



**INNOVATIVE
UNDERWRITERS**

Notice of Producer Compensation – Broker

This notice is required by the New York State Insurance Department

Brokers, sometimes referred to as Producers are committed to working with clients to help them achieve personal, family and business goals. Your Producer is licensed by the State of New York to sell life insurance, disability insurance, long term care insurance, annuities, and group insurance products. Your Producer has also been appointed through Innovative Underwriters with _____ to offer its products to you.

As you consider this important purchase, there are a few things you should know:

- Your Producer represents you and should you choose to purchase this policy/contract, your Producer, will receive compensation from _____. Compensation for individual life insurance and annuity sales are strictly limited by New York State law.
- Further, compensation for group contracts is subject to the amounts on file with the New York State Insurance Department.
- Pursuant to New York State law, your Producer is prohibited from rebating any of his/her compensation to you.
- The compensation your Producer will receive on this policy/contract may depend on several factors, including:
 - the premium or deposit amount of the policy/contract
 - the policy or contract type you purchase
 - the volume of sales (limited to sales of individual disability insurance)

After reading this, if you wish, you may request more detailed information about your Producer's compensation. You may also request and will receive information regarding your Producer's compensation for any other product that your Producer presented.

Thank you for considering this purchase. Kindly indicate your receipt and acknowledgment of this notice by signing below:

Signature of Policy or Contract Owner

Signature of additional Policy or Contract Owner

Printed Name

Printed Name

Date

Date

To Be Completed by the Agent			
On the application	Directly involved in the sale	Producer ID: _____	Producer Name: _____
		Producer ID: _____	Producer Name: _____
		Date: _____ <input type="checkbox"/> NMI <input type="checkbox"/> RMI	
Not directly involved in the sale	Directly involved in the sale	Producer ID: _____	Producer Name: _____
		Producer ID: _____	Producer Name: _____
Not on the Application	Directly involved in the sale	Role (circle one) GA SM DIS LTCS IS	Producer Name: _____
		Role (circle one) GA SM DIS LTCS IS	Producer Name: _____



Guardian Financial Representative Disclosure

Your financial representative is committed to working in your best interests. He or she has a contract with The Guardian Life Insurance Company of America (Guardian Life) and receives compensation for the sale and servicing of life insurance and annuities issued by or sold through Guardian Life and its subsidiaries, including The Guardian Insurance & Annuity Company, Inc., Park Avenue Securities LLC (PAS) and Innovative Underwriters (collectively, Guardian). That contract also entitles the financial representative to receive certain health, welfare and retirement benefits as well as the eligibility to receive awards and recognition, provided by Guardian Life, after the agent reaches a certain sales level of products issued by or sold through Guardian.

As a result of his or her contractual relationship with Guardian Life, your financial representative primarily recommends life insurance policies and annuity contracts that are issued by or sold through Guardian, although he or she is also able to recommend products issued by other insurance companies. In certain situations, your financial representative will recommend a life insurance policy or an annuity contract issued by another insurance company when he or she has determined that one or more of the following circumstances exist:

- Guardian does not issue a life insurance policy or annuity contract that meets your needs or objectives;
- After reviewing the products that are issued by Guardian, your financial representative believes that a life insurance policy or annuity contract that he or she considers to be in your best interest is not issued by Guardian; and/or
- The underwriting offer from Guardian Life is not favorable to you.

If your financial representative holds a securities license in addition to an insurance or annuity license, he or she may be able to recommend securities-based financial products, such as variable life insurance and variable annuities in addition to term life insurance, whole life insurance, universal life insurance and fixed annuities. He or she is permitted to recommend securities-based financial products available through PAS, which is a registered broker dealer that is an indirect, wholly-owned subsidiary of Guardian Life. PAS offers a limited platform of financial products, including certain variable life insurance and variable annuities issued by Guardian as well as certain variable products issued by other insurance companies. If you have questions about your financial representative's licensing status, please discuss those questions with your financial representative.