

SERFF Tracking Number:	MWAM-126936630	State:	Arkansas
Filing Company:	Modern Woodmen of America	State Tracking Number:	47646
Company Tracking Number:	VWM138		
TOI:	A10 Annuities - Other	Sub-TOI:	A10.000 Annuities - Other
Product Name:	Suitability Supplement		
Project Name/Number:	VMW138/VMW138		

Filing at a Glance

Company: Modern Woodmen of America

Product Name: Suitability Supplement

SERFF Tr Num: MWAM-126936630

State: Arkansas

TOI: A10 Annuities - Other

SERFF Status: Closed-Accepted For Informational Purposes

State Tr Num: 47646

Sub-TOI: A10.000 Annuities - Other

Co Tr Num: VWM138

State Status: Filed-Closed

Filing Type: Form

Author: Krista Collins

Reviewer(s): Linda Bird

Date Submitted: 01/05/2011

Disposition Date: 01/13/2011

Disposition Status: Accepted For Informational Purposes

Implementation Date:

Implementation Date Requested: 03/01/2011

State Filing Description:

General Information

Project Name: VMW138

Project Number: VMW138

Requested Filing Mode: Informational

Explanation for Combination/Other:

Submission Type: New Submission

Overall Rate Impact:

Status of Filing in Domicile: Pending

Date Approved in Domicile:

Domicile Status Comments:

Market Type: Individual

Individual Market Type:

Filing Status Changed: 01/13/2011

State Status Changed: 01/13/2011

Created By: Krista Collins

Corresponding Filing Tracking Number:

Deemer Date:

Submitted By: Krista Collins

Filing Description:

RE: VMW-138 (Rev. 12-10) Suitability, Allocation of Funds and Replacement Supplement

Modern Woodmen of America is submitting the above listed form for informational purposes. Form VMW-138 (Rev. 12-10) will replace form VMW-138 (05-03) approved 5/19/2003. No part of the filing contains any unusual or possibly controversial items from normal company or industry standards. We will begin using the new form upon completion of our implementation procedures but not before 3/1/2011.

Changes include: new form number VMW-138 (Rev. 12-10) on all pages, removal of all references to variable universal life, and formatting changes throughout the submitted form. Slight variations in font and formatting may occur during

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reproduction of the form.

Please contact me if you need additional information regarding this filing.

Sincerely,

Krista Collins
 Compliance Analyst
 Modern Woodmen of America
 NAIC# 57541

Approved 5/19/2003.

Company and Contact

Filing Contact Information

Krista Collins, Compliance Analyst
 1701 1st Avenue
 Rock Island, IL 61201

krista.collins@modern-woodmen.org
 309-793-5535 [Phone]
 309-793-5508 [FAX]

Filing Company Information

Modern Woodmen of America
 1701 1st Avenue

CoCode: 57541
 Group Code: -99

State of Domicile: Illinois
 Company Type: Fraternal Benefit
 Society

Rock Island, IL 61201
 (309) 793-5535 ext. [Phone]

Group Name:
 FEIN Number: 36-1493430

State ID Number:

Filing Fees

Fee Required? Yes
 Fee Amount: \$50.00
 Retaliatory? Yes
 Fee Explanation: 1 form = \$50.00
 Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
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Modern Woodmen of America \$50.00 01/05/2011 43468669

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Accepted For Informational Purposes	Linda Bird	01/13/2011	01/13/2011

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Disposition

Disposition Date: 01/13/2011

Implementation Date:

Status: Accepted For Informational Purposes

Comment:

Rate data does NOT apply to filing.

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<i>Filing Company:</i>	<i>Modern Woodmen of America</i>	<i>State Tracking Number:</i>	<i>47646</i>
<i>Company Tracking Number:</i>	<i>VWM138</i>		
<i>TOI:</i>	<i>A10 Annuities - Other</i>	<i>Sub-TOI:</i>	<i>A10.000 Annuities - Other</i>
<i>Product Name:</i>	<i>Suitability Supplement</i>		
<i>Project Name/Number:</i>	<i>VMW138/VMW138</i>		

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		No
Supporting Document	Life & Annuity - Acturial Memo		No
Form	Suitability, Allocation of Funds, and Replacement Supplement		Yes

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Form Schedule

Lead Form Number: VMW-138 (Rev. 12-10)

Schedule Item Status	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
	VMW-138 (Rev. 12-10)	Other	Suitability, Allocation of Funds, and Replacement Supplement	Revised	Replaced Form #: VMW-138 (05-03) Previous Filing #: not available	50.000	VMW-138 (Rev. 12-10) Suitability, Allocation of Funds, and Replacement Supplement.pdf

Annuitant Name _____

Modern Woodmen of America
1701 1st Avenue
Rock Island, IL 61201

FOR HOME OFFICE USE

CERTIFICATE NUMBER

SUITABILITY, ALLOCATION OF FUNDS, AND REPLACEMENT SUPPLEMENT

To be completed for all Variable Annuity Applications.

Please submit with the Application.

All references to "the Society" shall mean Modern Woodmen of America.
For the purposes of this Supplement, "You" or "Your" refers to the Proposed Certificate Holder.

SECTION A – CERTIFICATE HOLDER INFORMATION

Certificate Holder Name: _____ Certificate Holder Date of Birth: _____
(First, Middle, Last, Suffix) (Month-Day-Year)

SECTION B – SUITABILITY QUESTIONNAIRE

1. Do you believe that this Certificate will meet your insurance needs and financial objectives? Yes No

2. Were you shown illustrations? Yes No

If "Yes", what were the gross rates of return shown to you on the illustrations? _____

3. I understand that the accumulated value of the Certificate may go up or down depending on the subaccount investment performance. I also understand that there is no guaranteed minimum accumulated value for subaccounts other than the Declared Interest Option.

I further understand that the amount or duration of the death benefit may vary under the conditions described in the death benefit provision of the Certificate.

Initial

4. I understand applicable sales and other initial charges may be incurred under this new Certificate. (Refer to the Prospectus for actual charges which may be incurred.)

Initial

5. I understand that there may be adverse tax consequences involved when changing from my existing contract to this new Certificate or if I change from this Certificate at a later date.

Initial

SECTION C – ALLOCATION OF FUNDS

1. Allocate the net premium payments (as described in the Prospectus) to the appropriate subaccounts or Declared Interest Option as follows:

_____ %	ACM - American Century VP Mid Cap Value Fund	_____ %	F15 - Fidelity VIP ⁴ Freedom 2015 - Initial Class
_____ %	ACU - American Century VP Ultra [®]	_____ %	F20 - Fidelity VIP ⁴ Freedom 2020 - Initial Class
_____ %	ACV - American Century VP Vista SM	_____ %	F25 - Fidelity VIP ⁴ Freedom 2025 - Initial Class
_____ %	SM4 - Calvert VP ¹ S&P MidCap 400 Index Portfolio	_____ %	F30 - Fidelity VIP ⁴ Freedom 2030 - Initial Class
_____ %	SN1 - Calvert VP ¹ Nasdaq 100 Index Portfolio	_____ %	FGR - Fidelity VIP ⁴ Growth – Initial Class
_____ %	SR2 - Calvert VP ¹ Russell 2000 Small Cap Index Portfolio	_____ %	FGI - Fidelity VIP ⁴ Growth & Income – Initial Class
_____ %	DCA - Dreyfus VIF ² Appreciation	_____ %	FH2 - Fidelity VIP ⁴ High Income – Service Class 2
_____ %	DGI - Dreyfus VIF ² Growth & Income	_____ %	FIX - Fidelity VIP ⁴ Index 500 – Initial Class
_____ %	DIE - Dreyfus VIF ² International Equity	_____ %	FMC - Fidelity VIP ⁴ Mid Cap – Service Class 2
_____ %	DSC - Dreyfus VIF ² Opportunistic Small Cap	_____ %	FOS - Fidelity VIP ⁴ Overseas – Initial Class
_____ %	DRG - Dreyfus Socially Responsible Growth Fund	_____ %	FR1 - Fidelity VIP ⁴ Real Estate – Initial Class
_____ %	EBC - EquiTrust VISF ³ Blue Chip	_____ %	JMV - JPMorgan IT ⁵ Mid Cap Value Portfolio
_____ %	EHG - EquiTrust VISF ³ High Grade Bond	_____ %	JMC - JPMorgan IT ⁵ Small Cap Core Portfolio
_____ %	EHY - EquiTrust VISF ³ Strategic Yield	_____ %	TEI - T. Rowe Price [®] Equity Income
_____ %	EMG - EquiTrust VISF ³ Managed	_____ %	TIS - T. Rowe Price [®] International Stock
_____ %	EMM - EquiTrust VISF ³ Money Market	_____ %	TMC - T. Rowe Price [®] Mid-Cap Growth
_____ %	EVG - EquiTrust VISF ³ Value Growth	_____ %	TNA - T. Rowe Price [®] New America Growth
_____ %	FCF - Fidelity VIP ⁴ Contrafund [®] – Initial Class	_____ %	TPS - T. Rowe Price [®] Personal Strategy Balanced
		_____ %	IMW - Declared Interest Option ⁶

¹ VP represents Calvert Variable Products.

² VIF represents Dreyfus Variable Investment Fund.

³ VISF represents EquiTrust Variable Insurance Series Fund.

⁴ Fidelity Investments is a registered trademark of FMR Corp.

⁵ IT represents JPMorgan Insurance Trust.

⁶ This option not available for Variable Supplemental Contracts.

The minimum percentage of a net premium that may be allocated to any particular subaccount is 1%. All percentage allocations must be in whole numbers. No more than 10 accounts can be selected.



Premiums for the Variable Annuity Certificate will be initially allocated to the EquiTrust Money Market subaccount for a ten-day period following the issue date. At the end of that period, the amount in the money market subaccount will be allocated among the subaccounts and the Declared Interest Option in accordance with the premium allocation percentages shown above.

The first 12 transfers in each certificate year incur no transfer charge: thereafter, each time amounts are transferred, a transfer charge of \$25 may be imposed.

I understand the initial allocation of premium dollars and the transfer charges explained above.

Initial

TRANSFER BETWEEN SUBACCOUNTS

I authorize transfers between the subaccounts upon instruction by telephone.
If neither box is checked, the telephone privilege **will** be provided.

Yes No

SECTION D – REPLACEMENT/SOURCE OF FUNDS/EXISTING COVERAGE

1. Have you had another deferred variable annuity replacement/surrender/partial surrender/1035 exchange within the preceding 36 months?

Yes No

If “Yes” please explain”

2. Source of funds for this Certificate:

- Current Income
- Personal Savings/CDs
- Mutual Funds (Complete Form 1973-FS)
- Stocks/Bonds
- Sale of Real or Personal Property
- Policy/Certificate Accumulated Value, Dividend or Loan from Life Insurance*
- Policy/Certificate Surrender
- Variable Annuity
- Fixed Annuity
- Other _____

*Loans against policy or certificate values will decrease death benefits. Funds from these loans that are used for the purchase of investment products are subject to market risk.

3. a. Is the Certificate applied for replacing, or likely to replace, any existing life insurance or annuity contract?

Yes No

b. Are values from an existing life insurance or annuity contract being used to pay the premiums on the new certificate?

Yes No

If “Yes” to either 3a or 3b, complete 3c, the table below, questions 4 through 10 and required state replacement forms and notices. If “No”, skip to Section E.

c. This is a: Full Surrender Partial Surrender Loan Withdrawal

PUT AN X IN THE R BOX FOR REPLACEMENT OR AN X IN THE F BOX FOR FINANCE ALONG WITH THE CONTRACT INFORMATION.

R	F	INSURED/ANNUITANT	COMPANY NAME AND ADDRESS	CONTRACT NUMBER	TYPE OF CONTRACT AND AMOUNT	CONTRACT ISSUE DATE
<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>					

4. What will the difference in costs be as a result of the replacement/surrender/partial surrender/1035 exchange?

Cost	MWA	Other Company
M&E	1.4% (Excludes DIO)	% or \$
Annual Administration	\$30 (Waived if account value is \$50,000 or greater)	\$
Riders	0%	% or \$
Death Benefit	0%	% or \$
Other	0%	% or \$

Explanation for Other:

5. How much Death Benefit am I giving up by doing this transaction? \$ _____
6. Please explain the reason(s) why this replacement/surrender/partial surrender is being completed.
- _____
- _____
7. What surrender and/or other charges (if any) will be incurred as a result of the replacement/surrender/partial surrender? (Give dollar amount.) \$ _____
8. As a result of the replacement/surrender/partial surrender, will your investment risk:
- Increase Decrease Remain unchanged
9. Who made the recommendation that the replacement/surrender/partial surrender be made?
- Proposed Certificate Holder Representative Other _____
10. After weighing the advantages and disadvantages of making this replacement/financing for my variable contract, I have concluded that this transaction is my decision and is made in accordance with my wishes.
- Initial

SECTION E – CERTIFICATE HOLDER ACKNOWLEDGEMENT

To be satisfied with the products and services you receive, it is important that you understand some of the key elements about the variable annuity you have selected.

Always Complete 1 through 5.

<p>1. Initial</p> <div style="border: 1px solid black; width: 40px; height: 30px; margin: 0 auto;"></div>	<p>I understand that:</p> <ul style="list-style-type: none"> This investment is being made through MWA Financial Services, a registered broker dealer, member FINRA and SIPC. This investment is long-term in nature and will be subject to investment risks as described in the prospectus. This investment is subject to price fluctuation that may result in a market value higher or lower than the original investment. Past performance is not necessarily indicative of future results. While I do have the right to cancel this variable investment at any time within the terms outlined in the prospectus, if I cancel after the “free-look” period, I may receive less than I paid depending on the market value of the variable contract at the time of cancellation. In addition, I understand that if the contract is canceled during the “free-look” period I will receive a return of the premiums paid into the contract. 																				
<p>2. Initial</p> <div style="border: 1px solid black; width: 40px; height: 30px; margin: 0 auto;"></div>	<ul style="list-style-type: none"> I have received the prospectus, which explains all aspects of this investment. I understand that I should read the prospectus and keep it for future reference. I have reviewed all fees, mortality and expense charges, administration charges and investment advisory fees. <p>Amounts up to the “withdrawal privilege amount” may be withdrawn from the certificate during each certificate year without being subject to the surrender charge. The withdrawal privilege amount will be equal to 10% of the accumulated value on the most recent certificate anniversary. Withdrawals above that amount, will be subject to the following withdrawal charge schedule as a percent of Accumulated Value.</p> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr> <th style="text-align: left;">Year</th> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7</th> <th>8</th> <th>9</th> </tr> </thead> <tbody> <tr> <th style="text-align: left;">Percent</th> <td>8%</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>4%</td> <td>3%</td> <td>2%</td> <td>1%</td> <td>0%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> Earnings in the contract accumulate on a tax-deferred basis until withdrawn and are taxable the year of withdrawal. Withdrawals made prior to age 59½ may be subject to a 10% federal tax penalty, as well as possible state tax penalties. 	Year	1	2	3	4	5	6	7	8	9	Percent	8%	7%	6%	5%	4%	3%	2%	1%	0%
Year	1	2	3	4	5	6	7	8	9												
Percent	8%	7%	6%	5%	4%	3%	2%	1%	0%												
<p>3. Prospectus Date:</p> <p>_____</p>																					

4. **Initial**

I understand that:

- **Guaranteed Death Benefit** – If I die before the annuity payout begins and I was younger than age 76 when the contract was issued, my beneficiaries will receive the greatest of:
 - The sum of all premiums paid, less the sum of any partial withdrawal reductions,
 - The accumulated value, or
 - The highest accumulated value, (plus subsequent premiums paid and less subsequent partial withdrawal reductions) achieved over the course of the contract prior to age 91. (This benefit may not be available in all states.)

The re-calculation of the highest value occurs on each contract anniversary, premium payment and/or withdrawal, and at death.

If I was age 76 or older when the contract was issued, my beneficiaries will receive the greater of:

- The sum of all premiums paid, less the sum of any partial withdrawal reductions, or
- The accumulated value.

- **Incremental Death Benefit Rider** – This rider provides a death benefit in addition to the death benefit already provided in my Variable Annuity contract. The benefit amount is intended to help my beneficiaries pay the income tax on any growth in the annuity, and therefore, help preserve a greater portion of the annuity value for my loved ones. The rider will automatically be included on my contract, at no charge, if I am younger than age 71 when the contract is issued. (This benefit may not be available in all states.)

5. What is the intended use of this certificate?

- Retirement/Income Estate Planning Death Benefits Other _____

If "Other" please explain _____

Complete for Variable Annuities Within Tax Qualified Accounts.

6. **Initial**

By initialing here, I attest that my representative has advised that the tax deferred accrual features of the variable annuity product are of no benefit within my tax qualified account. I further attest that the variable annuity is being selected based on other benefits.

SECTION F – SIGNATURES

I declare that all statements in this Supplement are true to the best of my knowledge and belief, and agree that this Supplement shall be a part of the Variable Annuity Certificate issued by the Society.

Signature of Proposed Certificate Holder

Date

Signature of Registered Representative

Date

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Sub-TOI: A10.000 Annuities - Other

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Supporting Document Schedules

Item Status:

Status

Date:

Satisfied - Item: Flesch Certification

Comments:

Attachment:

Readability certification VMW-138 (Rev. 12-10).pdf

CERTIFICATION OF FLESCH SCALE READABILITY

RE: VMW-138 (Rev. 12-10) Suitability, Allocation of Funds, and Replacement Supplement

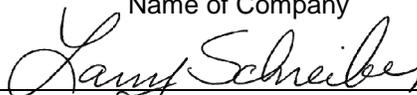
MODERN WOODMEN OF AMERICA, Rock Island, Illinois does hereby certify that the form(s) listed below is (are) greater than or equal to the minimum reading ease test score of 50.

Certificate Form	Average Words per Sentence	Average Syllables Per Word	Score
VMW-138 (Rev. 12-10) Suitability, Allocation of Funds, and Replacement Supplement	7.7	1.75	50.0

MODERN WOODMEN OF AMERICA

Name of Company

By: _____


Larry L. Schreiber, Chief Actuary

January 5, 2011

Date