



## SEGREGATED FUND SALES DEFERRED SALES CHARGE DISCLOSURE FORM

When considering the purchase of an investment product, it is important to understand the product, how it meets your financial needs and goals, and how your financial advisor is paid. Financial advisors receive different types of commission when selling investment products. For example, with Equitable Life segregated funds, advisors receive a monthly commission that is based on the value of your investment. If your contract is set up with a deferred sales charge, your advisor may also receive a commission every time you make a deposit.

For the Personal Investment Portfolio, Pivotal Solutions DSC and Pivotal Solutions II contracts, your advisor is paid an upfront commission each time a deposit is made. This commission is paid directly by Equitable Life and is not deducted from the investment amount you deposit. If you take money out of your contract, you may have to pay surrender charges. These charges apply for a period of six years from the date the money was initially deposited into the contract. The charges are a percentage of the value of the units you surrender from a particular fund, and they depend on how long it has been since each unit was allocated to the contract.

When you surrender units, they will be taken out in the order that you acquired them. Units that you keep for more than 6 years will not have a surrender charge when you take them out. Here's the schedule of charges that apply if you take out units subject to a deferred sales charge (DSC):

| Years Since Units Were Purchased         | Personal Investment Portfolio<br>and Pivotal Solutions DSC<br>Surrender Charges | Pivotal Solutions II<br>Surrender Charges |
|--|---|---|
| Less than 1                              | 6.0%  | 6.0%                                      |
| Less than 2 but great than or equal to 1 | 5.0%  | 6.0%                                      |
| Less than 3 but great than or equal to 2 | 4.0%  | 5.0%                                      |
| Less than 4 but great than or equal to 3 | 3.0%  | 4.0%                                      |
| Less than 5 but great than or equal to 4 | 2.0%  | 3.0%                                      |
| Less than 6 but great than or equal to 5 | 1.0%  | 1.0%                                      |
| Greater than or equal to 6               | Nil   | Nil                                       |

During the six-year period that the surrender charge schedule applies, you can take out a certain amount of money without paying a charge. The amount is at least 10% of your account value as of January 1st of the year when you make the withdrawal. If your contract is a Registered Retirement Income Fund (RRIF) or a Life Income Fund (LIF), you can take out up to 20% of your account value without paying a charge.

It's important to know that, depending on your age, you may qualify for a different Equitable Life contract that allows you to investment on a No Load basis. This means that there is no cost to you when you invest and there is no surrender charge incurred by you when you withdraw regardless of the amount of time you are invested. This could be a better choice for you if you plan to withdraw money in the next six years.

**I have read and understood the information above, and I agree to invest my money with a deferred sales charge. I know that I might have to pay a surrender charge if I take out my money before a certain time.**

Client Name: \_\_\_\_\_ Policy Number: \_\_\_\_\_

Client Signature: \_\_\_\_\_ Date: \_\_\_\_\_