



## Regulation 60 Compliance and Replacement Procedure

REGULATION 60 COMPLIANCE ACTION	REQUIRED FORMS
1) Agent conducts interview with client and makes cash with application or replacement determination. All non Regulation 60 Application, checks, transfer forms, etc. are mailed to: Jefferson Pilot LifeAmerica Insurance Company Fixed Annuity Service Center PO Box 26074 Greensboro, NC 27420	Form BJ-01691 - Appendix 11 (Definition of Replacement), completed and signed. Form BJ-01571B - Authorization Letter completed and signed. Form BJ-01692 - Appendix 10B (Disclosure Statement Annuity to Annuity), partially completed. Do Not Obtain signature at this time; <b>or</b> Form BJ-01694 - Appendix 10A (Disclosure Statement Life Insurance to Annuity), partially completed. Do Not Obtain signature at this time.
2) JPLA receives comparison information from existing insurer and prepares disclosure statement.	None
3) Agent presents completed Disclosure Statement to client. Annuity application and Important Notice completed.	Form BJ-01692 - Appendix 10B; <b>or</b> Form BJ-01694 - Appendix 10A, signed by client. Form BJ-01696 - Appendix 10C (Important Notice) signed by client. Form BJ-04000-60 - Annuity Application completed and signed.
4) Mail annuity application and all required forms to JPLA. JPLA will review to assure compliance with Regulation 60.	Form BJ-01691 - Appendix 11 Form BJ-01571B - Authorization Letter Form BJ-01692 - Appendix 10B; <b>or</b> Form BJ-01694 - Appendix 10A Form BJ-01696 - Appendix 10C Form BJ-04000-60 - Annuity Application Copies of illustrations and other sales materials.
5) JPLA Home Office establishes pending policy record and forwards replacement forms to existing insurer.	None
6) JPLA receives exchange proceeds, issues policy and mails policy to agent.	None
7) Agent delivers policy to client and 60 day free look period begins.	Delivery Receipt