Questions to initially ask when an annuity opportunity presents itself:

- What is the client's goal
    - Income or accumulation
- What is the client's age
- What is the state where the case will be written
- What are the type of funds
    - Qualified or Non-Qualified
- What is the source of funds
    - 401K, 403B/TSA, TSP, IRA, Roth IRA, SEP, Keogh, CD, Savings/checking, Money Market, 1035 funds out of a life policy, inherited funds, existing annuity

Once source of funds are determined, if funds are coming out of an existing annuity, need to know the following by conducting an in-force policy review:

- What is the current account value
- What is the current account surrender value
- Does the account have any positive market value adjustment
    - If so, what is the amount that would be added to the surrender value
- What rider(s) does the account feature
    - DB Rider
    - Income Rider and what is the growth rate
        - What is the income account value
    - Is there a confinement rider (doubling feature on income for life rider)
- If client were to die prematurely, what are the DB payout/settlement options to beneficiary(s)
    - Will beneficiary receive a lump sum of current account value
    - Will beneficiary have to annuitize over time to receive full account value
- What is the contractual minimum interest rate guarantee
- What is the current account allocations
    - If VA, what funds make up the account
    - If FIA, what are the current allocations to caps, spreads, PR rates, etc…
- After the 10th contract year, can the client do a lump sum walkaway of the full account value, or must the client annuitize the contract to receive the full account value?
    - If the client must annuitize the account after the 10th year of the contract, what are the provisions on how long over time the contract must pay out
    - If the client chooses not to annuitize the contract after the 10th year, what is the overall penalty, if one exists