



ELCO MUTUAL
LIFE & ANNUITY



Guardian Eagle & SPIA

Agent Training Guide

Table of Contents

Definitions	- 2
Types of Annuities	- 3
Agent Expectations	- 3
Annuity Suitability	- 4
Needs Based Selling and Suitability Guidelines	- 6
Protection in Annuity Transactions	- 6
Obligations of Insurance Producers and Insurers to Determine Suitability	- 7
Guardian Eagle (Multi-Year Guaranteed Deferred Annuities)	- 8
General Information	- 8
Guardian Eagle 1 and 2	- 9
Guardian Eagle 4	- 10
Guardian Eagle 5	- 11
Guardian Eagle 10	- 12
Guardian Eagle Flex (Flexible Premium Deferred Annuities)	- 13
Additional Information About ELCO's Guardian Eagle Annuities	- 15
Settlement Options for the Guardian Eagle Products	- 15
Single Premium Immediate Annuities (SPIA)	- 16
Settlement Options for Immediate Annuities	- 16
Agent Delivery Requirements	- 17
Agent Acknowledgement	- 18

Definitions

Current Value:	The sum of all premiums, plus accrued interest, less the amount of any withdrawals.
Annuitant:	The person(s) whose life is used for the basis of the annuity, notably for annuitization. The owner and annuitant are usually the same person.
Annuitization:	The option to convert a deferred annuity into a fixed income stream. The current value of the contract can either be paid out over a fixed period or for the remainder of the annuitant's life.
Annuity:	A contract sold by an insurance company which can be used to generate an income stream or accumulate interest.
Beneficiary:	The recipient(s) of an annuity's value upon the death of the contract owner.
Premium:	Money used to fund an annuity.
Surrender Value:	The current value of the contract less any withdrawal charges for early termination.
Contract Owner:	The person or entity who owns rights to the contract. This person names the annuitant and beneficiary and may exercise the provisions of the contract.
Cost Basis:	The portion of the contract that is not subject to income taxation.
Tax-Deferral:	A concept that allows owners to postpone income taxation on earnings until the funds are withdrawn.
Market Value Adjustment (MVA):	A Market Value Adjustment (MVA) can be attached to a tax-deferred annuity that features fixed interest rate guarantees combined with an interest rate adjustment factor that can cause the actual crediting rates to increase or decrease in response to market conditions.
Current Crediting Interest Rate:	A non-guaranteed interest rate that is subject to change.
Rider:	An additional benefit which can be purchased and added to the base contract.
Death Benefit:	The payment made to the beneficiary upon the death of the owner.
Penalty-Free Withdrawal:	An allowance within the contract which permits owners to take a fixed percentage of the contract's principal during the withdrawal charge period without incurring a penalty.
Withdrawal Charge Period:	A duration of time in which contract owners are penalized for withdrawals in excess of the permitted amount.
Free-Look Period:	The period of time after a contract is delivered when the owner may cancel the policy without penalty.

Types of Annuities

Fixed Tax-Deferred Annuity:	A contract which credits a specific interest rate and accrues interest on a tax-deferred status. There are two overarching contract types for fixed products:
Single Premium:	An annuity purchased with a single payment. Once opened, most contracts do not allow for additional contributions to be made.
Flexible Premium:	An annuity that allows for additional contributions to be made after the contract is issued.
Multi-Year Guaranteed Annuity (MYGA):	A fixed tax-deferred annuity which guarantees a specific interest rate over the course of a predetermined term.
Immediate Annuity:	An annuity purchased with a single premium which returns the funds plus interest over a specific period of time.
Indexed Annuity:	An annuity which has interest rates directly tied to the performance of an index market, such as the S&P 500.
Variable Annuity:	An annuity that can gain or lose funds depending on the performance of an underlying stock portfolio.

Agent Expectations

Agents are expected to know the customer. The pertinent information to obtain includes: age, annual income, financial needs and objectives, source of funds, financial experience, intended use, existing assets, liquidity needs, net worth, risk tolerance, tax status.

Agents are expected to know the product. Understanding all facets of the policy in order to educate the consumer is the top priority: Policy features, tax benefits, tax penalties, annuitization options, death benefits, living benefits, liquidity options, surrender period, surrender charge schedule, maturity vs. surrender period, expenses and fees (if any), limitations on returns.

Agents are expected to know the suitability. Will the consumer benefit from the purchase or exchange? Will they incur new surrender charges? Will they be subject to a new surrender schedule? Will they lose existing benefits? Does the consumer's investment objective match the product features? Have they had an exchange or replacement within the past 36 months?

Annuity Suitability

Four Hour Annuity Course

Needs Based Selling and Suitability Guidelines

Performing a needs-based analysis helps ensure your clients get the appropriate product for their unique financial situation.

Determining the suitability of a product for a client is the most important service you can offer them as a trusted resource. Evaluating suitability is a crucial part of the sales process as it not only helps you gain a better understanding of their financial situation, but also helps protect you. To understand whether a product is suitable or not will all depend on their financial history, their current situation, and the overall problem they are looking to solve.

Most states have passed new regulations and now require producers to complete suitability documentation. The regulations generally require you to provide specific reasons as to why the recommendation you are making is suitable for your client, based on the information you've received.

To address your client's needs and meet suitability requirements for annuities, we recommend:

- 1. Collecting Information:** Gather as much information about the client as possible. After acquiring basic information such as their age, collect more data to help build a complete understanding of their financial situation. Some key points to look for are:
 - Assets.
 - Liabilities.
 - Net worth.
 - Employment information.
 - Martial status and children.
 - Other life and annuity products currently held.
 - Financial objectives.
 - And more (described in a later section).
- 2. Educating Clients:** Teaching your clients about the financial services industry and the product they are interested in purchasing is essential. Make sure they understand the benefits and drawbacks of the contract. Some common topics to cover are:
 - The duration of withdrawal charges and how they work.
 - The guarantees of the contract.
 - Any fees associated with the product (policy fees).
 - In regards to annuities, tax-deferral versus income tax free.
- 3. Using State-Required Forms:** You can use the forms provided by the insurer to acquire a majority of the information you need to make an informed recommendation. And, using these forms helps ensure a smoother sales process.
- 4. Avoid Over Selling:** Emphasizing one feature of the product and ignoring potential drawbacks can create a negative situation for the agent, the client, and the home office.
- 5. Providing Plenty of Follow Ups:** Following up with your clients not only provides many new opportunities, but also helps you stay informed about any significant changes in their financial situation.

Protection in Annuity Transactions

Over the past several years, the NAIC has established model regulations to better protect annuity consumers from unsuitable sales and abusive sales and marketing practices. These model regulations initially set forth standards and procedures for making recommendations to senior consumers that result in a transaction involving annuity products. The model regulations later evolved to cover all consumers.

The standards and procedures help assure that an insurance producer appropriately addresses the insurance needs and financial objectives of consumers at the time of the transaction. Specifically, the NAIC regulations:

1. Hold insurers responsible for ensuring that annuity transactions are suitable by establishing a system to supervise agents' recommendations to consumers.
2. Require that agents be trained on the provisions of the annuities in general and the specific products you are selling.

ELCO Mutual Life & Annuity reviews each application and suitability form to assure that the transaction is in the applicant's best interest. Based on the facts entered on the suitability form by the applicant as to their financial situation, needs, investments and other products, the insurance producer and insurer must have reasonable grounds for believing that the annuity recommendation is suitable for the consumer.

Obligations of Insurance Producers and Insurers to Determine Suitability

Prior to offering an annuity, an insurer or producer must obtain the consumer's suitability information. Suitability information is defined as any information used to determine the suitability of a recommendation. There are many forms of suitability information, including the following:

- Age of the annuitant and owner.
- Current gross and net income.
- Total amount of liquid assets.
- Financial needs driving the purchase of the annuity.
- What is the intended use? Growth? Income?
- Financial history of the proposed owner.
- Long-term objectives of the proposed owner.
- The need for liquidity.
- Risk tolerance for financial products.
- The ability to take risk.
- Current tax situation of the owner.
- Other annuities or life insurance products currently in force.
- Determining if this contract is a replacement.

By having the applicant complete the Suitability Form, the applicant and you agree that the proposed annuity is suitable for their financial needs and objectives. Request any other pertinent information that may apply to the annuity purchase or exchange. Explain the advantages and disadvantages of purchasing an ELCO annuity clearly.

We ask that you continue to follow the laws of the state where you conduct business. If you have questions regarding the suitability of an annuity, please contact the Agency Department, at 888-240-3351.

Guardian Eagle (Multi-Year Guaranteed Deferred Annuities)

General Information

Application Form: App. SPD11 must be used and accompanied by Sales Disclosure Form: ASDMYG-17, Annuity Sale Suitability Disclosure Form: ASCD and the IRS's Form: W9 (per applicant/owner).

Other forms that may be required are as follows:

- IRA/IRA Roth Fact Sheet
- Community Property Form
- Trust Disclosure Form
- Power of Attorney/Guardianship
- A Letter of Instruction
- The 59 ½ Rule Letter
- Replacement Forms (see details in the next bullet point)
 - Make sure to answer the replacement questions correctly on the application (section 6) and if checked “YES”, identify the existing policies in the space provided. If replacement of another policy is involved, the application must be accompanied by a replacement form.
- The annuitant and the owner on an IRA contract must be the same person.
- If the owner is required to take a Required Minimum Distribution (RMD), it is advised they take it before the funds are sent to ELCO.
- All Guardian Eagle products can be issued on a non-qualified or a tax-qualified basis. Roth IRAs are also available on all contracts if an inception date is provided.
- The annuitant and the owner for a non-qualified contract are generally one and the same, unless the policy is to be owned by a trust (the applicants must be the grantors of the trust).
- We allow co-annuitants and co-owners. However, they must be spouses. We will not allow co-annuitants and single ownership.
- Almost all Guardian Eagle contracts are available up to age 90. The 10-year term is only available until age 85.
- The minimum premium is 1) \$20,000 for qualified and non-qualified on one-year business and 2) \$10,000 for qualified and non-qualified on all other terms.
- The maximum premium per family is \$500,000 for 1-5-year terms.
- The maximum premium per family for the 10-year term is \$1,000,000.
- These contracts are purchased with a single premium. However, additional contributions can be made within the first 90 days after the contract's effective date.
- All Guardian Eagle annuities are issued at age-nearest-birthday.
- Full account value will be paid at death. There are no Market Value Adjustments (MVAs) or hidden fees.
- Please note that various states require specific forms. These items are located on ELCO's website within the agent portal.
- A total or partial withdrawal of the current value of the contract before the end of its guaranteed term will incur withdrawal charges.

Guardian Eagle 1, 2, and 3 (Policy Forms: ICC19-MYGA1-19, ICC19-MYGA2-19, & ICC19-MYGA3-19)**Guaranteed Term**

- The Guardian Eagle 1, 2, and 3 offer a fixed, guaranteed interest rate for their respective terms.

Liquidity Features

- Earned interest, which may be withdrawn free of charge via scheduled payments or individual request(s).
- A single penalty free withdrawal of up to 15% of the remaining principal is allowed once per contract year after the first contract year. (This in addition to free withdrawals of earned interest.)
- Withdrawal charges will be waived if the funds are used to purchase:
 - An immediate annuity with a period that either meets or exceeds the withdrawal penalty period of the contract.

Other Options (these options must be chosen within 30 days following the original 1, 2, and 3-year period.)

- The owner may choose to annuitize and take an income stream for life, a fixed period, or for life with a guaranteed period of payments. Benefits will vary depending on the option selected.
- The owner may choose to take the current value in the form of a check or a transfer to another financial institution.
- The owner may choose to take a portion of the current value and leave the remaining balance of funds with ELCO. The minimum amount required to keep a contract in-force with this option is \$20,000 on one-year business and \$10,000 on two and three-year business.
- The owner may exchange an existing contract for a new contract. No reporting will be done to the IRS and no IRS form 1099 will be issued until a withdrawal is made. This process requires the writing of a new application.
- Continuation Option: Owners of the 1, 2, and 3-year contracts can continue their guaranteed term as a five-year deferred annuity at the original 1, 2, and 3-year guaranteed rate at the time of purchase. Once the contract reaches the end of its initial guaranteed period, the owner has a 30-day window to exercise one of the three options:
 - Withdrawal the funds without penalty.
 - Transferring the annuity into a brand new contract at the then current rate.
 - Elect the continuation option, which allows contract owners to extend the guaranteed term and interest rate for the remainder of four or three years, respectively. The continuation rate is determined at the time of issue and can be located on the sales disclosure page.

Withdrawal Penalty Period

Guaranteed Term	Contract Year											
	1	2	3	4	5	6	7	8	9	10	11+	
1 Year	5%	— 0%	→									→
2 Year	5%	4%	— 0%	→								→
3 Year	5%	4%	3%	— 0%	→							→

Guardian Eagle 4 (Policy Form ICC19-MYGA4-19)**Guaranteed Term**

- The Guardian Eagle 4 provides its owner with a fixed, guaranteed rate for four years.

Liquidity Features

- Earned interest, which may be withdrawn free of charge via scheduled payments or individual request(s).
- A single penalty free withdrawal of up to 15% of the remaining principal is allowed once per contract year after the first contract year. (This in addition to free withdrawals of earned interest.)
- Withdrawal charges will be waived if the funds are used to purchase:
 - An immediate annuity with payments for life.
 - An immediate annuity with a fixed period that either meets or exceeds the withdrawal penalty period of the contract.

Other Options

- The owner may choose to annuitize and take an income stream for life, a fixed period, or for life with a guaranteed period of payments. Benefits will vary depending on the option selected.
- The owner may choose to take the current value in the form of a check or a transfer to another financial institution.
- The owner may choose to take a portion of the current value and leave the remaining balance of funds with ELCO. The minimum amount required to keep a contract in-force with this option is \$10,000.
- The owner may exchange an existing contract for a new contract. No reporting will be done to the IRS and no IRS form 1099 will be issued until a withdrawal is made. This process requires the writing of a new application.

Withdrawal Penalty Period

Guaranteed Term	Contract Year											
	1	2	3	4	5	6	7	8	9	10	11+	
4 Year	5%	4%	3%	2%	0%	→						

Guardian Eagle 5 (Policy Form ICC19-MYGA5-19)**Guaranteed Term**

- The Guardian Eagle 5 provides its owner with a fixed, guaranteed rate for five years.

Liquidity Features

- Earned interest, which may be withdrawn free of charge via scheduled payments or individual request(s).
- A single penalty free withdrawal of up to 15% of the remaining principal is allowed once per contract year after the first contract year. (This in addition to free withdrawals of earned interest.)
- Withdrawal charges will be waived if the funds are used to purchase:
 - An immediate annuity with payments for life.
 - An immediate annuity with a fixed period that either meets or exceeds the withdrawal penalty period of the contract.

Other Options

- The owner may choose to annuitize and take an income stream for life, a fixed period, or for life with a guaranteed period of payments. Benefits will vary depending on the option selected.
- The owner may choose to take the current value in the form of a check or a transfer to another financial institution.
- The owner may choose to take a portion of the current value and leave the remaining balance of funds with ELCO. The minimum amount required to keep a contract in-force with this option is \$10,000.
- The owner may exchange an existing contract for a new contract. No reporting will be done to the IRS and no IRS form 1099 will be issued until a withdrawal is made. This process requires the writing of a new application.

Withdrawal Penalty Period

Guaranteed Term	Contract Year											
	1	2	3	4	5	6	7	8	9	10	11+	
5 Year	5%	4%	3%	2%	1%	-0%	→					

Guardian Eagle 10 (Policy Form ICC19-MYGA9-19)**Guaranteed Term**

- The Guardian Eagle 10 provides its owner with a fixed, guaranteed rate for five years.

Liquidity Features

- Earned interest, which may be withdrawn free of charge via scheduled payments or individual request(s).
- A single penalty free withdrawal of up to 15% of the remaining principal is allowed once per contract year. (This in addition to free withdrawals of earned interest.)
- Withdrawal charges will be waived if the funds are used to purchase:
 - An immediate annuity with payments for life.
 - An immediate annuity with a fixed period that either meets or exceeds the withdrawal penalty period of the contract.

Other Options

- The owner may choose to annuitize and take an income stream for life, a fixed period, or for life with a guaranteed period of payments. Benefits will vary depending on the option selected.
- The owner may choose to take the current value in the form of a check or a transfer to another financial institution.
- The owner may choose to take a portion of the current value and leave the remaining balance of funds with ELCO. The minimum amount required to keep a contract in-force with this option is \$10,000.
- The owner may exchange an existing contract for a new contract. No reporting will be done to the IRS and no IRS form 1099 will be issued until a withdrawal is made. This process requires the writing of a new application.

Withdrawal Penalty Period

Guaranteed Term	Contract Year										
	1	2	3	4	5	6	7	8	9	10	11+
10 Year	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%	→

Guardian Eagle Flex (Flexible Premium Deferred Annuities) (Policy Form: FPA16)**General Information**

Application Form: App. FPA16 must be used and accompanied by Sales Disclosure Form: ASDFPA-16, Annuity Sale Suitability Disclosure Form: ASD and the IRS's Form: W9 (per applicant/owner).

Other forms that may be required are as follows:

- IRA/IRA Roth Fact Sheet
- Community Property Form
- Trust Disclosure Form
- Power of Attorney/Guardianship
- A Letter of Instruction
- The 59 ½ Rule Letter
- Replacement Forms (see details in the next bullet point)
 - Make sure to answer the replacement questions correctly on the application (section 6) and if checked "YES", identify the existing policies in the space provided. If replacement of another policy is involved, the application must be accompanied by a replacement form. {Danette}
- The annuitant and the owner on an IRA contract must be the same person.
- If the owner is required to take a Required Minimum Distribution (RMD), it is advised they take it before the funds are sent to ELCO.
- All Guardian Eagle products can be issued on a non-qualified or a tax-qualified basis. Roth IRAs are also available on all contracts if an inception date is provided.
- The annuitant and the owner for a non-qualified contract are generally one and the same, unless the policy is to be owned by a trust (the applicants must be the grantors of the trust).
- We allow co-annuitants and co-owners. However, they must be spouses. We will not allow co-annuitants and single ownership.
- The minimum contribution amount is \$100.
- The maximum contribution allowance per year is \$100,000.
- The Guardian Eagle Flex is available until age 90.
- All Guardian Eagle annuities are issued at age-nearest-birthday.
- Full account value will be paid at death. There are no Market Value Adjustments (MVAs) or hidden fees.
- Please note that various states require specific forms. These items are located on ELCO's website within the agent portal.
- A total or partial withdrawal of the current value of the contract before the end of its withdrawal penalty period will incur withdrawal charges.

Guaranteed Term

There is no guaranteed term for this product. The Guardian Eagle Flex offers a current crediting interest rate that can vary at any time. However, each contract has a guaranteed minimum interest rate.

While the Guardian Eagle Flex does not have a guaranteed term, it does possess a five-year withdrawal charge period from the time of issue.

Liquidity Features

- Earned interest, which may be withdrawn free of charge via scheduled payments or individual request(s).
- A single penalty free withdrawal of up to 15% of the remaining principal is allowed once per contract year after the first contract year. (This in addition to free withdrawals of earned interest.)
- Withdrawal charges will be waived if the funds are used to purchase:
 - An immediate annuity with payments for life from ELCO.
 - An immediate annuity with a fixed period that either meets or exceeds the withdrawal penalty period of the contract from ELCO.

Other Options

- The owner may choose to annuitize and take an income stream for life, a fixed period, or for life with a guaranteed period of payments. Benefits will vary depending on the option selected.
- The owner may choose to take the current value in the form of a check or a transfer to another financial institution.
- The owner may choose to take a portion of the current value and leave the remaining balance of funds with ELCO. The minimum amount required to keep a contract in-force with this option is \$10,000.

Withdrawal Penalty Period

	Contract Year						
Term	1	2	3	4	5	6	7+
Flexible	5%	5%	5%	5%	1%	→ 0% →	

Waiver of Withdrawal Charges Upon Qualifying Hardship Events

1. **Nursing Home:** Clients may request, by written notice to ELCO, to make a full surrender or partial withdrawals and we will waive the withdrawal charge if the contract was: (1) purchased prior to the owner's 76th birthday; and (2) the contract has been in force for at least one year; and (3) confinement begins after the date of issue and continues for 90 consecutive days; and (4) the owner has owned the contract continuously since the date of issue.
2. **Terminal Illness:** Clients may request, by written notice to ELCO, to make a full surrender or partial withdrawals and we will waive the withdrawal charge if the clients have been the owner of the contract continuously since the contract date of issue and the owner becomes terminally ill (which shall mean one or both of the following qualifying events):
 1. Any medical conditions which a physician certifies has reduced the owner's expected life span to nine (9) months or less; or

2. The owner is diagnosed with a Heart Attack, Stroke, or Life-Threatening Cancer after this contract was purchased and has been in force for at least one year and the owner is not older than age 70. The owner must provide proof of such terminal illness. Such proof shall include, but not be limited to certification by a licensed physician who: (1) has examined the owner and is qualified to provide such certification; and (2) is neither the owner nor a member of the owner's family. Such certification shall also state that the terminal illness was diagnosed after the contract date of issue. We reserve the right to require a second opinion and to have the owner examined by a licensed physician of our choosing and at our expense and such second opinion shall be the basis for determining proof.
3. Rejection of Waiver. If we reject the request for the waiver of withdrawal charges due to insufficient proof of a qualifying event, the funds requested for withdrawal (the "Withdrawal Proceeds") will not be disbursed until the owner is notified of the denial and provided with the opportunity to accept or reject the Withdrawal Proceeds, including any withdrawal charges.
4. Termination of Waiver. Termination of the waiver benefit will be upon the written request from the owner or upon termination of the contract. The termination of the waiver benefit shall not prejudice the waiver of any surrender charge while the waiver benefit was in force.

Additional Information About ELCO's Guardian Eagle Annuities

Settlement Options for the Guardian Eagle Products

A death benefit will be payable if the owner dies before the Annuity Date and while the policy is in force. If Co-Owners exist, the death benefit will be paid at the death of the second co-owner. The death benefit will be payable upon receipt of: proof of death, one of our company's death claim forms, and the policy (if available). We will also need to receive information about the method of payment chosen by the beneficiary.

The death benefit amount is equal to the net policy value as of the date of death. It may be reduced by any applicable taxes that are due.

Maturity Date Information

- The Maturity date is shown on the Schedule Page in the contract.
- The Maturity date is established in relation to the withdrawal charge period for internal accounting purposes to maximize the interest payout rate and protect the deferral of taxes for the client.
- The maturity date has no binding effect on the annuitant. The owner can change it at any time following the expiration of the withdrawal charge period or extend the maturity date prior to the end of the withdrawal charge period.
- The owner can receive the complete proceeds, without penalty, any time after the surrender charge period has expired.
- The annuitant is not obligated to begin payments on the maturity date and can defer the start date to any date they select with written notice.

Single Premium Immediate Annuities (SPIA)

A SPIA is takes a lump sum, applies interest, and then distributes the proceeds of the contract over a period of time. Often, SPIAs are used in situations where a client requires an income stream. Some key facts regarding these contracts are:

- No additional premiums are allowed.
- The first payment to the client is can be made at the time of issue or after the specified first payment date.
- The minimum monthly payment is \$50 per month.
- Interest rates are determined at time of issue.

Options Available:

1. **Life Only:** Payments are made to the annuitant during his/her life time only. Upon death no further payments are made.
2. **Fixed Period:** Payments are made for a specific period of time – from 5 to 30 years. If death of the annuitant occurs within this time period, future payments continue to the beneficiary.
3. **Life Certain:** Payments are made to the annuitant for his lifetime and if he passes away before the certain period expires (5 to 30 years maximum), payment to complete the period certain are made to the beneficiary.

Settlement Options for Immediate Annuities

The normal claim procedure on fixed benefit immediate annuities is for the beneficiary(s) to receive continued payment until the end of the fixed term. Some ELCO immediate annuities allow beneficiaries to receive a lump sum payment. This is a commuted payment based on the net present value of the future monthly payments based on a 6% annual discounted rate. This is not a 6% charge, but a 6% annual discount rate applied to each of the remaining payments. While this does provide a lesser amount to the beneficiary(s), the benefit to them is the ability to receive all the funds immediately, opposed to having to wait until the contract finishes its payout phase.

Agent Delivery Requirements

- All annuity contracts should be delivered to the owner within 10 days of the agent's receipt of the policy.
- A delivery receipt accompanies each policy, which must be signed by the owner.
- Any amendments should be signed by the contract's owner and witnessed by the agent.
- Signed delivery receipts and any amendments should be returned to the home office by fax, email or mail.
- No immediate annuity payments will begin until all delivery requirements are received.

Right to Cancel

- The owner may cancel this contract before midnight of the 30th day following the date of its receipt.
- Cancellation shall be accomplished by mailing a written notice to us or our authorized agent.
- Returning the contract is required. Giving the notice or returning this contract by mail is effective on being postmarked and properly addressed with prepaid postage. The money will be returned within 10 days from the date of receipt at the home office.

Misstatements

Any misstatements made in this training material, are purely unintentional. If any conflict between this document and ELCO's contract exist, the contract will govern over any dispute.

AGENT ACKNOWLEDGEMENT

(Annuity)

ELCO Mutual Life & Annuity requires a written acknowledgement by its agents that they have received, reviewed, and have a clear understanding of these Annuity Product Specific Training materials.

As an insurance producer, my signature below acknowledges that:

- ELCO Mutual Life & Annuity has provided me with Product Specific Training regarding their annuity products and that I have read the materials and have a clear understanding of them.
- The Product Specific Training is unrelated to any Annuity Products Course which may be required by any state in which I am licensed and sell annuities.
- If I am required under any state regulation to obtain any Insurance Department approved continuing education or other state required annuity products, I have fulfilled this requirement.
- I must provide proof of my completion of any state required Annuity Products Course for ELCO Mutual Life & Annuity's records prior to submitting an annuity application to them.

Therefore, I hereby certify that I have obtained and reviewed the required Product Specific Training from ELCO Mutual Life & Annuity as provided to me personally by their Agency Department via pdf document.

Complete the signature area below.

Agent (printed name): _____ Date: _____

Agent's Signature: _____

Agent Number: _____ (Pending if Agent Code has not been assigned.)

Return this page by fax: 1-224-552-1321 or email: agency@elcomutual.com.

*ELCO Mutual Life and Annuity's Guardian Eagle & SPIA Agent Training Guide does **NOT** replace any state required training course.*

For agent information only. Not intended for solicitation or advertising to the public. The content of this training document does not supersede actual policy terms or conditions.