



Field  
Update



September 14, 2011

## Attention producers doing business in Washington:

# MultiChoice<sup>SM</sup> Series to be launched 9/30; Income Series to be discontinued 9/29

The MultiChoice<sup>SM</sup> Series will be available for sale in the state of Washington beginning Friday, September 30, 2011. As of end of day September 29, Aviva will discontinue accepting applications or premium for pending applications for the MultiChoice Income Series in the state of Washington.

**All applications AND rollover funds for the Income Series will need to be received in the Home Office by the end of business on September 29. For applications received prior to end of day September 29 in which rollover funds are received after September 29, the client will have to choose between receiving a MultiChoice<sup>SM</sup> Series product or canceling the application. We will not accept faxed applications to hold the old products.**

Marketing materials and Certificates of Disclosure for the MultiChoice<sup>SM</sup> Series will be available on Aviva Live on September 30; however, copies can be obtained sooner for producers in Washington by calling Sales Support at (800) 255-2405, ext. 6620.

MultiChoice<sup>SM</sup> Series products available in Washington will include:

- **MultiChoice<sup>SM</sup> Xtra S:** Provides an immediate 3% Premium Bonus, which is applied to all premiums received in the first contract year to the base annuity's Account Value.
- **MultiChoice<sup>SM</sup> Ten:** Non-Bonus product with a 10-year surrender schedule.
- **MultiChoice<sup>SM</sup> Six:** Non-Bonus product with a six-year surrender schedule.

More information about the MultiChoice<sup>SM</sup> Series will be available in the official launch announcement on September 30.

If you have any questions, contact Sales Support at (800) 255-2405, ext. 6620.

#### **For Agent Use Only.**

The MultiChoice<sup>SM</sup> Series [IA6 (09/09), IA10 (09/09), IA10B (09/09), or state variation] is issued by Aviva Life and Annuity Company, West Des Moines, IA. Bonus annuities may include lower cap rates, higher withdrawal charges or other limitations that are not found in annuities that don't have a bonus feature. Product features, limitations and availability vary by State; see the Product Disclosure for details.