

SERFF Tracking Number: NYLC-126099171 State: Arkansas
Filing Company: New York Life Insurance and Annuity Corporation State Tracking Number: 42045
Company Tracking Number: 22387
TOI: L08 Life - Other Sub-TOI: L08.000 Life - Other
Product Name: Investor Profile 2009
Project Name/Number: Investor Profile 2009/22387

Filing at a Glance

Company: New York Life Insurance and Annuity Corporation

Product Name: Investor Profile 2009

TOI: L08 Life - Other

Sub-TOI: L08.000 Life - Other

Filing Type: Form

SERFF Tr Num: NYLC-126099171 State: Arkansas

SERFF Status: Closed-Approved-
Closed State Tr Num: 42045

Co Tr Num: 22387

Authors: Team Leader, Sean
Hebron

Date Submitted: 04/03/2009

State Status: Approved-Closed

Reviewer(s): Linda Bird

Disposition Date: 04/07/2009

Disposition Status: Approved-
Closed

Implementation Date Requested: On Approval

State Filing Description:

Implementation Date:

General Information

Project Name: Investor Profile 2009

Project Number: 22387

Requested Filing Mode: Review & Approval

Explanation for Combination/Other:

Submission Type: New Submission

Overall Rate Impact:

Filing Status Changed: 04/07/2009

Status of Filing in Domicile:

Date Approved in Domicile:

Domicile Status Comments:

Market Type: Individual

Group Market Size:

Group Market Type:

Explanation for Other Group Market Type:

State Status Changed: 04/07/2009

Created By: Sean Hebron

Corresponding Filing Tracking Number:

Deemer Date:

Submitted By: Sean Hebron

Filing Description:

RE: New York Life Insurance and Annuity Corporation

Client Profile Form 22837

NAIC #: 82691596

Dear Commissioner:

SERFF Tracking Number: NYLC-126099171 State: Arkansas
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We are enclosing for your approval Client Profile Form 22837. This form is intended for use when applying for our Variable Universal Life Insurance family of products. This form replaces form 22791 (5/08), which was approved by your Department on 5/5/2008.

The enclosed form is intended for use as a supplement to our Part I Application, currently form 204-500.03, which was approved by your department on 1/24/2004.

The purpose of this form is to gather information from individuals applying for the variable universal life insurance policies listed on the attached Exhibit I to determine the suitability of this type of policy for that individual. It solicits financial information, investment objectives, experience with investing, investment time horizons and sources of funding.

In addition to the application, Form 22837 is used in conjunction with another supplementary application form, Premium Allocation Form 22838, which is being submitted to your Department separately. Form 22838 will also be used when applying for our variable universal life policies. It includes disclosure and signature sections which apply to both the Client Profile and Premium Allocation forms.

We look forward to receiving your Department's approval of the enclosed forms at your earliest convenience. If you have any questions regarding this submission, please call me at the following toll free number: 1-877-464-0198.

Sincerely,

Linda E. LoPinto
Corporate Vice President
Individual Life Department

Encl.

Company and Contact

Filing Contact Information

Sean Hebron, Senior Contract Assistant Sean_Hebron@nyl.com
51 Madison Avenue 212-576-2681 [Phone]
Room 606 212-447-4141 [FAX]
New York, NY 10010

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Filing Company Information

New York Life Insurance and Annuity Corporation	CoCode: 91596	State of Domicile: Delaware
51 Madison Ave	Group Code: 826	Company Type: Life
New York, NY 10010	Group Name: NYLIC	State ID Number:
(212) 576-4809 ext. [Phone]	FEIN Number: 13-3044743	

Filing Fees

Fee Required? Yes
 Fee Amount: \$50.00
 Retaliatory? Yes
 Fee Explanation: \$50.00 per form
 Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
New York Life Insurance and Annuity Corporation	\$50.00	04/03/2009	26938005

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	04/07/2009	04/07/2009

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Disposition

Disposition Date: 04/07/2009

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

<i>SERFF Tracking Number:</i>	<i>NYLC-126099171</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>New York Life Insurance and Annuity Corporation</i>	<i>State Tracking Number:</i>	<i>42045</i>
<i>Company Tracking Number:</i>	<i>22387</i>		
<i>TOI:</i>	<i>L08 Life - Other</i>	<i>Sub-TOI:</i>	<i>L08.000 Life - Other</i>
<i>Product Name:</i>	<i>Investor Profile 2009</i>		
<i>Project Name/Number:</i>	<i>Investor Profile 2009/22387</i>		

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		Yes
Form	Client Profile		Yes

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Form Schedule

Lead Form Number: 22387 (5/09)

Schedule Item Status	Form Number	Form Type Form Name	Action	Action Specific Data	Readability	Attachment
	22837	Application/Client Profile Enrollment Form	Revised	Replaced Form #: 22791 (5/08) Previous Filing #:	48.000	22387 (5-09).pdf

New York Life Insurance and Annuity Corporation

I. CLIENT PROFILE

Application Number: _____ Policy Number: _____

FINRA rules require the registered representative to have reasonable grounds for believing that this sale is suitable for the customer(s). This decision will be based on the facts disclosed by the customer after a reasonable inquiry and on other information known by the registered representative.

A. Owner Information

Owner Name _____ Date of Birth _____

SSN or TIN _____ Single Married No. of Dependents _____

Address _____ City _____ State _____ Zip _____

Home Telephone _____ Business Telephone _____ E-mail Address (optional) _____

Occupation _____ (please check one if applicable)
 Full-Time Student Child/Dependent Homemaker Retired

Employer (if applicable) _____

Address of Employer _____ City _____ State _____ Zip _____

If Owner is associated with a FINRA member firm, please provide name and address of firm _____

B. Owner Financial Information *Requirements are detailed in the instructions*

1. What is your current annual income? \$ _____
Income: Include income from all sources, before taxes

2. What is your estimated current federal income tax bracket? 0 - 10% 11 - 28% Over 28%

3. What is your estimated current net worth? \$ _____
Net Worth is the value of your assets minus your liabilities. For purposes of this application: Do not include your primary residence as an asset. Do not include mortgages on your primary residence as a liability. (Your estimated net worth cannot be lower than your estimated liquid net worth)

4. What is your estimated current liquid net worth? \$ _____
Liquid Net Worth is your net worth minus assets that may not be easily converted to cash such as the value of real estate, personal property, automobile(s), or business interests. For purposes of this application, include only cash assets or assets easily convertible to cash. While this may include retirement assets, you should consider any applicable tax penalties or other charges, fees or restrictions before including these types of assets.

C. Joint-Owner Information *Does not apply to Trusts or Corporations*

Joint-Owner Name _____ Date of Birth _____

SSN or TIN _____ Single Married No. of Dependents _____

Address _____ City _____ State _____ Zip _____

Home Telephone _____ Business Telephone _____ E-mail Address (optional) _____

Occupation _____ (please check one if applicable)
 Full-Time Student Child/Dependent Homemaker Retired

Employer (if applicable) _____

Address of Employer _____ City _____ State _____ Zip _____

D. Joint-Owner Financial Information

(If Joint-Owner is the spouse, financial information should be included in the Owner Financial Information above; therefore do not complete below.)

1. What is your current annual income? \$ _____
Income: Include income from all sources, before taxes

2. What is your estimated current federal income tax bracket? 0 - 10% 11 - 28% Over 28%

3. What is your estimated current net worth? \$ _____
Net Worth is the value of your assets minus your liabilities. For purposes of this application: Do not include your primary residence as an asset. Do not include mortgages on your primary residence as a liability.
(Your estimated net worth cannot be lower than your estimated liquid net worth)

4. What is your estimated current liquid net worth? \$ _____
Liquid Net Worth is your net worth minus assets that may not be easily converted to cash such as the value of real estate, personal property, automobile(s), or business interests. For purposes of this application, include only cash assets or assets easily convertible to cash. While this may include retirement assets, you should consider any applicable tax penalties or other charges, fees or restrictions before including these types of assets.

Relationship to Owner: Spouse Other _____

If the joint-owner is associated with a FINRA member firm, please provide name and address of firm _____

E. Investment Experience *Special Note in Section E on Instruction Page for owners age 71 or more*

1. Have you ever purchased any investment products such as mutual funds, limited partnerships, variable life insurance or variable annuity products, options, stocks, or bonds? If "No" answer question 2..... Yes No
2. Have you received the "What To Consider Before You Invest" information? (Form #13860)..... Yes No

F. Time Horizon

1. How long do you plan to keep this product? _____ years

G. Source of Funds

Using a product you own as a source of funds to finance a new purchase may be appropriate, but in some instances there may be alternative options. Using funds from existing products may subject you to certain sales or surrender charges, tax consequences, or other penalties as noted below. You may want to contact the company that issued or sold your existing product, check the prospectus or the annual statement for that product, and/or consult with your registered representative, tax or legal advisor to determine the impact of using your existing product as a source of funds. You should also consult with your registered representative and review the applicable product prospectus to determine if any additional charges may be associated with your new product purchase.

Please check all applicable boxes below to identify the sources of funds used for this purchase.

- Checking/Savings Income Stocks/Bonds Sale of business or property Death Benefit Proceeds
 Inheritance/Gift Life Insurance* Annuities* Mutual Funds* Certificate of Deposit (CD)*
 Pension or Retirement Accounts 401(k), 403(b), TSA* Other _____

*If you are using the proceeds from the redemption, surrender or liquidation of existing Life Insurance, Annuities, Mutual Funds, and/or Certificate of Deposits to fund this investment, or if your Pension Plan or Retirement Accounts are held in one of these products, please complete the additional details below.

Life Insurance

There may be a surrender charge on the life insurance policy from which I/we have taken a withdrawal or loan or that I/we have terminated or reduced. The surrender of a life insurance policy may result in taxable income (not applicable to certain exchanges under Section 1035 of the Internal Revenue Code). In addition, as a result of this withdrawal or loan, the protection afforded by the life insurance policy may be terminated or reduced.

Policy Number	Type	Purchase Date	Surrender Charge
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed <input type="checkbox"/> Term		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed <input type="checkbox"/> Term		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed <input type="checkbox"/> Term		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more

Annuities

There may be a surrender charge on the annuity being surrendered. The surrender of an annuity contract may result in taxable income. In addition, if the Annuitant is under age 59 ½, I may incur an additional 10% IRS imposed penalty on any earnings taken in a distribution. (Not applicable to certain exchanges under Section 1035 of the Internal Revenue Code, Rollovers, or Transfers of existing annuities.)

Policy Number	Type	Purchase Date	Surrender Charge
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
	<input type="checkbox"/> Variable <input type="checkbox"/> Fixed		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more

Mutual Funds

I am liquidating mutual fund shares to fund this purchase. The Purchase Date, referenced below, is the most recent Trade Date on which shares were purchased. I may be assessed a sales charge on the mutual fund redemption if the shares I am selling are subject to a back-end load (Contingent Deferred Sales Charge).

Account Number	Fund Family	Share Class	Purchase Date	Contingent Deferred Sales Charge
		<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> No Load <input type="checkbox"/> Other_____		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
		<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> No Load <input type="checkbox"/> Other_____		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more
		<input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C <input type="checkbox"/> No Load <input type="checkbox"/> Other_____		<input type="checkbox"/> 0% <input type="checkbox"/> 1% <input type="checkbox"/> 2% <input type="checkbox"/> 3% <input type="checkbox"/> 4% or more

CD

The investment divisions being purchased are not backed or guaranteed by any bank or insured by the FDIC; and are subject to investment risks, which may involve the loss of the principal amount invested. If I/we liquidate a Certificate of Deposit (CD) prior to maturity, I/we may be required to pay a penalty.

Variable Life Insurance and Variable Annuities are issued by New York Life Insurance and Annuity Corporation (a Delaware Corporation), 51 Madison Avenue, New York, NY 10010.

H. What Type of Investor Are You?

- Helps you the customer, identify your investment objective by answering questions on risk tolerance and time horizon.
- Helps identify the Premium/Investment Allocation mix suitable for your objective.

This is an optional questionnaire* to assist you in determining your investment objective, risk tolerance, and investment time horizon as they pertain to this purchase only and not your entire investment portfolio.

Instructions:

Read each question and circle the number in the right hand column which best reflects your preference. Total the numbers circled for each section. Complete the score at the end of the questionnaire to determine the most appropriate investment objective for you.

*This is a required questionnaire and the Total Score must be used to select the Investment Objective for any owner who meets all the following criteria:

1. Is 71 years of age or more
2. Has no prior investment experience (i.e., answered No to question 1 in Section E, Investment Experience)
3. Selects (D) Growth or (E) Aggressive Growth as the Investment Objective in Section I.

Risk Tolerance

1. Which of the following investments would you feel most comfortable owning?

- a. Certificates of deposit1
- b. U.S. Government securities2
- c. Blue-chip stocks3
- d. Stocks of new, growth companies4

2. Which of the following investments would you least like to own?

- a. Stocks of new, growth companies1
- b. Blue-chip stocks2
- c. U.S. Government securities3
- d. Certificates of deposit4

3. How optimistic are you about the long-term prospects for the economy?

- a. Very pessimistic1
- b. Unsure2
- c. Somewhat optimistic3
- d. Very optimistic4

4. Which of the following best describes your attitude about investments outside the U.S.?

- a. I believe that investing in foreign markets involves risk1
- b. I believe that overseas markets provide attractive investment opportunities2

5. "If the U.S. stock portion of my portfolio were to lose 10% of its value over a one month period, consistent with the overall market, I would prefer to cut my losses and shift into a more conservative investment strategy". How do you feel about the previous statement?

- a. Strongly agree1
- b. Agree2
- c. Disagree3
- d. Strongly disagree4

6. Choose the answer that best describes your response to the following statement: I am comfortable with investments that will periodically decline in value if there is a potential for high returns.

- a. Strongly disagree1
- b. Disagree2
- c. Agree3
- d. Strongly agree4

Risk Tolerance Total

Investment Objectives

1. Which of the following best describes your investment objective for this purchase?

- a. Preserving principal and generating a moderate amount of income 1
- b. Generating a high amount of income 2
- c. Generating some income and increasing my assets over an extended time frame 3
- d. Increasing my assets substantially over an extended time frame 4

2. What do you expect your standard of living to be 10 years from now as compared to your standard of living today?

- a. Lower than it is today 1
- b. The same as it is today 2
- c. Somewhat higher than it is today 3
- d. Substantially greater than it is today 4

3. Ten years from today, you expect the value of your purchase to be:

- a. The same as it is today 1
- b. Somewhat more than it is today 2
- c. Greater than it is today 3
- d. Substantially greater than it is today 4

Investment Objectives Total

Investment Time Horizon

1. What is your age?

- a. 56 and over 1
- b. 46–55 2
- c. 36–45 3
- d. 18–35 4

2. What is your primary financial goal for this purchase?

- a. Wealth preservation 1
- b. Retirement planning 2
- c. Wealth accumulation 3

3. What is the time frame for you to achieve your financial goal for this purchase?

- a. 0-4 years 1
- b. 5 to 14 years 2
- c. 15 years or more 3

Investment Time Horizon Total

Totals

The total for each Questionnaire Section is weighted (multiplied) by a number that represents the overall importance of that section when determining your Investment Objective.

1. Multiply each total by its weighted factor.
2. Add the subtotals to determine your Total Score.

Risk Tolerance Total _____ **X 3 =** _____

Investment Objective Total _____ **X 2 =** _____

Time Horizon Total _____ **X 1 =** _____

TOTAL SCORE =

I. Risk Tolerance/Investment Objective

I want to use the questionnaire score to determine my investment objective. (Note: The use of the questionnaire score is required if any owner is 71 years of age or older, indicates he/she has no prior investment experience, and has selected Investment Objective D or E.)

Match your Total Score with one of the Investment Objectives listed. You will notice that there is some overlap in the Total Score Ranges. If your score falls within an overlap, please examine each applicable objective to determine which represents your needs most accurately.

REFERENCE TABLE

Total Score	Investment Objective
27 - 51	A Income with Capital Preservation
40 - 70	B Income with Moderate Growth
61 - 86	C Growth with Income
72 - 97	D Growth
84 - 100	E Aggressive Growth

Yes Enter Total Score here and complete only the Investment Objective Section below.

No I chose not to complete or use the questionnaire score and define my Risk Tolerance and Investment Objective in the section below with an option that is more consistent with my intended use for this product.

Risk Tolerance *(Do not complete if using the Total Score from the questionnaire)*

Instructions: If you are not using the questionnaire score answer the following question:
 "How would you classify your tolerance for market risk and loss of principal?"

Investment Objectives Corresponding to Risk Tolerance

<input type="checkbox"/> Conservative (Prefer little risk and low volatility in return for accepting potentially lower returns. Minimizing exposure of principal to loss or fluctuation is very important)	A only
<input type="checkbox"/> Moderately Conservative (Willing to take some risk to seek enhanced returns. Reduced exposure of principal to loss or fluctuation is important)	A or B only
<input type="checkbox"/> Moderate (Willing to assume an average amount of market risk and volatility or loss of principal to achieve higher returns)	A or B or C only
<input type="checkbox"/> Moderately Aggressive (Willing to assume an above average amount of risk and volatility or loss of principal to take advantage of potentially higher return opportunities)	A or B or C or D only
<input type="checkbox"/> Aggressive (Willing to sustain substantial volatility or loss of principal and assume a high level of risk in pursuing higher returns)	A or B or C or D or E

Investment Objective

*Sample Investment Allocation

Instructions: Choose one Investment Objective below that matches your questionnaire score or your Risk Tolerance chosen above. Consult the Reference Table above to match your score to your Investment Objective. If you choose a Risk Tolerance, match it correctly to your Investment Objective below.

High/Highest Risk Low/Moderate Risk

<input type="checkbox"/> A. Income with Capital Preservation (Score 27 – 51) (Any Risk Tolerance) For the investor who seeks investment stability and liquidity with a primary portfolio objective to preserve capital while providing income. Fluctuations in the values of portfolios of this type are usually minimal. <i>No premium may be allocated to investment divisions classified as high and/or highest risk if the investor has a Conservative risk tolerance or if the questionnaire score is between 27 and 39. No more than 20% of the premium may be allocated to investment divisions classified as high and/or highest risk for all other investors.</i>	 Conservative	 All Others
<input type="checkbox"/> B. Income with Moderate Growth (Score 40 – 70) (Moderately Conservative, Moderate, Moderately Aggressive, or Aggressive Risk Tolerance) For the investor who seeks current income and modest long-term growth, with a slightly higher risk tolerance than the investor in the capital preservation category. Primary portfolio objective is current income. Fluctuations in the values of portfolios of this type may occur from year to year. <i>No more than 30% of the premium may be allocated to investment divisions classified as high and/or highest risk if the investor has a Moderately Conservative risk tolerance or if the questionnaire score is between 40 and 60. No more than 40% of the premium may be allocated to investment divisions classified as high and/or highest risk for all other investors.</i>	 Moderately Conservative	 All Others
<input type="checkbox"/> C. Growth with Income (Score 61 – 86) (Moderate, Moderately Aggressive, or Aggressive Risk Tolerance) For the investor who seeks relatively stable long-term growth with a low level of income and has a moderate risk tolerance. Primary portfolio objective is to achieve steady long-term growth. Fluctuations in the values of portfolios of this type are usually less than those of the overall stock markets. <i>No more than 50% of the premium may be allocated to investment divisions classified as high and/or highest risk if the investor has a Moderate risk tolerance or if the questionnaire score is between 61 and 71. No more than 60% of the premium may be allocated to investment divisions classified as high and/or highest risk for all other investors.</i>	 Moderate	 All Others
<input type="checkbox"/> D. Growth (Score 72 – 97) (Moderately Aggressive or Aggressive Risk Tolerance) For the investor who seeks capital appreciation. Primary portfolio objective is above-average capital appreciation. Fluctuations in the values of portfolios of this type are usually the same as those of the overall stock markets. <i>No more than 80% of the premium may be allocated to investment divisions classified as high and/or highest risk.</i>	 Moderately Aggressive or Aggressive	
<input type="checkbox"/> E. Aggressive Growth (Score 84 – 100) (Aggressive Risk Tolerance only) For the investor who seeks maximum capital appreciation. Primary portfolio objective is aggressive capital appreciation. Fluctuations in the values of portfolios of this type are substantial from year to year and are more than the overall stock markets. <i>Up to 100% of the premium may be allocated to investment divisions classified as high and/or highest risk.</i>	 Aggressive	

*Sample Investment Allocations Based on Investment Objective and Risk Tolerance. The Investment Allocation Pie charts shown are to illustrate the maximum amount that may be allocated to investment divisions classified as high and/or highest risk. All investments involve risk, including the potential to lose some or all of your original investment.

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Supporting Document Schedules

Item Status: **Status Date:**

Bypassed - Item: Flesch Certification
Bypass Reason: N/A
Comments:

Item Status: **Status Date:**

Bypassed - Item: Application
Bypass Reason: N/A
Comments: