



**H. BECK, INC.**  
 Member FINRA, SIPC  
 11140 Rockville Pike, 4th Floor, Rockville, MD 20852  
 Phone: 301-230-1602 Fax: 301-231-5505

## VARIABLE LIFE DISCLOSURE AND SUITABILITY STATEMENT

### Client Information

**Account Registration:** \_\_\_\_\_  
**SSN/TIN:** \_\_\_\_\_  
 Name of Insurance Company: \_\_\_\_\_ Name of Product: \_\_\_\_\_  
 Policy Face Amount: \$ \_\_\_\_\_

### Cost Analysis of Investment

Annual Expenses:  
 Target Premium Payment \$ \_\_\_\_\_

### Initial Sub-Account Allocation

Equities \_\_\_%      Fixed Income \_\_\_%      Cash Equivalents \_\_\_%

### Source of Funds for Investment

Cash     Investment: \_\_\_\_\_  
*(Type of Investment)*      *(Product Name)*

### Concentration of Illiquid Assets

	<i>Column A</i>	<i>Column B</i>
<b>Current Variable Life Purchase :</b>	\$ _____	
Existing Annuities <i>(subject to surrender charge)</i>	\$ _____	
Existing DPP & Non-Traded REITs <i>(cost basis)</i>	\$ _____	
Other Existing Illiquid Assets	\$ _____	
<b>TOTAL Illiquid Assets:</b>	<b>\$ _____</b>	

**Adjusted Net Worth** *(less home, furnishings & autos):* \$ \_\_\_\_\_

**Concentration of Illiquid Assets** *(Total Column A / Column B):* \_\_\_\_\_ %

Account Registration: \_\_\_\_\_ SSN/TIN: \_\_\_\_\_

**Client Representations**

By purchasing a variable life insurance policy with an investment component, you are representing you understand the following:

1. Variable Life Products are considered to be a long-term investment.
2. There may be a substantial penalty (surrender fee) for early withdrawal, unless the investment is held for a specific number of years.
3. Withdrawal of earnings prior to age 59 ½ may result in significant tax consequences.
4. A prospectus has been provided describing the various features of this particular investment, including sub account investment options, withdrawal limitations, policy lapse provisions, death benefits, mortality and expense charges, loan processing fees, applicable contingent deferred sales charges, and other charges and fees including sales compensation.
5. Proceeds for this investment are not necessary to meet my immediate liquidity needs.
6. This investment is consistent with my financial needs and situation.
7. Sub-account allocations selected are subject to fluctuations in the market, which could result in a loss of premiums contributed. Further, past performance is not indicative of future results.
8. Assets within a qualified retirement plan allow for the tax-deferral of earnings; therefore, the same tax-deferral feature applicable to Variable Life Products provides no additional tax benefits. The recommendation of this investment for my Tax-Qualified Retirement Plan was supported by benefits other than the tax-deferral feature.
9. Variable Life Insurance Financing, if utilized, allows money from a separate variable policy to pay the premiums of the new policy. Loans, cash withdrawals, and negative market performance of sub-accounts could result in a cash shortage causing the loss of both policies from an inability to make the premium payments.
10. In making this investment decision a variety of factors, including surrender and insurance charges, surrender period, potential tax penalty components, mortality and expense fees, charges for and features of enhanced riders if any, and investment management of the sub-accounts were thoroughly reviewed with me by the representative prior to my purchase of this investment.

**Client Acknowledgement**

I acknowledge receiving a copy of this Statement and the product prospectus. By signing below, I believe that based on my review of the prospectus and considering my prior investment experience and objectives, this investment is consistent with my financial goals.

\_\_\_\_\_  
Client Signature

\_\_\_\_\_  
Print Client Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Joint Client Signature

\_\_\_\_\_  
Print Client Name

\_\_\_\_\_  
Date

## Registered Representative Report

Account Registration: \_\_\_\_\_ SSN/TIN: \_\_\_\_\_

### Registered Representative Acknowledgement

\_\_\_\_\_  
Registered Representative Signature      Rep #      Print Name      Date

By signing above, I represent that I have a reasonable basis to believe that the product being purchased by the client as a whole, the sub-accounts or investment style selected and riders and is suitable based on, among other things, the client's stated financial situation, investment objectives, risk tolerance and needs.

Illustration Attached:     Yes     No (explain)

Note: *The client must sign the Client Illustration, which must include a 0% guarantee rate of return and may not illustrate a rate of return greater than 8%.*

Comments: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Home Office/OSJ Use Only

#### Supervising Principal Review

A Supervising Principal must review the purchase if any of the factors below apply.

- Hypothetical illustration greater than 8%
- Client is 75 years or older
- Annual Income is less than \$30,000
- Other Sales Principal Concerns