

## *Basic Illustration*

Prepared For:  
Valued Client

Prepared By:  
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# Your proposal for **SecureCare Universal Life**

a linked benefit product with cash indemnity long-term care benefits

Prepared for: Valued Client  
Prepared by: Jack Lenenberg  
312 Maxwell Rd., Suite 400, Alpharetta, GA 30009

Date: 07-22-2020



Insurance products issued by:  
**Minnesota Life**  
**Insurance Company**

## Important information about your proposal

Thank you for considering Securian for your long-term care (LTC) planning needs.

This proposal was customized for you based on the following information:

<b>Proposed insured</b>	Valued Client, Female, age 60, Non-Tobacco Couples Discount
<b>Premiums</b>	\$100,000.00 single premium paid Face amount: \$42,675.11 Acceleration for Long-Term Care Benefit: \$15,489.57 Extension of Long-Term Care Benefits: \$11,408.56 Inflation Protection: \$30,426.47
<b>Inflation Protection Option</b>	3% compound
<b>Long-term care benefit period</b>	<b>Total:</b> 6 years <b>Acceleration for long-term care benefit period:</b> 2 years <b>Extension of long-term care benefits period:</b> 4 years
<b>Day 1: Long-term care benefits</b>	<b>Total:</b> \$331,125.48 <b>Monthly:</b> \$4,265.93 <b>Annual:</b> \$51,191.16
<b>Age 80: Long-term care benefits</b>	<b>Total:</b> \$598,049.40 <b>Monthly:</b> \$7,704.75 <b>Annual:</b> \$92,457.00
<b>Face amount<sup>1</sup></b>	\$102,382
<b>Guaranteed minimum death benefit</b>	\$10,000
<b>Return of premium benefit<sup>2</sup></b>	\$100,000.00
<b>Death benefit qualification test</b>	CVAT
<b>Modified endowment contract (MEC)</b>	Yes

<sup>1</sup> The face amount does not reflect the minimum death benefit under the code, which may provide higher death proceeds. See the death benefit column in the "Your policy's guaranteed values" section for death proceeds that include the minimum death benefit.

<sup>2</sup> 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 a return of premium vesting schedule. Policies that are fully vested are eligible for a full return of all premiums paid.

This is a life insurance proposal, not a contract. Any policy loans and partial surrenders will affect policy values and may require additional payments to avoid policy termination.

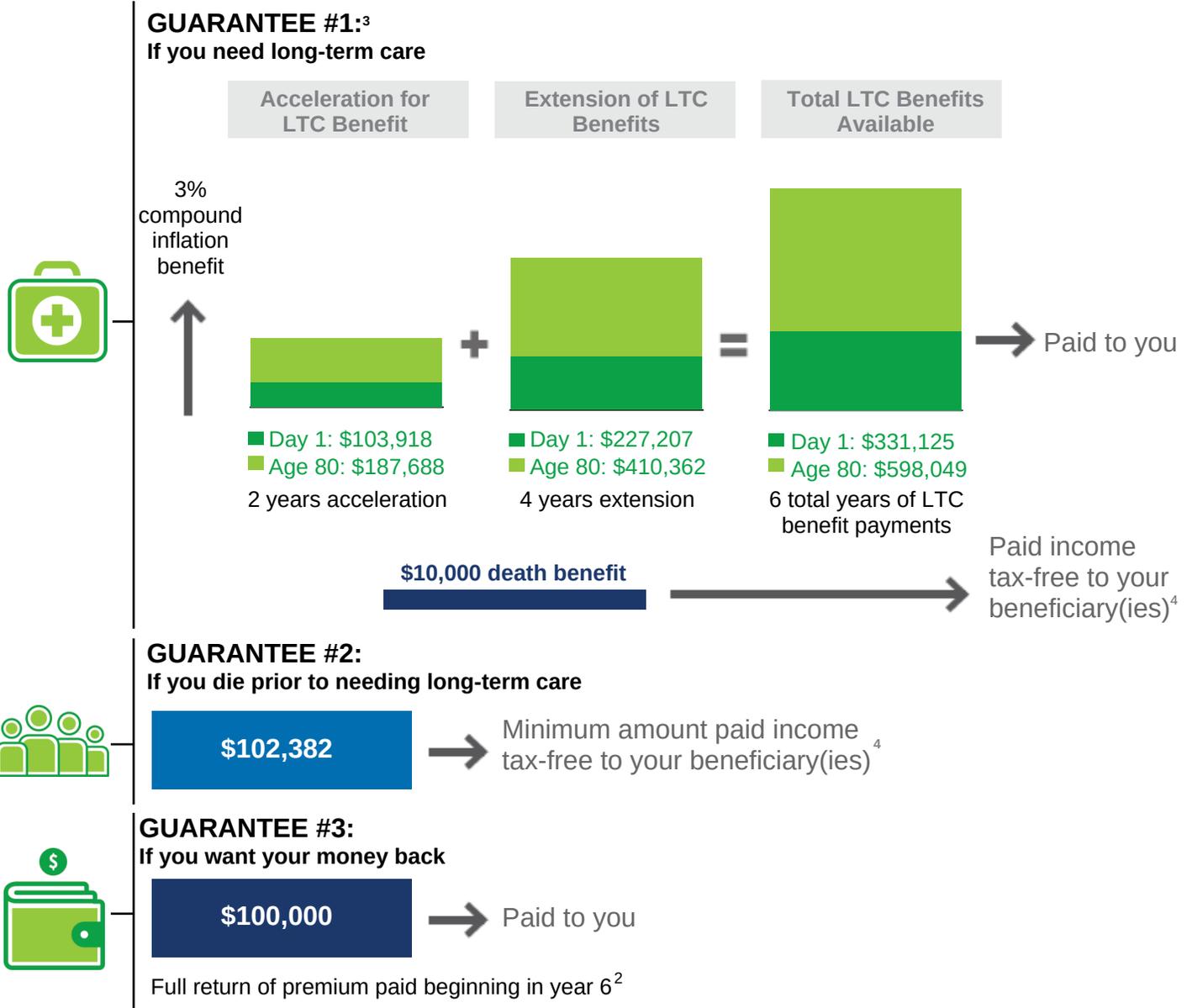
Please review your policy for a complete description of all policy features and benefits.

Guarantees are based on the financial strength and claims-paying ability of the issuing insurance company.

# How SecureCare works for your benefit

Whatever your future holds, SecureCare guarantees you real freedom of choice. By purchasing a SecureCare policy, you'll enjoy the following benefits:

\$100,000 single premium



<sup>2</sup> 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 a return of premium vesting schedule. Policies that are fully vested are eligible for a full return of all premiums paid.

<sup>3</sup> The long-term care amount may be reduced by a partial surrender and any terminal illness benefit payments. If the policy has an outstanding loan, a portion of each long-term care benefit payment will be applied to repay the loan.

<sup>4</sup> This figure represents the death benefit we calculate taking into consideration the premium paid that is allocated to the death benefit and applicable requirements under the IRC. The amount paid will be reduced by any terminal illness benefit payments, premium due, partial surrenders, and any indebtedness.

## Secure your care by preparing for the future today

As you age, your chances of needing long-term care may increase. SecureCare can help protect your assets from the rising costs of long-term care expenses. By combining a permanent life insurance policy with long-term care benefits SecureCare offer guarantees, flexibility and freedom for the future.

### Guarantees

SecureCare provides you<sup>5</sup> with these guarantees:

1. **If you need long-term care**, you'll receive a tax-advantaged monthly benefit to help cover expenses associated with your care should you become chronically ill.<sup>6</sup>
2. **When you die**, your beneficiaries will receive a death benefit, even if you exhaust your entire long-term care benefit.
3. **If you want your money back**, you can receive a refund of your premium if you no longer desire coverage, subject to the vesting schedule.<sup>2</sup>

### Flexibility

When you purchase a SecureCare policy, you can customize your coverage in several ways:

- **Initial long-term care benefit period:** Receive a monthly acceleration of your death benefit for either 2 or 3 years with the Acceleration for Long-Term Care Agreement.
- **Extend your benefits:** Add the Extension of Long-Term Care Benefits Agreement to your policy, which increases your benefit payments for an additional 2 or 4 years, extending your total benefits up to a maximum of 7 years.
- **Protection against rising costs:** Add the Long-Term Care Inflation Protection Agreement to help your policy benefits keep up with rising long-term care costs. Choose from several options that increase your monthly benefit by a set percentage each year.

### Freedom

SecureCare's long-term care benefits can support you in a wide variety of care situations, allowing you **freedom to choose how you receive care** if you become chronically ill, including but not limited to:

- Adult day care
- Informal care
- Hospice
- Home health care
- Benefits outside the U.S.<sup>6</sup>
- Assisted living
- Nursing home care
- Household services
- Home modification
- Caregiver training
- Bed reservation
- Respite care

SecureCare gives you the **freedom to save or spend your benefit payments**, because it is a cash indemnity benefit. As long as you are chronically ill, you can choose to receive an amount up to your maximum monthly benefit payment - even if your expenses are less. And if you choose to receive less, the difference stays in your policy, extending your benefit period. Another advantage of a cash indemnity benefit is that you can spend your benefit amount any way you wish, without restrictions or limitations, including informal care.

<sup>2</sup> 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 a return of premium vesting schedule. Policies that are fully vested are eligible for a full return of all premiums paid.

<sup>5</sup> If owner/insured are different, the death benefit will be paid upon death of the insured and the long-term care benefits will be paid upon the insured's meeting eligibility requirements.

<sup>6</sup> Subject to limitations. Please see the "Key terms and definitions" section for additional information.

## One product. Many benefits.

### Acceleration for Long-Term Care Agreement

This agreement accelerates your death benefit and provides long-term care benefit payments for 2 or 3 years. Benefits are available if you become chronically ill while still maintaining life insurance benefits.

**In this proposal, you will receive long-term care benefit payments for 2 years.**

### Extension of Long-Term Care Benefits Agreement

This optional agreement extends your long-term care benefit period by 2 or 4 years.

**In this proposal, you have selected to extend your benefit duration by 4 years.**

**By selecting the Extension of Long-Term Care Benefits Agreement, you have a total of 6 years of long-term care benefit payments available.**

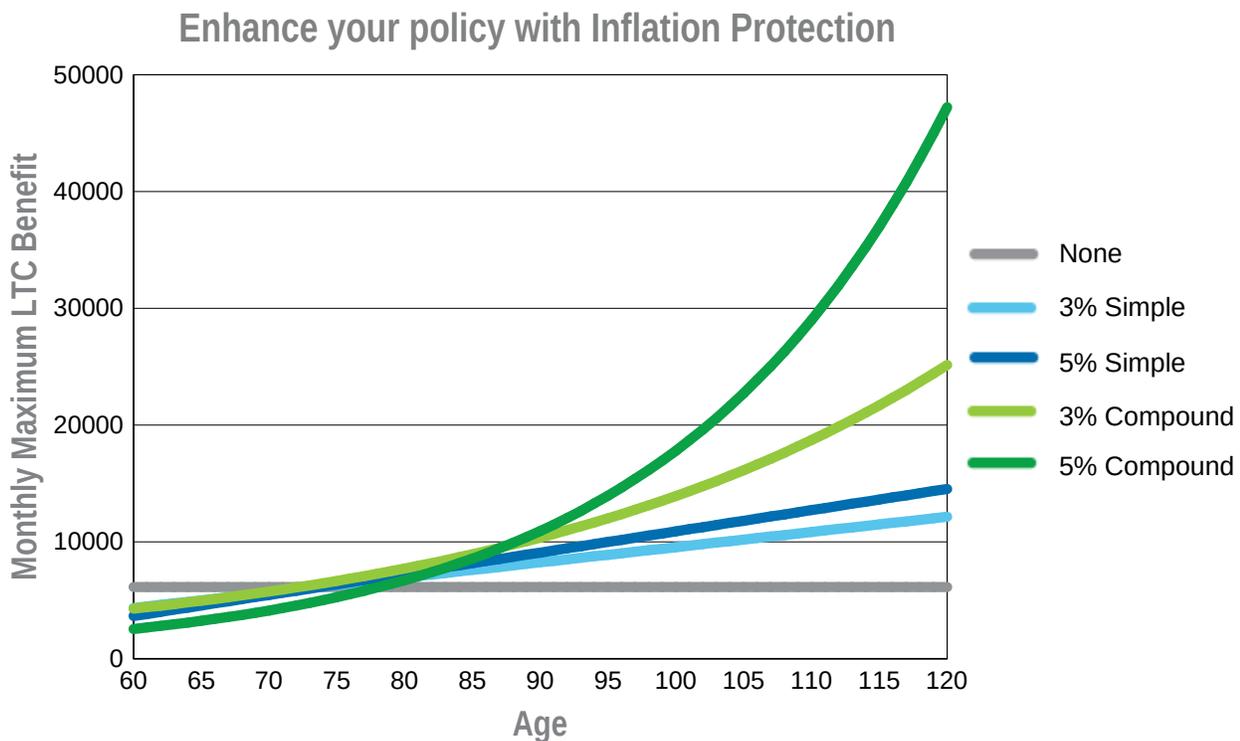
### Long-Term Care Inflation Protection Agreement

This agreement increases your long-term care benefit payments each year to help offset the rising cost of long-term care. The entire amount will be payable upon qualifying for benefits.

You have several inflation options to choose from:

- 3% Simple interest
- 3% Compound interest
- 5% Simple interest
- 5% Compound interest

## See how different inflation protection options can affect your monthly maximum amount



**In this proposal, you have selected the 3% compound Inflation Protection option.**

## Return of premium

SecureCare allows you to receive a refund of your premiums paid if you choose to surrender your policy.<sup>2</sup> Surrenders are subject to the vesting schedule shown below; therefore, the longer you maintain your policy, the greater your potential premium refund:

<b>1-pay</b>	• Year 1: 80%	• Year 3: 88%	• Year 5: 96%
	• Year 2: 84%	• Year 4: 92%	• Year 6+: 100%

The return of premium benefit is only available upon full policy surrender.

## Guaranteed minimum death benefit

If you use all of your long-term care benefits, your beneficiaries will receive the minimum death benefit of \$10,000.

## Taxation of life insurance contracts

This information is a general discussion of the relevant federal tax laws. It is not intended for, nor can it be used by any taxpayer for the purpose of avoiding federal tax penalties. This information is provided to support the promotion or marketing of ideas that may benefit a taxpayer. **Taxpayers should seek the advice of their own tax and legal advisors regarding any tax and legal issues applicable to their specific circumstances.**

A policy will qualify as life insurance under Internal Revenue Code Section 7702 if it meets the Cash Value Accumulation Test.

Failure to qualify as life insurance will have adverse tax consequences.

## Cash Value Accumulation Test

This proposal uses the Cash Value Accumulation Test, which requires the death benefit to be sufficiently higher than the accumulation value. The ratio of death benefit to accumulation value is determined by the insured's age, gender, and underwriting class.

The Cash Value Accumulation Test does not place limits on the amount of premium that can be paid, as long as there is a minimum death benefit maintained above the contract's accumulation value.

## Modified Endowment Contracts

The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). Distributions from Modified Endowment Contracts, excluding death benefit payments, are taxed differently and may be subject to a 10% IRS penalty tax. The annual maximum premium that can be paid in order to avoid Modified Endowment Contract status in the first seven years of the policy is referred to as the "maximum non-MEC annual premium."

The federal income tax consequences of a MEC can be significant. Distributions from a MEC, including surrenders, withdrawals, policy loans, and certain assignments or transfers of ownership, are taxed to the extent of gain in the policy and may be subject to additional penalties. Generally, gain in the policy is the excess, if any, of the accumulated value, not reduced by policy debt, over the policy cost basis. Consult your tax advisor for further details.

<sup>2</sup> 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 a return of premium vesting schedule. Policies that are fully vested are eligible for a full return of all premiums paid.

## Your policy's guaranteed values<sup>7</sup>

Year	Age	Annual Premium	Surrender value	Death benefit	LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
					Total	Annual	Monthly	Internal Rate of Return (IRR)
1	60	\$100,000	\$80,000	\$120,297	\$331,125	\$51,191	\$4,266	67.87%
2	61	\$0	\$84,000	\$122,215	\$341,059	\$52,727	\$4,394	41.47%
3	62	\$0	\$88,000	\$123,911	\$351,291	\$54,309	\$4,526	31.07%
4	63	\$0	\$92,000	\$125,405	\$361,830	\$55,938	\$4,662	25.26%
5	64	\$0	\$96,000	\$126,710	\$372,684	\$57,616	\$4,801	21.50%
6	65	\$0	\$100,000	\$127,840	\$383,865	\$59,345	\$4,945	18.86%
7	66	\$0	\$100,000	\$123,853	\$395,381	\$61,125	\$5,094	16.88%
8	67	\$0	\$100,000	\$120,017	\$407,243	\$62,959	\$5,247	15.35%
9	68	\$0	\$100,000	\$116,329	\$419,460	\$64,847	\$5,404	14.13%
10	69	\$0	\$100,000	\$112,787	\$432,044	\$66,793	\$5,566	13.13%
11	70	\$0	\$100,000	\$109,389	\$445,005	\$68,797	\$5,733	12.30%
12	71	\$0	\$100,000	\$106,135	\$458,355	\$70,861	\$5,905	11.59%
13	72	\$0	\$100,000	\$103,023	\$472,106	\$72,986	\$6,082	10.99%
14	73	\$0	\$100,000	\$102,382	\$486,269	\$75,176	\$6,265	10.46%
15	74	\$0	\$100,000	\$102,382	\$500,857	\$77,431	\$6,453	10.00%
16	75	\$0	\$100,000	\$102,382	\$515,883	\$79,754	\$6,646	9.60%
17	76	\$0	\$100,000	\$102,382	\$531,359	\$82,147	\$6,846	9.23%
18	77	\$0	\$100,000	\$102,382	\$547,300	\$84,611	\$7,051	8.91%
19	78	\$0	\$100,000	\$102,382	\$563,719	\$87,150	\$7,262	8.62%
20	79	\$0	\$100,000	\$102,382	\$580,631	\$89,764	\$7,480	8.35%
21	80	\$0	\$100,000	\$102,382	\$598,049	\$92,457	\$7,705	8.11%
22	81	\$0	\$100,000	\$102,382	\$615,991	\$95,231	\$7,936	7.89%
23	82	\$0	\$100,000	\$102,382	\$634,470	\$98,088	\$8,174	7.69%
24	83	\$0	\$100,000	\$102,382	\$653,505	\$101,030	\$8,419	7.51%
25	84	\$0	\$100,000	\$102,382	\$673,110	\$104,061	\$8,672	7.33%
26	85	\$0	\$100,000	\$102,382	\$693,303	\$107,183	\$8,932	7.18%
27	86	\$0	\$100,000	\$102,382	\$714,102	\$110,398	\$9,200	7.03%
28	87	\$0	\$100,000	\$102,382	\$735,525	\$113,710	\$9,476	6.89%
29	88	\$0	\$100,000	\$102,382	\$757,591	\$117,122	\$9,760	6.76%
30	89	\$0	\$100,000	\$102,382	\$780,319	\$120,635	\$10,053	6.64%

Surrender value and death benefit columns reflect end-of-year values. Age and long-term care benefits reflect beginning-of-year values.

<sup>7</sup> If all required premiums are not paid, the guarantees will be adjusted.

## Your policy's guaranteed values<sup>7</sup>

Year	Age	Annual Premium	Surrender value	Death benefit	LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
					Total	Annual	Monthly	Internal Rate of Return (IRR)
31	90	\$0	\$100,000	\$102,382	\$803,728	\$124,254	\$10,355	6.53%
32	91	\$0	\$100,000	\$102,382	\$827,840	\$127,982	\$10,665	6.42%
33	92	\$0	\$100,000	\$102,382	\$852,675	\$131,821	\$10,985	6.32%
34	93	\$0	\$100,000	\$102,382	\$878,256	\$135,776	\$11,315	6.23%
35	94	\$0	\$100,000	\$102,382	\$904,603	\$139,849	\$11,654	6.14%
36	95	\$0	\$100,000	\$102,382	\$931,741	\$144,045	\$12,004	6.06%
37	96	\$0	\$100,000	\$102,382	\$959,694	\$148,366	\$12,364	5.98%
38	97	\$0	\$100,000	\$102,382	\$988,485	\$152,817	\$12,735	5.90%
39	98	\$0	\$100,000	\$102,382	\$1,018,139	\$157,402	\$13,117	5.83%
40	99	\$0	\$100,000	\$102,382	\$1,048,683	\$162,124	\$13,510	5.76%
41	100	\$0	\$100,000	\$102,382	\$1,080,144	\$166,988	\$13,916	5.70%
42	101	\$0	\$100,000	\$102,382	\$1,112,548	\$171,997	\$14,333	5.63%
43	102	\$0	\$100,000	\$102,382	\$1,145,925	\$177,157	\$14,763	5.57%
44	103	\$0	\$100,000	\$102,382	\$1,180,302	\$182,472	\$15,206	5.52%
45	104	\$0	\$100,000	\$102,382	\$1,215,711	\$187,946	\$15,662	5.46%
46	105	\$0	\$100,000	\$102,382	\$1,252,183	\$193,584	\$16,132	5.41%
47	106	\$0	\$100,000	\$102,382	\$1,289,748	\$199,392	\$16,616	5.36%
48	107	\$0	\$100,000	\$102,382	\$1,328,441	\$205,374	\$17,114	5.31%
49	108	\$0	\$100,000	\$102,382	\$1,368,294	\$211,535	\$17,628	5.27%
50	109	\$0	\$100,000	\$102,382	\$1,409,343	\$217,881	\$18,157	5.22%
51	110	\$0	\$100,000	\$102,382	\$1,451,623	\$224,417	\$18,701	5.18%
52	111	\$0	\$100,000	\$102,382	\$1,495,172	\$231,150	\$19,262	5.14%
53	112	\$0	\$100,000	\$102,382	\$1,540,027	\$238,084	\$19,840	5.10%
54	113	\$0	\$100,000	\$102,382	\$1,586,227	\$245,227	\$20,436	5.06%
55	114	\$0	\$100,000	\$102,382	\$1,633,814	\$252,584	\$21,049	5.03%
56	115	\$0	\$100,000	\$102,382	\$1,682,829	\$260,161	\$21,680	4.99%
57	116	\$0	\$100,000	\$102,382	\$1,733,314	\$267,966	\$22,331	4.96%
58	117	\$0	\$100,000	\$102,382	\$1,785,313	\$276,005	\$23,000	4.92%
59	118	\$0	\$100,000	\$102,382	\$1,838,872	\$284,285	\$23,690	4.89%
60	119	\$0	\$100,000	\$102,382	\$1,894,038	\$292,814	\$24,401	4.86%

Surrender value and death benefit columns reflect end-of-year values. Age and long-term care benefits reflect beginning-of-year values.

<sup>7</sup> If all required premiums are not paid, the guarantees will be adjusted.

## Your policy's guaranteed values<sup>7</sup>

Year	Age	Annual Premium	Surrender value	Death benefit	LONG-TERM CARE BENEFITS			
					Inflation option: 3% compound			
					Total	Annual	Monthly	Internal Rate of Return (IRR)
61	120	\$0	\$102,382	\$102,382	\$1,950,860	\$301,598	\$25,133	4.83%

Surrender value and death benefit columns reflect end-of-year values. Age and long-term care benefits reflect beginning-of-year values.

<sup>7</sup> If all required premiums are not paid, the guarantees will be adjusted.

## Quick quote

This page shows all possible policy options and values based on a \$100,000 single premium.

**All values and benefits are guaranteed<sup>7</sup>**

Long-Term Care (LTC) Benefit Period	Inflation Option	Face Amount	Day 1: Maximum LTC Monthly Benefit	Day 1: Total LTC Benefit	Age 80: Maximum LTC Monthly Benefit	Age 80: Total LTC Benefit	Total LTC Crossover Age <sup>8</sup>
2 years	None	\$176,021	\$7,334	\$176,021	\$7,334	\$176,021	N/A
2 years	3% Simple	\$142,940	\$5,956	\$145,084	\$9,529	\$230,848	68
2 years	3% Compound	\$138,012	\$5,751	\$140,082	\$10,386	\$253,004	68
2 years	5% Simple	\$133,377	\$5,557	\$136,711	\$11,115	\$270,088	66
2 years	5% Compound	\$97,419	\$4,059	\$99,855	\$10,770	\$264,944	72
3 years	None	\$179,182	\$4,977	\$179,182	\$4,977	\$179,182	N/A
3 years	3% Simple	\$147,689	\$4,102	\$152,120	\$6,564	\$240,733	67
3 years	3% Compound	\$128,720	\$3,576	\$132,620	\$6,458	\$239,527	71
3 years	5% Simple	\$110,877	\$3,080	\$116,421	\$6,160	\$227,298	72
3 years	5% Compound	\$102,417	\$2,845	\$107,623	\$7,548	\$285,556	71
4 years	None	\$155,400	\$6,475	\$310,800	\$6,475	\$310,800	N/A
4 years	3% Simple	\$113,060	\$4,711	\$236,295	\$7,537	\$371,967	71
4 years	3% Compound	\$111,760	\$4,657	\$233,782	\$8,411	\$422,237	70
4 years	5% Simple	\$99,255	\$4,136	\$213,399	\$8,271	\$411,910	70
4 years	5% Compound	\$70,360	\$2,932	\$151,629	\$7,779	\$402,317	75
5 years	None	\$168,581	\$4,683	\$280,968	\$4,683	\$280,968	N/A
5 years	3% Simple	\$132,321	\$3,676	\$233,767	\$5,881	\$366,088	68
5 years	3% Compound	\$113,935	\$3,165	\$201,632	\$5,716	\$364,169	72
5 years	5% Simple	\$96,639	\$2,684	\$177,170	\$5,369	\$338,234	73
5 years	5% Compound	\$84,454	\$2,346	\$155,554	\$6,225	\$412,732	73
6 years	None	\$147,157	\$6,132	\$441,471	\$6,132	\$441,471	N/A
6 years	3% Simple	\$104,011	\$4,334	\$335,434	\$6,934	\$522,654	72
6 years	3% Compound	\$102,382	\$4,266	\$331,125	\$7,705	\$598,049	70
6 years	5% Simple	\$87,102	\$3,629	\$293,970	\$7,259	\$555,277	72
6 years	5% Compound	\$60,662	\$2,528	\$206,309	\$6,706	\$547,399	76
7 years	None	\$163,905	\$4,553	\$382,445	\$4,553	\$382,445	N/A
7 years	3% Simple	\$125,414	\$3,484	\$318,969	\$5,574	\$494,548	68
7 years	3% Compound	\$108,459	\$3,013	\$277,020	\$5,441	\$500,329	71
7 years	5% Simple	\$92,509	\$2,570	\$248,233	\$5,139	\$464,088	73
7 years	5% Compound	\$77,872	\$2,163	\$211,346	\$5,739	\$560,763	73

<sup>7</sup> If all required premiums are not paid, the guarantees will be adjusted.

<sup>8</sup> The age at which the total LTC amount with the indicated inflation option exceeds the total LTC amount with no inflation option.

## Key terms and definitions

<b>Accumulation value</b>	The sum of the amounts in the fixed account and the loan account. When premiums are paid, the balance, after premium charges are deducted, goes into the policy's accumulation value. The accumulation value grows as interest is credited to the policy. Once each month, administrative and insurance charges are deducted from the accumulation value. Partial surrenders also reduce the accumulation value.
<b>Age</b>	The insured's issue age plus the number of complete policy years elapsed.
<b>Benefits outside the U.S.</b>	Qualified long-term care services prescribed outside of the United States, its territories or possessions are limited to the non-United States monthly benefit limit. If the insured returns to the United States, the non-United States monthly benefit limit will no longer apply.
<b>Chronically ill</b>	To be considered a "chronically ill individual," a licensed health care practitioner must certify within the preceding 12-month period that the insured: <ol style="list-style-type: none"> <li>1. Is unable to perform, without substantial assistance from another person, at least two activities of daily living (bathing, getting dressed, eating, continence, toileting, transferring) due to a loss of functional capacity for a period of at least 90 days; OR</li> <li>2. Requires substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment.</li> </ol>
<b>Death benefit</b>	On the date of the insured's death, the death benefit for this policy is equal to the greater of: <ol style="list-style-type: none"> <li>1. The face amount</li> <li>2. The minimum death benefit required for this policy to be qualified as life insurance under Code Section 7702.</li> </ol>
<b>Face amount</b>	The amount you specify at issue. The face amount is used to determine the death benefit and amount of long-term care benefits available under this policy and attached riders.
<b>Total long-term care benefit Internal Rate of Return (IRR)</b>	The rate of return that must be earned on the illustrated premium outlay on an after-tax basis in order to equal the guaranteed policy values.
<b>Long-term care benefit eligibility requirements</b>	Eligibility requirements include: <ol style="list-style-type: none"> <li>1. The insured must be certified as a chronically ill individual; and</li> <li>2. The insured must be prescribed qualified long-term services under the Acceleration for Long-Term Care Agreement, which are specified in a plan of care; and</li> <li>3. The plan of care must be submitted to Minnesota Life; and</li> <li>4. The elimination period must be satisfied; and</li> <li>5. The Acceleration for Long-Term Care Agreement must be in force.</li> </ol>
<b>Long-term care benefits (total, annual, monthly)</b>	The amount available to you if you become chronically ill.
<b>Long-term care benefit period</b>	The total period of time your long-term care benefits will be paid under your policy if the maximum benefit amount is taken each month.
<b>Premium</b>	The amount of money you intend to pay.
<b>Return of premium</b>	Upon surrender, you will receive the greater of the surrender value proceeds. The surrender value proceeds may not equal the sum of premiums paid. Surrenders are subject to a return of premium vesting schedule. Policies that have satisfied the vesting schedule are eligible for a full return of all premiums paid.
<b>Return of premium value</b>	The return of premium value is equal to: <ol style="list-style-type: none"> <li>1. the cumulative premium paid for this policy minus the cumulative amount of any partial surrenders; multiplied by</li> <li>2. the return of premium vesting schedule percentage as shown on the policy data pages.</li> </ol>
<b>Surrender value proceeds</b>	The amount payable to the owner when the policy is surrendered equal to the greatest of (1), (2), (3) or (4), where: <ol style="list-style-type: none"> <li>1. the accumulation value minus any unpaid policy charges which we assess against the accumulation value; minus any death benefit that has been accelerated; minus any indebtedness; minus the surrender charge, if applicable</li> <li>2. the guaranteed cash value; minus any death benefit that has been accelerated; minus any indebtedness</li> <li>3. the return of premium value; plus any return of premium value provided by any optional agreements; minus any death benefit that has been accelerated; minus any indebtedness</li> <li>4. is zero.</li> </ol>

This is a hypothetical proposal based upon information provided by you (the customer) or your financial professional. Securian Financial Group and its affiliates are not responsible for the accuracy of the information provided. The proposal and related materials should not be considered investment advice by Securian or a recommendation to engage in (or refrain from) a particular course of action. If you are looking for investment advice or recommendations, please contact your financial professional.

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

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

The purpose of this material is the solicitation of insurance. An insurance agent or company will contact you.

This information is meant to help you understand the SecureCare policy, not as a means to compare with other products. The amount of benefits provided will depend upon the benefits selected and the charges will vary as such. The following provisions may not apply or may vary depending on the state in which you live at time of policy issue. Please refer to your state's Outline of Coverage for the exact language in your state.

The Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Benefits Agreement 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 agreements. These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide tax qualified long-term care benefits under section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under this agreement may be taxable.

The optional Long-Term Care Inflation Protection Agreement is available with 3% simple interest, 3% compound interest, 5% simple interest or 5% compound interest.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment. Please 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.

Policy loans and withdrawals may create an adverse tax result in the event of lapse or policy surrender, and will reduce both the surrender value and death benefit.

#### EXCLUSIONS AND LIMITATIONS

Eligibility for long-term care benefits includes satisfying a 90-day elimination period. This is a period of time (90 days) during which no long-term care benefits are payable following the date the insured is determined to be eligible for benefits. You are not eligible to receive benefits if your long-term care service needs are caused directly or indirectly by, result in whole or in part, from or during, or there is contribution from:

- alcoholism or drug addiction; or
- war or any act of war, while the insured is serving in the military, naval or air forces of any country at war, whether declared or undeclared; or
- active service in the armed forces or units auxiliary thereto; or
- the insured's active participation in a riot, insurrection or terrorist activity; or

- committing or attempting to commit a felony; or
- any attempt at suicide, or intentionally self-inflicted injury, while sane or insane.

#### PRE-EXISTING CONDITION LIMITATIONS

Pre-existing condition limitations refers to any condition or disease for which the insured received medical advice or treatment within six (6) months preceding the effective date of this policy for that same condition or disease or a related condition or disease. We will not pay benefits for qualified long-term care services needed in total or in part from a pre-existing condition or disease which is not disclosed in the application. Qualified long-term care services received by the insured for a pre-existing condition during the first six (6) months that this policy is in force will not be counted toward the satisfaction of the elimination period.

SecureCare may not be available in all states. For costs and further details of coverage, including the terms and conditions under which the policy may be continued in force, contact your agent/representative.

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.

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

SecureCare may not cover all of the costs associated with long-term care or terminal illness that the insured incurs. This product is generally not subject to health insurance requirements. This product is not a state-approved Partnership for Long Term Care Program product, and is not a Medicare Supplement policy. Receipt of a long-term care or terminal illness benefit payment under this product may adversely affect eligibility for Medicaid or other government benefits or entitlements.

Not a deposit - Not FDIC/NCUA insured - Not insured by any federal government agency - Not guaranteed by any bank or credit union - May go down in value

#### POLICY FORM NUMBERS

ICC17-20103; Acceleration for Long-Term Care Agreement ICC17-20111; Extension of Long-Term Care Benefits Agreement ICC17-20112; Long-Term Care Inflation Protection Agreement ICC17-20113.

#### 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 affiliates.

**Name: Valued Client F/60**

**Company/ Product: Securian Financial/ SecureCare UL (Life-LTC hybrid)**

**Product Warning(s)**

- Updated rates went in effect for the SecureCare product in the selected issue state on 07/18/2020.
- NOTE: Securian will order all underwriting requirements for SecureCare, including the tele-interview and APS, if needed. Parameds and labs are not required and will not be accepted from third-party sources.
- SecureCare is a 7702b product which may require Long Term Care Certification or Continuing Education training. Based on state requirements, please ensure completion prior to submitting an application; otherwise, a new signed application will be required.
- Updated SecureCare rates are in effect for this issue state.

# Client Input Summary

Company: Securian Financial

July 22, 2020

Product: SecureCare UL (Life-LTC hybrid)

## Insured

Insured Name	Valued Client
Sex	Female
Age	60
Class	Non-Tobacco Couples Discount
State of Issue <!-- SCUL -->	Texas

## Solve For

Solve For	Benefit
Premium Years	Single Premium
Single Premium Amount	1 to 60 - 100000
Long Term Care Benefit Duration	6 Years
Long Term Care Inflation Protection Agreement	3% Compound

## Policy Options

1035 Message	<p><em>  1035 amount is used as premium in first year. 1 premium must be greater than or equal to the 1035 amount. </em></p>
1035 Exchange Amount	0

## Agent Info

Agent Name	Jack Lenenberg
Agent Company	LTC Partner
Agent Address 1	312 Maxwell Rd.
Agent Address 2	Suite 400
Agent City	Alpharetta
Agent State	Georgia
Agent Zip Code	30009
Agent Phone	800-891-5824
Agent Fax	770-753-3939
Agent License #	3524868