

# SAMPLE LETTER

## Requesting Permission for Military Sales Solicitation

<Date>

<Rank><Name of Installation Commander>  
<Military Installation>  
<Address>

I have enclosed descriptive materials for annuity products offered by Standard Insurance Company. Department of Defense Regulation 32 CFR Part 50, Appendix A requires that these documents provide a "written description of each product" marketed to personnel on Department of Defense installations. All products listed have been filed and approved by the appropriate state insurance departments.

Upon your review of the enclosed materials I hope that you would favorably consider my solicitation of the annuity products offered by Standard Insurance Company to your service members on your military installation. Please understand that I am well aware of the rules and requirements pertaining to annuity sales to military personnel and assure you that all offers and sales will be made in strict adherence to those rules and requirements.

More information regarding Standard Insurance Company and its annuity products may be found at [www.standard.com](http://www.standard.com).

If you have any questions or need additional information, please feel free to give me a call at <telephone number> or email me at <e-mail address>.

I will follow up with you by <date> to discuss any questions you have and to plan for on-site solicitation efforts as approved by you.

Thank you for your consideration.

Sincerely,

<Name>  
<Title>

Enclosures