

Important Statement & Notice Regarding Replacement of Life Insurance or Annuities



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This document must be signed by the applicant and the Association Membership representative.

When Does a Replacement Occur?

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on an existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, otherwise terminated or used in a 1035 exchange.

Things to Consider When Replacing:

You should carefully consider whether a replacement is in your best interests. You may pay acquisition costs and there may be surrender costs deducted from your old policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost.

The decision to replace your policy may be an excellent choice or it may not be in your best interest. 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 representative 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 may want to consider discussing with your representative and tax advisor, as appropriate, the premiums, policy values, surrender charges, interest rate guarantees and tax consequences of this replacement to determine whether the replacement makes sense.

We will be notifying your existing company that you may be replacing their policy.

(Owner's Name)

(Owner's Signature)

(Date)

(Representative's Signature)

Spousal Consent for Community Property States: If the Owner is a resident of Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington or Wisconsin, spousal consent is required unless the Owner has no legal spouse.

(Spouse Name)

(Spouse Signature)

(Social Security Number)

(Date)

(Signature of Witness)