

Product Overview

- Lincoln Financial *MoneyGuard*
- Nationwide *CareMatters*
- One America *Asset Care*
- Securian *SecureCare*

The Hybrid/Linked products available today vary with respect to issue ages, benefit periods, inflation options, etc. and this section will address the product from the various carriers.

2022

PRODUCT HIGHLIGHTS

SecureCare III

Why SecureCare III?

Four guarantees:

1. Cash indemnity long-term care (LTC) benefits
2. Death benefit
3. Three return of premium (ROP) options
4. Reduced paid-up benefits

Other benefits:

- Four different inflation protection options
- Flexible premium payment options
- Robust benefits outside the United States
- Premium Waiver for LTC Agreement available on multi-pay policies

| Policy type | Whole life insurance policy with cash indemnity long-term care (7702B) benefits. This policy is considered a qualified LTC contract. | | | | | | | | | | | | |
|---|--|----------|------------|--------|--------|--------|--------|------|-------|-------|-------|-------|-------|
| Issue ages & premium payment options | <p>Payment options include: online, direct, EFT or 1035 exchange. For multi-year policies, all premium modes available with no modal factor. Additional first-year single premium is available.</p> <table border="1"> <thead> <tr> <th>Payment:</th> <th>Single-pay</th> <th>5-pay</th> <th>7-pay</th> <th>10-pay</th> <th>15-pay</th> </tr> </thead> <tbody> <tr> <td>Age:</td> <td>40-75</td> <td>40-75</td> <td>40-73</td> <td>40-70</td> <td>40-65</td> </tr> </tbody> </table> | Payment: | Single-pay | 5-pay | 7-pay | 10-pay | 15-pay | Age: | 40-75 | 40-75 | 40-73 | 40-70 | 40-65 |
| Payment: | Single-pay | 5-pay | 7-pay | 10-pay | 15-pay | | | | | | | | |
| Age: | 40-75 | 40-75 | 40-73 | 40-70 | 40-65 | | | | | | | | |
| Minimum and maximum face amounts | \$50,000 - \$500,000 | | | | | | | | | | | | |
| Death benefit test & option | CVAT & level | | | | | | | | | | | | |
| LTC benefit payment type | Cash indemnity | | | | | | | | | | | | |
| Underwriting classes | <ul style="list-style-type: none"> • Simplified Issue, Sex Distinct: Non-tobacco Single, Non-tobacco Couples, Tobacco Single, Tobacco Couples • Couple's discount is available through a special underwriting class; only one need apply to receive this benefit. State variations may apply. | | | | | | | | | | | | |
| Agreements available | <ul style="list-style-type: none"> • Acceleration for Long-Term Care Agreement (2 years) – automatically included • Extension of Long-Term Care Benefits Agreement (2-6 years) – automatically included • Long-Term Care Inflation Protection Agreement – optional • Premium Waiver for Long-Term Care Agreement (multi-pay policies only) – optional | | | | | | | | | | | | |
| LTC benefit period options | 4-8 years | | | | | | | | | | | | |
| Return of premium options¹ | <ul style="list-style-type: none"> • Vesting: offers 100% premium refund if policy is cancelled, subject to the vesting schedule • 75%: offers a 75% return of the premium client has paid if they cancel their policy at any time and increases the LTC benefit above the vesting • LTC Boost: Provides a return of premium equivalent to policy's guaranteed cash value at the time of surrender and maximizes the LTC benefit | | | | | | | | | | | | |
| LTC Inflation Protection Agreement | Increases monthly long-term care benefit at a set percentage annually – even after client goes on claim; options include: 3% or 5%, simple or compound interest | | | | | | | | | | | | |
| Reduced paid-up benefit | Should the insured fail to complete the premium payment schedule, the policy will provide a reduced paid-up nonforfeiture benefit based on the total premiums paid. If the policy included the LTC Inflation Protection Agreement, the reduced paid-up benefit would continue to annually increase by the selected inflation option. | | | | | | | | | | | | |
| Guaranteed minimum death benefit | 10% of the base face amount or \$10,000, whichever is less | | | | | | | | | | | | |

1. Upon surrender, the policy owner will receive the surrender value proceeds. The surrender value proceeds may not equal the sum of premiums paid. Surrenders are subject to the return of premium option selected and the premium vesting schedule (if applicable).

| | | | | |
|--|---|-----------------------------------|----------------------|---------------------|
| Maximum monthly LTC benefit payment | Equal to the maximum LTC benefit, not subject to IRS per diem limitations. Client may choose an amount less than the maximum benefit at any time extending the duration that benefits would be available. | | | |
| Elimination period | The elimination period is 90 calendar days from the date the insured is certified as chronically ill by a licensed health care professional; home modification and caregiver training are accessible during the elimination period | | | |
| Examples of qualified long-term care services | • Adult daycare | • Caregiver training ² | • Hospice | • Nursing home care |
| | • Assisted living | • Home health care | • Household services | • Respite care |
| | • Bed reservation | • Home modification ³ | • Informal care | |
| Benefits outside the United States | Total LTC benefit pool remains unchanged and clients can receive up to 50% of maximum monthly benefit for all qualified services, including informal care, outside the United States, its territories or possessions. Benefits are paid in United States currency. If the insured returns to the United States, the non-United States monthly benefit limit will no longer apply. | | | |
| Vesting policy's vesting schedule | Single-pay or 5-pay | 7-pay | 10-pay | 15-pay |
| | Year(s) 1 80% | Years 1-3 80% | Years 1-6 80% | Years 1-11 80% |
| | Year 2 84% | Year 4 84% | Year 7 84% | Year 12 84% |
| | Year 3 88% | Year 5 88% | Year 8 88% | Year 13 88% |
| | Year 4 92% | Year 6 92% | Year 9 92% | Year 14 92% |
| | Year 5 96% | Year 7 96% | Year 10 96% | Year 15 96% |
| | Year 6+ 100% | Years 8+ 100% | Years 11+ 100% | Year 16+ 100% |

2. The caregiver training benefit can be used to pay for training of a friend or family member to provide care to the insured. This benefit can be triggered prior to the elimination period. The maximum benefit is \$1,000.

3. Home modification benefit allows the insured to pay for modifications to their home, enabling the insured to remain in their home longer. This benefit can be triggered prior to the elimination period. The maximum benefit is \$5,000.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges, and may contain restrictions, such as surrender periods.

Insurance policy guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

SecureCare III may not be available in all states. Product features, including limitations and exclusions, may vary by state.

SecureCare III includes the Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Agreement. These two agreements are tax qualified long-term care agreements that cover care such as nursing care, home and community-based care, and informal care as defined in the agreement.

These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under these agreements may be taxable. Please ensure that your clients consult a tax advisor regarding long-term care benefit payments, or when taking a loan or withdrawal from a life insurance contract.

Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states or may exist under a different name in

various states and may not be available in combination with other agreements.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment under this policy. Clients should consult a tax advisor regarding long-term care benefit payments, terminal illness benefit payments, or when taking a loan or withdrawal from a life insurance contract.

This is a general communication for informational and educational purposes. The materials and the information are not designed, or intended, to be applicable to any person's individual circumstances. It should not be considered investment advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action. Securian Financial Group, and its subsidiaries, have a financial interest in the sale of their products.

INSURANCE PRODUCTS ARE ISSUED BY MINNESOTA LIFE INSURANCE COMPANY in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its subsidiaries. Minnesota Life Insurance Company and Securian Life Insurance Company are subsidiaries of Securian Financial Group, Inc.

For financial professional and internal training use only. This material may not be reproduced in any form where it is accessible to the general public.

Not a deposit – Not FDIC/NCUA insured – Not insured by any federal government agency – Not guaranteed by any bank or credit union



INSURANCE
INVESTMENTS
RETIREMENT

securian.com

400 Robert Street North, St. Paul, MN 55101-2098
©2022 Securian Financial Group, Inc. All rights reserved.

F95989-16 1-2022 DOFU 1-2022
1873556