

Rate Change/Lock Guidelines

Fixed Annuity Rate Changes Effective 4/30/2018

To be eligible for the credited rate available as of the application signature date, an application must be received within 14 calendar days of the effective date of the rate change. Rates are defined as fixed rates, caps, spreads, or participation rates.

Applications must be received by:

Type	Last Signature Date	Rate Change	Day 14	Day 60
Dates	04/29/18	04/30/18	05/15/18	06/29/18
Cash with Application	04/29/18	04/30/18	05/15/18	N/A
Application w/1035 Exchange/Transfer	04/29/18	04/30/18	05/15/18	06/29/18
Application with agent ordered Funds	04/29/18	04/30/18	05/15/18	06/29/18

Annuity applications received at our service center will receive the interest rate as follows:

■ Cash with Application

Applications received by us within **the guidelines stated above** will receive the greater of the rates in effect on:

- the date the application was signed, or
- the date the annuity contract is issued.

■ Transfers/1035 Exchanges (Carrier initiated)

If an Application is received by us within **the guidelines indicated above** and **all** funds are received at the Service Center within 60 **calendar** days from the client signature date, the client will receive the greater of the rates in effect on:

- the date the application was signed, or
- the date the annuity contract is issued.

■ Client/Agent Ordered Funds (non-carrier initiated)

If an Application is received by us within **the guidelines indicated above** and **all** funds are received at the Service Center within 60 **calendar** days from the client signature date, the client will receive the greater of the rates in effect on:

- the date the application was signed, or
- the date the annuity contract is issued.

For client initiated IRA rollovers we require a Transfer Form disclosing that Client/Agent Ordered Funds and any funds received are endorsed or made payable directly to Delaware Life.

For electronic business: the application signature date is the submit date.

For all business, please ensure that your application/paperwork is submitted "In Good Order."

- Use our New Business Checklist—included with every application—as a guide.
- Please be sure to provide all signatures required to complete the transaction.

An application **is not considered** received without our receipt of a signed application, signed disclosure statement, and transfer paperwork if needed.

Until a contract is issued and while any requirement remains outstanding, we reserve the right to close out an application file and return all funds received to date. The application is considered void and will not be eligible for an interest rate lock.

If all funds are not received at the Service Center within 60 calendar days (1035 Exchanges/Transfer), and 60 calendar days (Client/Agent Ordered Funds), the credited rates will be those rates in effect on the date the annuity contract is issued.