



# EQUITABLE

As we have previously communicated, the AXA Equitable companies have updated to the brand “Equitable” across all areas of our company. This means you may see both the current and the updated company names in use simultaneously during this period.

For 161 years, we’ve been working with clients across generations, helping them face their futures with confidence. Today, we are a leading financial services company with an integrated offering of advice, protection and retirement strategies.

We remain steadfast in our commitment to you. Our products, services, terms and guarantees will stay the same.

As we complete this process, you’ll see our company names update as follows:

## Former name

## Updated name

AXA Equitable Holdings, Inc.	Equitable Holdings, Inc.
AXA Equitable Financial Services, LLC	Equitable Financial Services, LLC
AXA Equitable Life Insurance Company	Equitable Financial Life Insurance Company
AXA Equitable Life and Annuity Company	Equitable Financial Life and Annuity Company <i>*Equitable Financial Life Insurance and Annuity Company (in California)</i>
MONY Life Insurance Company of America	Equitable Financial Life Insurance Company of America
AXA Equitable Funds Management Group, LLC	Equitable Investment Management Group, LLC
AXA Distributors, LLC	Equitable Distributors, LLC
AXA Network, LLC <i>*AXA Network Insurance Agency of California, LLC (in California)</i> <i>*AXA Network Insurance Agency of Utah, LLC (in Utah)</i>	Equitable Network, LLC <i>*Equitable Network Insurance Agency of California, LLC (in California)</i> <i>*Equitable Network Insurance Agency of Utah, LLC (in Utah)</i>
AXA Network of Puerto Rico, Inc.	Equitable Network of Puerto Rico, Inc.
AXA Advisors, LLC <i>(member FINRA, SIPC)</i>	Equitable Advisors, LLC <i>(member FINRA, SIPC)</i> <i>*Equitable Financial Advisors (in Michigan and Tennessee)</i>

The 161-year history reference applies exclusively to Equitable Financial Life Insurance Company. Equitable is the brand name of Equitable Holdings, Inc. and its family of companies, including Equitable Financial Life Insurance Company (Equitable Financial) (NY, NY); Equitable Financial Life Insurance Company of America (Equitable America), an AZ stock company with main administrative headquarters in Jersey City, NJ; Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI & TN); and Equitable Distributors, LLC. The obligations of Equitable Financial and Equitable America are backed solely by their claims-paying abilities.



# SERP

## agent information

Full Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Business Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

## SERP plan information

Retirement Benefit Type:  Dollar Amount \$ \_\_\_\_\_  % of Compensation \_\_\_\_\_ %  Years of Service Formula

Pre-Retirement Benefit:  Specify  No Benefit

### Annual Pre-Retirement

Survivor Amount:  Maximum  Maximum Level  Amount \_\_\_\_\_

# of Survivor Benefits:  Years \_\_\_\_\_  Retirement **Minimum Number of Survivor Benefits** \_\_\_\_\_

Split Dollar Amount: \_\_\_\_\_

### Post-Retirement

Survivor Payout:  Annual  Lump Sum

Post-Retirement Benefit Percentage: \_\_\_\_\_%

## employer assumptions

Employer's Name: \_\_\_\_\_ Employer's Tax Bracket: \_\_\_\_\_ Employee's Tax Bracket: \_\_\_\_\_

Salary \$ \_\_\_\_\_ Bonus \$ \_\_\_\_\_ Retirement Age: \_\_\_\_\_

Assumed Death Year:  Age \_\_\_\_\_  Life Expectancy Years to add to Life Expectancy \_\_\_\_\_

Rates:  Net  Gross **Cost of Money Rate** \_\_\_\_\_% **Present Value Rate** \_\_\_\_\_%

Accounting Method:  FAS 87  FAS 106 **Liability Accrual Rate** \_\_\_\_\_%

Deferred Tax Credit?  No  Yes

Qualified Plan Offsets?  No  Yes (If Yes, See Additional Inputs)

415(b) Benefit Limit  401(a) Compensation **CPI Rate** \_\_\_\_\_%

## policy information

Universal Life     Variable Universal Life     Indexed Universal Life

Survivorship Universal Life     Survivorship Variable Universal Life

Assumed ROR/Crediting Rate:  Current UL Rate     \_\_\_\_\_% (Cannot be more than current rate for UL or 12% for VL)

Owner Type:  Insured     Corporate     Trust: Trust Name \_\_\_\_\_     Other Individual

Contract State \_\_\_\_\_

## underwriting classification

Preferred Plus/Elite Non-Tobacco     Preferred Non-Tobacco     Standard Plus Non-Tobacco  
 Standard Non-Tobacco     Preferred Plus/Elite Tobacco     Preferred Tobacco  
 Standard Plus Tobacco     Standard Tobacco     Substandard Rating \_\_\_\_\_

## policy design

Face Amount:    Amount \$ \_\_\_\_\_     Cost Recovery     Solve     Minimum Non-MEC

Avoid MEC?     No     Yes

Policy Premium:     Solve     Target     Seven-Pay     Guideline Level  
 Maximum Level Non-MEC     Guideline Percentage \_\_\_\_\_ %

Pay Premiums Until:     Retirement \_\_\_\_\_     Age \_\_\_\_\_     Year \_\_\_\_\_

Goal:     Death Benefit Guarantee or  
 Cash Value \$ \_\_\_\_\_    At Age \_\_\_\_\_

1035 Exchange:    Amount \$ \_\_\_\_\_    Basis \$ \_\_\_\_\_  
Loan \$ \_\_\_\_\_

Is the Existing Policy a MEC?     No     Yes

Death Benefit Option:     A — Level     B — Increasing  
 Switch from B to A (Optimally Solved)

Riders:     Long-Term Care Services<sup>SM</sup> Rider  
 Cash Value Plus  
 Disability Waiver  
 Return of Premium: Accumulation Rate \_\_\_\_\_ % (Athena UL<sup>SM</sup> and Athena IUL<sup>SM</sup> Only)  
 Extended No-Lapse Guarantee (IncentiveLife Legacy<sup>®</sup> Only)  
 Option to Purchase Additional Insurance \$ \_\_\_\_\_

## Comments:

