



Variable Annuity New Account Form

Name First Name Middle Initial Last Name SSN/TIN - - DOB/TRUST / /

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Address

Home Phone () Home Fax ()

Business Phone () Business Fax ()

Citizenship: U.S.A. Other E-Mail Address

REQUIRED Confidential Information U.S. Government "Patriot Act" Customer Identification Program ("CIP") (Social Security cards not allowed) Type of Identification: Driver's License # Passport # Military ID # Other Checking or Savings Account Bank Name: (Also Required by U.S. Gov't CIP)

Account Type Individual Corporation Trust Joint (JT) Custodian Fiduciary IRA Roth IRA Other: Martial Status Single Divorced Married Widowed Retired: Employer Name: Employer Address: City, State, Zip Position/Occupation

Is either party or immediate family member affiliated with or employed by any securities firm, bank, trust or insurance comp.? Is either party or immediate family member a director, a 10% or greater shareholder or policy-maker executive officer of a publicly traded company?

The purchase of the Variable Annuity offers the following benefits as a new investment or advantages over my existing security/contract:

Table with 3 columns: Required Information, Before Purchase of Variable Annuity, After Purchase of Variable Annuity. Rows include Client's Investable assets by percentages are: % Stock, % Mutual Funds, % REIT, % Bond, % Fixed/Other, % Variable Annuities.

Financial Profile For joint accounts, provide combined information.

Annual Income From all sources Estimate Net Worth Excluding primary residence Investable/Liquid Assets Including cash and securities Federal Tax Bracket Account Funding Source

Investment Profile

Investment Objectives Rank your investment objectives for the account. Risk Tolerance Conservative Moderate Aggressive Combination Investment Time Horizon Short Term Intermediate Long Term See Page 3 for the definitions of the Investment Objectivities and Risk Tolerance below. General Investment Knowledge Limited Good Extensive Years of Investment Experience Investment Product Knowledge Stocks Bonds Mutual Funds Options Variable Contracts



Bristol Financial Services
Variable Annuity New Account Application
Disclosure for Variable Annuity Purchases & Exchanges

I understand that I have applied for and/or purchased a variable annuity contract ("Contract") from a Bristol Financial Services, Registered Representative and the insurance company identified below and on the insurance company application. In consideration of my investment objectives, I have made the decision to transfer, sell, or exchange my existing brokerage account, variable annuity, CD, mutual fund, or other securities investment, and invest the proceeds into _____. I further understand that:

_____ 1. The monies that I pay for the Contract are purchase payments ("Payments") to a variable annuity contract, not an investment directly into a mutual fund

_____ 2. The Contract allows the Net Payment to be invested into sub-accounts selected by me which in turn, invest into corresponding portfolios of mutual funds. "Net Payments" means the gross Payments minus any applicable state premium tax as described in the Prospectus which has been provided to me.

_____ 3. An annual Contract charge will be deducted on each contract anniversary from the cash value of the Contract. In addition, both the selected sub-accounts and portfolios in which they invest have certain charges and expenses as stated in the Prospectus which I have received from and reviewed with my Registered Representative.

_____ 4. Cash withdrawals from the Contract or complete surrender of the Contract are subject to limitations and surrender charges as more fully described in the Prospectus. A summary of the declining fee schedule is:

_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	

_____ 5. Cash values in the sub-accounts of the Contract will fluctuate due to market conditions causing my Contract to be worth more or less than my original Payments. Future Contract cash values will also depend on the amount and timing of Payments and any partial withdrawals. Loans and partial withdrawals will reduce the amount of any death benefits payable.

_____ 6. Neither Bristol Financial Services nor the insurance company to which I am applying for a variable annuity offers legal advice regarding state and Federal tax laws pertaining to variable annuities. I will consult with my own professional tax advisor as I deem necessary.

_____ 7. I have reviewed my suitability analysis and agree with the results and conclusions. A copy of my analysis is on file with my Registered Representative. The investment I have selected are suitable and meet my needs, goals and objectives.

Applicant's initials are required below for Items 8-9 if this purchase is a 1035 Exchange:

_____ 8. The guaranteed death benefit on my old existing annuity contract is \$ _____. The new variable annuity Contract guaranteed death benefit is \$ _____. The old existing annuity Contract had _____ mutual fund sub-account choices; my new Contract has _____ choices.

_____ 9. As a result of my exchange, a surrender charge of \$ _____ / _____ % will be incurred. The new Contract will be credited with a _____ % bonus, which equates into a \$ _____ net gain (or loss) on the transaction.

CLIENT ACKNOWLEDGMENT / AGREEMENT / DISCLOSURE

I (We) represent that I (we) have read the terms and conditions concerning this account and agree to be bound by such terms and conditions as currently in effect or as may be amended from time-to-time as stated on Page Three (3) of this Variable Annuity New Account Application ("Application"). This account is governed by a pre-dispute arbitration clause which is found on Page Three (3) of this Application. I (We) acknowledge receipt and to the pre-dispute arbitration clause.

Client Signature _____ Date _____

Joint Signature _____ Date _____

REPRESENTATIVE / PRINCIPAL SIGNATURE

Representative Signature _____ Print Name _____ Rep. # _____ Date _____

BFS Principal Signature _____ Print Name _____ Rep. # _____ Date _____

Bristol Financial Services

Page 3 - FINRA Required Pre-Dispute Arbitration Agreement

This Agreement contains a pre-dispute arbitration clause. By signing and agreeing to this arbitration agreement, the parties hereby agree as follows:

- (A) All parties to this agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration form in which a claim is filed.
- (B) Arbitration awards are generally final and binding; a party's ability to have a court reverse or modify an arbitration award is very limited.
- (C) The ability of the parties to obtain documents, witness statements and other discovery is generally more limited in arbitration than in court proceedings.
- (D) The arbitrators do not have to explain the reason(s) for the award.
- (E) The panel of arbitrators will typically include a minority of arbitrators who were or are affiliated with the securities industry.
- (F) The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible for arbitration may be brought in court.
- (G) The rules of the arbitration forum in which the claim is filed, and any amendments thereto, shall be incorporated into this agreement.

All controversies that may arise between us (including, but not limited to controversies concerning any account, order or transaction, or the continuation, performance, interpretation or breach of this or any other agreement between us, whether entered into or arising before, on or after the date this account is opened) shall be determined by arbitration in accordance with the rules then prevailing of FINRA, Inc., as I may designate. If I do not notify you in writing of my designation within five (5) days after I receive from you a written demand for arbitration, then I authorize you to make such designation on my behalf. I understand that judgment upon any arbitration award may be entered in any court of competent jurisdiction.

No person shall bring a punitive or certified class action to arbitration, nor seek to enforce any Pre-Dispute Arbitration Agreement against any person who has initiated in court a punitive class action; or who is a member of a punitive class action who has not opted out of the class with respect to any claims encompassed by punitive class action until: (I) the class certification is denied; or (II) the class is decertified; or (III) the customer is excluded from the class by the court. Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this agreement except to the extent stated herein.

U.S. Patriot Act Notice-Customer Identification Program

To help the U.S. Government fight the funding of terrorism and money laundering activities, Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account.

What This Means To You - When you open an account with our Firm, we will ask for your name, address, date of birth and other information which will allow us to establish your identity. We may also ask to see your driver's license or other identifying documents. All personal information that you provide to us is confidential as outlined within our Privacy Policy.

Investment Objectives

Below are five common investment objectives. As the account owner, it is up to you to select the account's investment objective. *We cannot insure you that any given investment or strategy will achieve your investment objectives. Please Note* - The types of investments listed are only examples of the type of investments historically associated with each objective.

Trading Profits

- Seeks to take advantage of short-term trading opportunities (a high risk strategy).

Typical Investments

- Short term purchases and sales of volatile or low priced common stock.
- Equity or index options strategies such as puts or calls, spreads, straddles, and combinations.

Capital Preservation

- Seeks to maintain principal.
- Interested in investments with very low historical risk of loss of principal.

Typical Investments

- Money market funds
- Short term fixed income investments.

Income

- Seeks to generate income from investments.
- Interested in investments with very low historical risks of loss of principal.

Typical Investment

- Short and Medium term income investments.
- Short term bond funds.
- Covered call options

Capital Appreciation

- Seeks to grow principal value over time.
- Willing to invest in securities with moderate to above average historical risk of loss of principal.

Typical Investment

- Common stock
- Lower quality medium term fixed income investments.
- Equity mutual funds or index funds.

Speculation

- Seeks a significant increase in principal.
- Willing to accept a corresponding greater degree of risk by investing in securities with high risk of loss of principal.

Typical Investment

- Lower quality long-term fixed income investments
- Initial public offerings (IPOs).
- Volatile or low priced common stocks.
- Equity or Index options strategies such as puts or calls, spreads, straddles, and combinations.
- Short term or day trading strategies.

Short-Term Time Horizon (5 Year or Less)

Conservative Investor

Generally, conservative investors nearing retirement are not looking to participate fully in the market. They may be comfortable with a low risk strategy that could potentially achieve rates of return slightly greater than inflation. This portfolio has less chance of losing principal over the long term.

Moderate Investor

With fewer years to retirement, moderate investors may be concerned about protecting principal while also achieving some amount of capital appreciation. This portfolio is constructed to provide a moderate level of risk and return.

Aggressive Investor

With a short investment time horizon, aggressive investors will bear substantial risk to achieve their objectives. With an aggressive allocation, portfolio volatility increases. This portfolio is constructed to provide the possibility of growth over the short term while still attempting to provide some stability and income.

Intermediate Time Horizon (6 to 10 Years)

Conservative Investor

This allocation may be appropriate for investors seeking a low risk portfolio. The conservative investor is willing to accept some risk and wishes to invest enough money in stocks to achieve returns that exceed inflation. This portfolio seeks to provide a low probability of negative returns over the long term.

Moderate Investor

With an intermediate time horizon, moderate investors should be concerned about protecting their investment principal while also attaining enough growth from stocks to achieve retirement goals. This portfolio is constructed to provide the possibility of a moderate amount of growth and some stability.

Aggressive Investor

This investor is willing to bear risk in order to achieve aggressive growth objectives. This portfolio is constructed to provide the possibility of moderate to aggressive risk and return results. By reducing the allocation of more stable investments, the volatility of the overall portfolio is increased.

Long-Term Time Horizon (over 10 Years)

Conservative Investor

This allocation may be appropriate for investors seeking a low risk portfolio with moderate growth opportunity. With a long term horizon, this investor can take advantage of the long-term returns stocks can provide. Allocating more to stocks and diversity may increase the probability of higher returns.

Moderate Investor

With a long time to retirement, moderate investors should be concerned about attaining enough growth from stocks to achieve retirement goals. This is a balanced portfolio constructed to provide the possibility of moderate growth while attempting to minimize risk.

Aggressive Investor

This investor assumes the highest level of risk but has the potential to be rewarded with the highest level of return compared to the other model portfolios. The aggressive investor, while interested in achieving high long term returns, is willing to participate in the ups and downs of the market.