A DEPOSIT OR OTHER OBLIGATION OF, OR GUARANTEED BY, THE BANK OR ANY BANK AFFILIATE • SUBJECT TO INVESTMENT RISKS, INCLUDING POSSIBLE LOSS OF THE PRINCIPAL AMOUNT INVESTED**

# 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, Minnesota 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

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 Contact** - Only select one.

**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."

**RED FLAG**

If "Fixed Indexed Annuity" is selected, please complete the rate comparison worksheet (form 22216).

**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).



## Product Comparison 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 owner to initial and date corrections or verbally acknowledge prior to Athene completing its review of the proposed replacement.**

<b>1. Owner Name</b>		
<b>PRODUCT SPECS AND FEATURES</b>	<b>REPLACED CONTRACT</b>	<b>PROPOSED CONTRACT</b> Athene Ascent <sup>SM</sup> Pro 7 Athene Ascent <sup>SM</sup> Pro 10 Athene Ascent <sup>SM</sup> Pro 10 Bonus Athene Ascent Income Rider automatically included at an additional charge
<b>2. Company Name</b>	Athene Annuity and Life Company	
<b>3. Type of Contract</b> <i>Check one</i> • If Fixed Indexed Annuity is selected, form 22216 is required • If Life Insurance is selected, question 25 is required	<input type="checkbox"/> Fixed Indexed Annuity (If selected, form 22216 is required) <input type="checkbox"/> Life Insurance <input type="checkbox"/> Fixed Annuity <input type="checkbox"/> Registered Index-Linked 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> <i>MM/DD/YYYY</i>		

**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** – Remaining years before all funds are out of the Surrender Charge Period. If out of Surrender, please indicate with a "0", "None", or "N/A".

If the Surrender Value is greater than the Accumulated Value, please provide a copy of the most recent statement showing these values.

**Question 11 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 12 Lump Sum Death Benefit Value** – Current lump sum death benefit value of the replaced contract.

**Question 13 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 14 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 15 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."

<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. If the Surrender Value is greater than the Accumulated Value, please provide a copy of the most recent statement showing these values.</i>	\$	
<b>10. Number of years remaining in Surrender Term</b>		Athene Ascent <sup>SM</sup> Pro 7 - 7 years Athene Ascent <sup>SM</sup> Pro 10 - 10 years Athene Ascent <sup>SM</sup> Pro 10 Bonus - 10 years
<b>11. Free Withdrawal Percentage</b>		10% Year 1; 10% After Year 1
<b>12. Lump Sum Death Benefit Value</b>	\$	
<b>13. 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>14. Lump Sum Death Benefit Rider Value</b> <i>If not applicable, please mark N/A</i>	\$	<input type="checkbox"/> N/A
<b>15. 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?

**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 Q is NOT marked "lifetime income rider," answer this question "No."** - If the reason you are purchasing this annuity is not marked "lifetime income rider" on suitability form Question Q, 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 Q 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.

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

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

<b>16. Is the producer who solicited the new Athene contract the same producer who solicited the contract or policy being replaced?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>17. Will the proposed Athene contract be replacing a contract with an income rider or a two-tiered annuity contract that provides an income payout?</b> <i>If suitability form question Q is NOT marked "lifetime income rider," answer this question "No."</i>	<input type="checkbox"/> Yes <input type="checkbox"/> No <i>If yes, please complete questions 18 and 19</i>
<b>18. Age income will begin</b>	
<b>19. Replaced company's GUARANTEED annual income at age listed above</b> <i>Attach a copy of the Athene illustration. Income start age must match question 18.</i>	\$

**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.

<p><b>20. Will any portion of an income rider on the annuity being replaced be forfeited as part of the replacement?</b>  <i>If question 17 above is marked "Yes," please answer this question "No."</i></p>	<p style="text-align: center;"><input type="checkbox"/> Yes <input type="checkbox"/> No  <i>If yes, please complete questions 21 and 22</i></p>
<p><b>21. Income Rider Value</b></p>	<p style="text-align: center;">\$</p>
<p><b>22. Please describe, in detail, what has changed since your current annuity with an income rider was purchased such that the income provided by it is no longer needed.</b></p>	

**Current Fixed Rate** - If replacing a variable annuity or registered index-linked annuity that does not have a fixed rate, select N/A.

If replacing a fixed indexed annuity that does not have a fixed rate, select N/A and provide the most recent statement or renewal letter showing no fixed option is available.

RED FLAG  
 If not applicable, "N/A" must be selected

**Total annual fees/charges** - If the contract being replaced does not have any fees or charges, select N/A.

<p><b>23. Current Fixed Rate</b>  <i>If replacing a variable annuity or registered index-linked annuity that does not have a fixed rate, select N/A.</i>   <i>If replacing a fixed indexed annuity that does not have a fixed rate, select N/A and provide the most recent statement or renewal letter showing no fixed option is available.</i></p>	<p style="text-align: center;"><input type="checkbox"/> N/A %</p>	
<p><b>24. Total annual fees/charges</b>  <i>If the contract being replaced does not have any fees or charges, select N/A</i></p>	<p style="text-align: center;"><input type="checkbox"/> N/A %</p>	

**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.

**Have you exchanged any annuities within the preceding 60 months?** - If "Yes", please provide the company name and contract type for each exchange.

<p><b>25. COMPLETE THIS SECTION IF REPLACING A LIFE INSURANCE POLICY</b></p>	
<p><b>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.</b></p>	
<p><b>26. Have you exchanged any annuities within the preceding 60 months?</b> ..... <input type="checkbox"/> Yes <input type="checkbox"/> No          If Yes, please explain</p>	
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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 in 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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Retirement is not just the end of a job. It's the beginning of a life you've worked, dreamed and planned for. Whatever excites you about your next move, annuities from Athene can help you take on the challenges you can't wait to face. An industry leader, we're driven by what drives you: the confidence to retire your way.