



Variable Annuity Purchase Letter of Understanding

Client Name(s) _____ Purchase Amount _____

By signing below, you represent that you understand and acknowledge the costs associated with the proposed investment, the reason for the purchase and anticipated benefits associated.

Financial Situation and Liquidity Needs

VA Time Horizon

_____ Liquid & Retire Assets	_____ Current Age	Years Investing Experience _____
_____ Total Assets	_____ Years of Benefit Deferral	Amount Client Has in Annuities That
_____ Current Annual Income	_____ Age of First Withdrawal	Is Still in A Surrender Period? \$ _____

Have you exchanged a deferred variable annuity within the last 60 months? Yes _____ No _____

Issuing company _____ Product Name _____

Riders are fully explained in detail on pages _____ in the prospectus dates _____ / _____ /20 _____

Describe in detail the intended purpose for the VA purchase, including how the client will benefit from variable annuity features such as tax deferred growth, death benefit, guaranteed income, etc. _____

Describe in detail how client will benefit from any Living Benefit _____

Explain in detail what alternatives were discussed _____

Date Free Look Period Begins _____ Free Look Period Lasts _____ days OR This is an existing contract _____

- ADEQUATE INFORMATION.** You have received a current prospectus for the investment(s) for which you have applied. You understand the investment objectives and risks of the investment(s) for which you are applying. THERE CAN BE NO ASSURANCE THAT THE OBJECTIVES WILL BE ACHIEVED. You have also been provided an explanation of the material features and costs of variable annuities.
- VALUE OF UNITS/FLUCTUATING YIELD.** The value of your units may go up or down, and when you redeem your units, you may receive more or less than you paid for them. Dividends or interest may also fluctuate, and the amount is not guaranteed.
- MANAGEMENT RESPONSIBILITY.** Harbour Investments, Inc. does not sponsor or manage investment or insurance products. Any "guarantees" offered by a variable annuity regarding death benefits, guaranteed withdrawal rates or amounts, guaranteed rates of return or any other guarantees are backed by the good faith and credit of the insurance company that is offering the product, NOT by Harbour Investments, Inc. The performance of your investment will depend upon results achieved by the fund managers, general partners, or insurance companies responsible for managing your investment. Please check your confirmation statements received directly from vendors to make sure all information is correct. Confirmations and statements will come directly from the product issuer.
- CHARGES AND FEES REPOSITIONING.** All fees and charges are disclosed in the prospectus. In addition, you have received a side-by-side comparison of various share classes available for purchase as well as specific fees each class charges.
- ANNUITIES.** A tax penalty will occur when liquidating an IRA or an annuity contract prior to age 59 1/2 without reinvestment into another similar IRA or Annuity contract at that time. There are no additional tax benefits when using Annuities in IRA's and Qualified accounts as these plans already have tax-deferred status. The purchase of a variable annuity for an IRA or Qualified account should be based on the benefits chosen.
- LIQUIDITY.** You acknowledge that the purchase of an annuity is a long-term investment. You further acknowledge that such a purchase is generally not a liquid investment and that the funds you are using to make this investment are not currently needed by you for everyday living expenses. The funds you are using to purchase this investment may not be available for everyday living expenses unless you hold the annuity for a specified time or pay surrender charges as described in the Prospectus.
- L Share Variable Annuity.** If purchasing an L share variable annuity, you acknowledge that your representative has provided you a Side-by-Side Comparison Summary indicating the costs and features of the L share against other share classes that are offered by the issuer. You understand that while the L share variable annuity is most suitable in circumstances where the holding period is for 5 years or less, if you decide to hold the product for a period longer than 5 years, the expenses associated with the L share variable annuity will most likely be greater than those associated with other available share classes. Additionally, while some riders may provide benefits to you within 5 years, if you choose not to exercise those riders, you will continue to pay for them as long as you hold the product and do not elect to cancel them.
- MARKET TIMING.** You represent you are not purchasing a variable annuity for the purposes of market timing in any of the sub accounts contained in the variable annuity.
- INFORMED CONSENT OF REG BI.** The client hereby makes the following representations about informed consent of the receipt of certain information from Harbour: You acknowledge receipt of Harbour's Form CRS and understand its contents. You agree to receive, and have received, delivery of Harbour's Best Interest Disclosure by visiting <https://harbourinv.com/clients/regulation-bi/>.

Client's Signature _____ Date _____

Joint Signature _____ Date _____

FINANCIAL PROFESSIONAL STATEMENT: I am appropriately licensed in the client's state of residence. I have reviewed the client's Customer Investment Profile to ensure that the information is current. This purchase aligns with their overall investment objectives and risk tolerance.

Financial Professional Signature _____ Rep No. _____