



Mutual Fund / Annuity Switch Letter

I have placed an order to liquidate the following mutual fund(s)/annuities:

_____ Approx. Value: \$ _____
_____ Approx. Value: \$ _____

This was purchased through _____ on _____.

I will use the proceeds to purchase:

_____ Approx. Value: \$ _____
_____ Approx. Value: \$ _____

through _____ of NAI.

I understand that the following charges will apply to this transaction:

- A surrender charge of ___% on the sale above (identified by *).
- A sales charge of ___% on the purchase above (identified by *).
- A contingent deferred surrender charge of ___% in the first year, on the purchase above (identified by *), which declines in later years to 0% in the ____ year.

You have advised me that many investment companies would allow me to switch into another fund of that same company at little or no cost. I choose the above transaction instead in connection with my choice and/or your recommendation. I understand that you have recommended what you consider to be the best specific investment for my situation, and that the objective of this change is to increase return, reduce risk, cause my investments to be more suitable to my situation, or to increase diversity in my investment portfolio.

I am making this change because my former investment:

_____ has performed below expectation.

_____ no longer fits my investment objective. My new investment objective with respect to these funds is

_____ other (Please specify).

Name of Investor

Signature of Investor

Date