



BULLETIN:

New Fixed Annuity Suitability Forms and Procedures in Effect March 1, 2010

Effective: **03-01-10**

States: **All, Except FL**

Important Reminders

Beginning March 1, 2010, the new Profile and Questionnaire must be completed for each recommended annuity product.

Producers must retain Profiles as part of their records. Questionnaires should be submitted with applications.

Contact: If you have any questions about these changes, please contact your Genworth Sales Team.

New Fixed Annuity Suitability Forms and Procedures

Producers appointed with the Genworth Companies (Genworth) should have reasonable grounds to believe that the recommendation to purchase or exchange an annuity is suitable for the consumer's insurance needs and objectives. Each consumer's circumstances should be discussed, including relevant financial information. The consumer's need for insurance products should be thoroughly reviewed, and values, benefits and costs of existing coverage and products should be considered when making recommendations.

To assist producers in that effort, Genworth has created Form 49655 - Annuity Suitability Profile (Profile):

- **Beginning March 1, 2010**, producers and consumers must complete the Profile for each recommended annuity product.
- If a producer or his firm already has a similar form, then that form may be used in place of the Profile.
- The producer **should not submit** the Profile to Genworth as part of the application process.
- The producer **must retain** the Profile as part of the records for the consumer and be able to provide it to Genworth upon request.

Additionally, Genworth has created Form 48743FA - Fixed Annuity Suitability Questionnaire (Questionnaire.) The Questionnaire will allow Genworth to comply with state suitability regulations by providing us with the evidence needed to ensure that a suitability review was completed for the consumer:

- **Beginning March 1, 2010**, consumers must complete the Questionnaire for each recommended annuity product.
- The Questionnaire **should be submitted** with the application and will be considered an "In Good Order" requirement.

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, 666 Third Avenue, 9th Floor, New York, NY 10017

Only Genworth Life Insurance Company of New York is licensed to conduct business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana)

6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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