

Tips for Selling 457 Business

The following individual annuity products from Annuity Investors Life Insurance Company® accept 457 business:

- GreatFlex 6SM
- FlexMax[®]
- FlexMax Plus[®]
- FlexMax 14[®]
- SingleMax Ten[®]

The following **New Business steps** must be taken to set up a new 457 group:

- An **Employer Information Form** must be completed.
- If individual annuity products are to be used, we require the employer or plan trustee to be the owner of each contract. The owner must sign all applicable paperwork for each new contract, unless it has delegated the authority to sign applications to participating employees (see sample **Delegation of Authority Letter** below) and a photocopy of that delegation letter is submitted with each individual application.

Sample Delegation of Authority Letter; must be on employer's letterhead:

The [employer], as the sponsor of a governmental section 457(b) deferred compensation plan, has approved the following products provided by the companies of Great American Insurance Group (GAIG) for sale to our employees participating in our 457(b) plan:

- (List of approved GAIG annuity products)

In lieu of signing each of our employee's applications and making any interest strategy elections thereunder, we hereby authorize each employee to sign an application for one of these GAIG products to be held for that employee under our 457(b) plan.

Sincerely,

[Signature of person authorized to sign on behalf of the employer's 457(b) plan]

Please contact the **Direct Connect team** with any questions. As always, thank you for your support of our company!

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*Products and features may vary by state, and may not be available in all states.
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