Client Profile - Fixed Annuity

The Variable Annuity Life Insurance Company (VALIC)

Houston, Texas

Including Fixed Deferred Annuity, Single Premium Immediate Annuity (SPIA) and Deferred Income Annuity (DIA)

Instructions:

- Complete this form if the contract owner is an individual.
- This form should be completed using the contract owner's information.
- · Check that all questions are answered completely and accurately.
- This form must be completed, signed, and dated in order to consider your application.
- · Corrections or updates to information on this form must be initialed by the client.

Incomplete forms will delay processing. Do not leave any questions blank. All responses must be legible.

If any information provided changes before the contract is issued, you must provide notice to VALIC. A change in information may require an explanation and further review by VALIC. You may be asked to verify the accuracy of the information on this form. Please be aware, VALIC may decline to issue an annuity contract based on the suitability information provided on this form.

1. CLIENT PROFILE INFORMATION						
a. Owner's Name:						
Date of Birth (DOB):						
b. Joint Owner's Name (if applicable):						
Date of Birth (DOB):						
c. Please indicate your experience level with financial, insurance, or investment products: □ None □ Limited □ Moderate □ Extensive						
 d. What is your risk profile with respect to the purchase of this annuity? (check one) Conservative I prefer little to no market risk. Moderate I am willing to accept some market risk to achieve higher returns. Aggressive I am willing to accept maximum market risk to achieve maximum returns. 						
e. What are your financial goals for purchasing this annuity? (check all that apply) ☐ Guaranteed Income ☐ Tax Savings ☐ Asset Growth ☐ Safety of Principal ☐ Education Financing ☐ Estate Planning ☐ Other						
f. How long do you anticipate keeping this annuity with VALIC?						
□ Less than 3 years □ 4-7 years □ 8-10 years □ Longer than 10 years						
g. Do you anticipate taking any withdrawals prior to age 59½? ☐ Yes ☐ No ☐ N/A (Over 59 ½)						
h. Do you anticipate accessing more than the penalty-free amount in any year during the annuity's surrender charge period?						
☐ Yes ☐ No ☐ N/A (Single Premium Immediate Annuity (SPIA) or Deferred Income Annuity (DIA)) i. Do you have any existing life insurance or annuity contracts that were sold to you by the same Agent that has recommended this sale?						
☐ Yes ☐ No						
2. FINANCIAL INFORMATION						
j. What is your total annual household gross income? \$ (annual amount)						
k. Please identify the source(s) of your household income. (check all that apply)						
☐ Employment/Self Employment ☐ Pension/Retirement Benefits ☐ Investments ☐ Social Security						
☐ Annuity ☐ Reverse Mortgage ☐ Other						
I. What are your approximate <u>annual</u> household living expenses (include housing, insurance, food, healthcare, taxes, etc.)? \$(annual amount)						
\$(annual amount) m. What is your federal income tax bracket?						
□ Less than 15% □ 15-28% □ Greater than 28%						
n. After the purchase of this annuity, will you have sufficient cash or other sources of income available for emergencies? □ Yes □ No						
o. Source of funds for this annuity:						
□ Savings/Checking/Money Market □ Annuity □ Life Insurance □ Certificate of Deposit (CD)						
□ Stocks/Bonds/Mutual Funds □ Employer Retirement Plan (401(k), 403(b), Pension, etc.) □ Home Equity Loan □ Reverse Mortgage □ Other						

2. FINANCIAL INFORMATION (CONTINUED)							
p. Complete the Asset Inventory below: Please do not own a specific asset type, please complete.							
do not own a specific asset type, please complete with \$0. All asset(s) below left blank will be assumed to have a value of \$0. Expected Premium Amount for this Annuity: (Do not include this value in the grid below)							
Non-Qualified Asset Type	Value	· · · · · · · · · · · · · · · · · · ·	ified Asset Type	Value			
Cash/Checking/Savings/ Money Market/CD	\$	Real Estate Equity (ex	cluding primary residence)	\$			
Stocks/Bonds	\$	Life Insurance Cash V	/alue	\$			
Non-Qualified Mutual Funds (exclude Class B funds subject to deferred sales charges)	\$	Non-Qualified Class B deferred sales charges	Mutual Funds (subject to	\$			
Non-Qualified Annuities subject to surrender penalties	\$	Non-Qualified Annuitie penalties	es not subject to surrender	\$			
Qualified Asset Type	Value		ed Asset Type	Value			
Qualified Mutual Funds (exclude Class B funds subject to deferred sales charges)	\$	Class B Qualified Mut sales charges)	ual Funds (subject to deferred	\$			
Qualified Annuities subject to surrender penalties	\$	Qualified Annuities no	t subject to surrender penaltie	es \$			
Other Qualified Plans (401(k), 403(b), 457, Pension, IRA's, etc.)	\$						
 q. Will the purchase of this annuity prevent you fidebt, insurance premiums, etc.)? Yes No (If yes, please explain) 	om meeting any financ	ial liabilities and/or oblig	ations (including mortgage loa	ans, auto loans, credit card			
 r. Are you purchasing this annuity in order to qualify, 'spend down' or become eligible for any needs-based governmental benefit program, such as Medicaid or a veteran's benefit (exclude Social Security and Medicare)? Yes No (If yes, please explain) 							
Note: VALIC Annuity products are not designed with the intent of satisfying the requirements of 'spend down' strategies typically associated with qualifying for needs-based governmental benefit programs, such as Medicaid or veteran's benefits.							
s. Do you expect significant changes in your financial situation or needs, annual income, existing assets, liquidity needs, liquid net worth or tax status during the surrender charge period?							
☐ Yes ☐ No (If yes, please indicate where the place indicate indicate indicate where the place indicate indic	nether any of the financ	cial information provided	above will be impacted.)				
3. REPLACEMENT INFORMATION							
t. Will the purchase of this annuity result in a rep Yes No (If no, please skip questi u. Please indicate the type of replacement taking Life Insurance to Annuity Annuity to Annuity (Please complete the tav. Are you replacing your life insurance and/or ar Yes No w. Excluding this replacement, have you had any of Yes No	ons u-x) place: able below) nuity policy(ies) becau	se this annuity being pu	rchased is better suited for yo	•			
COMPLETE TABLE IF THIS IS AN ANNUITY-TO-ANNUITY REPLACEMENT ONLY							
Please complete this section in its entirety. If requapplicable, please fill in "not applicable" or "N/A".							
If replacing more than one contract, please comp additional charts, and the owner(s) and agent(s) s	letely fill in the informate should sign and date the	tion for each replacement eadditional paperwork.	it. If replacing more than two	contracts, complete			
Existing Annuity Cor	ntract Information		Existing Contract #1	Existing Contract #2			
Company Name							
Contract Number							
Annuity Type (Fixed, Index or Variable)							
Contract Issue Date							
Current Contract Value			\$	\$			
Death Benefit Value			\$	\$			
Actual or Estimated Amount Being Transferred to	VALIC		\$	\$			
Surrender Charge or Penalty Assessed on Amount	nt Being Transferred		\$	\$			
Market Value Adjustment (MVA)?			☐ Yes ☐ No	☐ Yes ☐ No			
Estimated MVA amount that will apply (if none, lis added (+) to or subtracted (-) from the amount be VL 23431 VER 3/2020 Original – V	ing transferred as lister	/A amount will be d above. er, Copy – Agent, Copy – Ag		\$1.0 ALTNEWACC			

3. REPLACEMENT INFORMATION (CONTINUED)						
Optional Living Benefit	☐ Yes ☐ No	☐ Yes ☐ No				
Fixed Annuity Interest Rates	Current: %	Current: %				
(Also Fixed Account where applicable for Variable and Index Annuities)	Minimum: %	Minimum: %				
Same Selling Agent on Existing Contract and New Contract?	☐ Yes ☐ No	☐ Yes ☐ No				
x. Please provide a summary explaining why the annuity contract being replaced is no longer meeting your financial objectives and how the replacing annuity contract will meet your current needs and financial objectives.						
4. COMPLETE FOR SPIA OR DIA ONLY						
y. Is the "Lifetime Income Only" payout option selected? Yes No N/A (Fixed or Index Annuity) Note: If yes, no further income payment will be made and this contract will terminate at the death of the annuitant(s). Z. Are you aware that the income annuity being purchased permanently converts your premium to a guaranteed stream of payments and your access to the premium used to purchase the annuity will be restricted? Yes No N/A (Fixed or Index Annuity) aa. If this purchase will result in a replacement of a deferred annuity, will the income annuity being purchased provide a higher income stream than what you would be able to receive under the terms of your existing annuity contract that is being replaced? Yes No N/A (Not a replacement, or purchasing Fixed or Index Annuity) (If no, please explain)						
5. DISCLOSURE						
VALIC requires that your licensed agent determine whether the purchase of an annuity is consistent with your financial needs and objectives. VALIC relies on the information presented on this form to validate whether the annuity purchase is suitable for you.						
For New Jersey residents only: The sale and suitability of annuities is regulated by the Department of Banking and Insurance, you may obtain assistance by visiting the Department's website at www.state.nj.us/dobi or by contacting (609) 292-7272 or (800) 446-7467.						
6. OWNER/JOINT OWNER ACKNOWLEDGEMENTS AND SIGNATURES						
By signing this form, I (and Joint Owner, if any) affirm each of the following: To the best of my knowledge and belief, the information I provided to my agent and shown above is true and complete, and was obtained prior to my purchase of the annuity. I understand that my failure to provide true and complete information may affect the ability of my agent and VALIC to determine the suitability of the product being applied for, and may limit the protection provided by regulations regarding suitability of the annuity being purchased. I have been informed of the various features of the annuity being purchased, and I certify that it is suitable for me based on my financial needs and objectives. If I am purchasing this annuity contract for a Traditional or Roth IRA, I understand that a Traditional IRA already provides tax deferral or that Roth IRAs, subject to certain restrictions, provide tax-free accumulation and that such deferral will NOT be enhanced by this annuity contract. I understand that I should consult my tax advisor if I have any questions about tax savings and the purchase of this annuity. For Index and Fixed Deferred Only: I understand that access to the funds used to purchase this annuity, in excess of the free withdrawal amount during the withdrawal charge period, may result in a penalty. For SPIA or DIA Only: I understand that, with limited exceptions, I am permanently converting my premium into an income stream.						
Owner's Signature	Date					
Joint Owner's Signature (if applicable)	 Date					
7. AGENT'S ACKNOWLEDGEMENTS						
By signing this form, I affirm the following: To the best of my knowledge and belief, the information prior to the purchase of the annuity. Based on information provided by the owner(s) and my reviaus suitable for the financial needs and objectives of the owner(s).	ion on the form is true and co iew of such information, I hav	mplete, and was obtained e recommended this annuity				
Agent's Name (Print) Agent's Signature	Da	te				
Broker/Dealer, Firm or Affiliation						
Please send completed form to: VALIC Document Control P.O. Box 15648 Amarillo, TX 79105-5648 Overnight Delivery: VALIC Document Control 1050 N. Western St.						

Amarillo, TX 79106-7011

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