REQUEST TO SWITCH INVESTMENTS

Mutual Funds/Variable Annuities are designed as long term investments. On occasion, an investor may believe it is in his/her best interest to switch from one fund/annuity to another. Northeast Asset Management, Inc. believes that you should be aware of certain liabilities that may be incurred when switching mutual funds or variable annuities.

1. The purpose of this letter is to confirm my understanding of the following:
   ♦ I may pay a sales charge on the purchase.
   ♦ I may incur a surrender charge on the liquidation.
   ♦ I may be purchasing a mutual fund that has a contingent deferred sales charge (back-end load).
   ♦ I may be purchasing a variable annuity that is subject to surrender charges.

2. I understand that I may incur a capital gain tax liability on any profit realized thus reducing my investment capital to the extent of such tax.

3. I realize it is Northeast Asset Management Corporation’s policy not to recommend the sale and any subsequent purchase of mutual fund or variable annuity unless a person’s financial or personal objectives can be better served.

4. If my original investment was a mutual fund within a group of funds under the same management, I realize that I can exchange funds within the group without a sales charge for a minor charge.

5. The material facts on which I based my recommendation are: (to be completed by the representative)

   ___________________________________________________________________________________
   ___________________________________________________________________________________

   (continue on back if necessary)

Client(s) Signature __________________________  __________________________  Date __________

Representative’s Signature _______________________________  Date _______________

Principal’s Signature __________________________________  Date ________________