



October 3, 2017
AD17-1003
For Financial Professional Use Only

Audience: Financial Professionals
Re: DOL Field Communications for Life New Business Forms
From: Life Operations

What’s New:

In anticipation of the new regulation from the Department of Labor (“DOL”) Fiduciary Rule, which currently has a compliance effective date of January 1, 2018, a Source of Funds question will now be required to be completed for all Brokerage applications on all FP Certification forms.

An example of the new question is below.

8. **Source of Funds for this purchase:** (Check box *and* circle sub-item(s)). If more than one box is checked, provide % breakdown. (Must add up to 100%)
- Cash:** Death Claim, Gift, Inheritance, Checking, Savings, Money Market, Payroll Deduction, CDs: _____ %
 - Borrowing:** Mortgage (including Reverse Mortgage), Personal Loan, Credit: _____ %
 - NQ Annuity or Life Insurance:** (Replacement, Surrender/Exchange, Policy Loan, Dividend, Withdrawal): _____ %
 - Qualified Annuity:** (Replacement, Surrender/Exchange, Policy Loan, Dividend, Withdrawal): _____ %
 - 401K, Pension Plans, Other Group Retirement Plans:** _____ %
 - NQ:** Brokerage, Investment Advisory Assets, Mutual Fund Shares, UIT Shares, Stocks or Bonds: _____ %
 - Qualified:** Brokerage, ERISA Plan, Investment Advisory Assets, Mutual Funds Shares, UIT Shares, Stocks or Bonds: _____ %
 - Employer Contribution:** _____ %
 - Other:** Sale of Car, Home, Business, or Other Asset (specify: _____),
Legal Settlement, Lottery/Gaming Proceeds, Other: _____ %

When:

For all applications received on or after October 23, 2017. **Please note that there is a 30-day transition period for receipt date, therefore, the Source of Funds question will be mandatory effective November 23, 2017.**

For More Info:

If you have any questions, please contact the Life Sales Desk at 1-800-924-6669.