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ANNUITY SUPPLY ORDER FORM

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| City: | | | | | | State: | | Zip Code: |
| Qty | Form No. | Description | Qty | Form No. | Description | Qty | Form No. | Description |
| Fixed Annuity Applications | | | Jefferson Pilot Classic (con't) | | | Jefferson Pilot OptiPoint® (con't) | | |
| | BJF-05650 | Most States | | FA-04521 | Classic 5 & 7 Disclosure - Most States | | FA-03877 | OptiPoint Disclosure - Most States |
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| | BJ- | State replacement forms (insert state) | | FA-04553 | Classic 5, 7 & 10 State Variations Supplement | | | JPF Opti 10-WA |
| | BJ- | State replacement forms (insert state) | | | | | FA-04812 | Opti 10-WA Client Brochure |
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| Jefferson Pilot OptiChoiceSM | | | | FA-04528 | Classic Flex 12 Facts-At-A-Glance | | | |
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Note: If any sales materials are to be used in association with a Financial Institution please order Bank Disclosure Stickers, FA-00915.

For NY marketing materials refer to FA-0080.

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| Qty | Form No. | Description | Qty | Form No. | Description | Qty | Form No. | Description | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| TSA Forms | | | Service Forms | | | Complete Marketing Kits [Contains all state specific materials, including application & replacement form(s)] Please indicate which state(s) your kit is needed for <table border="1"> <thead> <tr> <th>Qty</th> <th>State</th> <th>Form No.</th> <th>Description</th> </tr> <tr> <th>10</th> <th>NC, GA, VA, SC</th> <th>Example</th> <th>Product Name</th> </tr> </thead> <tbody> <tr><td></td><td></td><td>FA-05301</td><td>OptiChoice</td></tr> <tr><td></td><td></td><td>FA-05301</td><td>OptiChoice</td></tr> <tr><td></td><td></td><td>FA-05301</td><td>OptiChoice</td></tr> <tr><td></td><td></td><td>FA-03457</td><td>New Directions</td></tr> <tr><td></td><td></td><td>FA-03457</td><td>New Directions</td></tr> <tr><td></td><td></td><td>FA-03457</td><td>New Directions</td></tr> <tr><td></td><td></td><td>FA-03873</td><td>OptiPoint</td></tr> <tr><td></td><td></td><td>FA-03873</td><td>OptiPoint</td></tr> <tr><td></td><td></td><td>FA-03873</td><td>OptiPoint</td></tr> <tr><td></td><td></td><td>FA-04506</td><td>Insured Income SPIA</td></tr> <tr><td></td><td></td><td>FA-04506</td><td>Insured Income SPIA</td></tr> <tr><td></td><td></td><td>FA-04506</td><td>Insured Income SPIA</td></tr> <tr><td></td><td></td><td>FA-04516</td><td>Classic</td></tr> <tr><td></td><td></td><td>FA-04516</td><td>Classic</td></tr> <tr><td></td><td></td><td>FA-04516</td><td>Classic</td></tr> <tr><td></td><td></td><td>FA-04645</td><td>Classic Flex</td></tr> <tr><td></td><td></td><td>FA-04645</td><td>Classic Flex</td></tr> <tr><td></td><td></td><td>FA-04645</td><td>Classic Flex</td></tr> <tr><td></td><td></td><td>FA-04825</td><td>OptiPro</td></tr> <tr><td></td><td></td><td>FA-04825</td><td>OptiPro</td></tr> <tr><td></td><td></td><td>FA-04825</td><td>OptiPro</td></tr> </tbody> </table> | | | Qty | State | Form No. | Description | 10 | NC, GA, VA, SC | Example | Product Name | | | FA-05301 | OptiChoice | | | FA-05301 | OptiChoice | | | FA-05301 | OptiChoice | | | FA-03457 | New Directions | | | FA-03457 | New Directions | | | FA-03457 | New Directions | | | FA-03873 | OptiPoint | | | FA-03873 | OptiPoint | | | FA-03873 | OptiPoint | | | FA-04506 | Insured Income SPIA | | | FA-04506 | Insured Income SPIA | | | FA-04506 | Insured Income SPIA | | | FA-04516 | Classic | | | FA-04516 | Classic | | | FA-04516 | Classic | | | FA-04645 | Classic Flex | | | FA-04645 | Classic Flex | | | FA-04645 | Classic Flex | | | FA-04825 | OptiPro | | | FA-04825 | OptiPro | | | FA-04825 | OptiPro |
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| 10 | NC, GA, VA, SC | Example | Product Name | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | FA-04960 | TX - TSA Uniform Disclosure - Pro 7 | | FA-0024 | Systematic Withdrawal Form | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04963 | Instructions For Completion - OptiPro | | FA-0025 | Non-Qualified Transfer Form | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05569 | OptiPro TSA Loan Summary | | FA-0026 | Physician's Cert - Nursing Home Waiver | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05460 | TX - TSA Uniform Disclosure - OptiChoice 5 | | FA-04502 | Annuity Suitability Statement - AR, CO, CT, FL, ID, KS, OK, RI, UT, WI only | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05461 | TX - TSA Uniform Disclosure - OptiChoice 7 | | | Miscellaneous | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05462 | TX - TSA Uniform Disclosure - OptiChoice 9 | | BJ-7734 | Annuity Supply Order Form | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05463 | Instructions For Completion - OptiChoice | | FA-0052 | Annuity Applications & State Specific Form | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-05570 | OptiChoice TSA Loan Summary | | FA-0054 | Product Availability | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04680 | TX - TSA Uniform Disclosure - Classic 5 | | FA-0067 | Products-At-A-Glance | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04681 | TX - TSA Uniform Disclosure - Classic 7 | | FA-00119 | Interest Rate Sheet | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04682 | TX - TSA Uniform Disclosure - Classic 10 | | FA-00915 | Bank Disclosure Stickers (3.25 x 0.75) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04658 | TSA Loan Summary - Classic Flex | | FA-05000 | Indexed Annuity Rate Lock Procedures | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04683 | TX - TSA Uniform Disclosure - Classic Flex 8 | | FA-05041 | SPIA Rate Lock Procedures | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-04784 | Instructions For Completion - Classic Series | | FA-05042 | Fixed Annuity Rate Lock Procedures | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | Tax Qualified Transfer/Rollover & Misc | | AJ-02405 Kit A | Financial Chapters Kit | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | BJ-00922 | IRA Questions & Answers Brochure | | SP-02167 | Excellence in Ratings - Jefferson-Pilot Life | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-0002 | Required Minimum Distribution Request | | SP-96 | Social Security Brochure | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-0028 | Transfer/Rollover Form | | SP-973 | IMSA Brochure | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | FA-0055 | SEP Brochure | | | Life Portraits Illustration Software | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | SP-949 | Roth Conversion Form | | BJ-04724 | Annuity Buyer's Guide - UT only | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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For NY marketing materials refer to FA-0080.

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