

SecureCare Universal Life
Individual Life Insurance

Insurance products issued by:
MINNESOTA LIFE INSURANCE COMPANY

Financial security
for the long run®



Protection for life's journey

Secure your care . . . your assets . . . your legacy



The purpose of this material is the solicitation of insurance.
A financial professional will contact you.
ICC17-72858



GOOD RELATIONSHIPS get better with time

For over 135 years, Securian Financial Group and its affiliates have been committed to supporting our clients through every stage of life. Securian’s enduring financial strength can give you confidence your policy will provide benefits when you and your family need them.

When you purchase a life insurance policy from one of Securian’s affiliates, Minnesota Life or Securian Life, you don’t just become a policyholder – you’re treated like our partner. Our loyal policyholders can expect to receive ongoing policy enhancements whenever possible and a level of customer service that sets us apart from our peers.

WHAT’S INSIDE

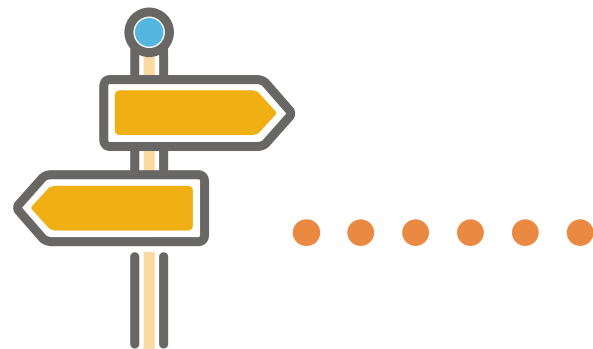
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You've lived life on your own terms, diligently working and saving for retirement. Now you're looking forward to a time in your life full of possibilities. Possibilities like travelling the world, spending more time with family and learning new skills.

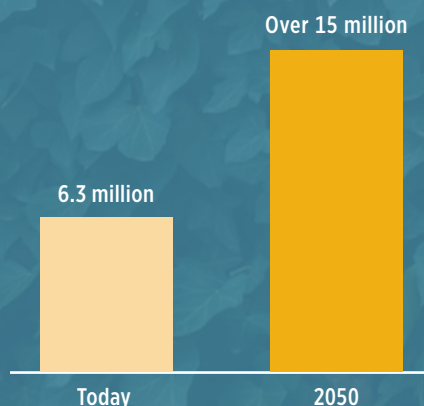
Preparing for life's possibilities

To fully enjoy your retirement possibilities, you recognize your money may need to last 20 years or longer. You may have even set aside some additional funds in a safe place, such as a bank or other low interest-bearing account, for unexpected expenses. But in the decades to come, challenges such as declining health could adversely affect these assets and the retirement you've envisioned.

Because of the increasing likelihood you may need care as you age, **take steps now to learn about your options and how they may influence your future possibilities.**



Number of chronically ill Americans



6.3 million people over age 65 are chronically ill. That number grows to **over 15 million** within the next 33 years.¹

¹ Long-Term Services and Supports for Older Americans: Risk and Financing," Issue Brief, 2015. HHS Office of the Assistant Secretary for Planning and Evaluation Office of Disability, Aging and Long-Term Care Policy, Washington, DC. Chronically ill is defined as an inability to perform 2 out of the 6 Activities of Daily Living or having a severe cognitive impairment.



How will life change as you age?

It can be uncomfortable thinking about a future where you are no longer independent. But consider how your life may be disrupted when daily tasks become more difficult, such as bathing, dressing and eating or when you may need help from others, like family members or paid professionals.

Dementia and Alzheimer's disease

There is, perhaps, no greater disruption to daily life than when a loved one has Alzheimer's disease. As the number one cause of dementia,² Alzheimer's is the leading cause of disability and poor health,³ and one of the costliest chronic diseases.⁴ According to the Alzheimer's Association:

- Nearly half of those paying for a friend or family member with dementia reported they had to cut back on spending for their own personal needs.⁵
- 28 percent reported spending money from their own retirement savings to pay for the person with dementia.⁶

Alzheimer's Disease is truly a disruptive and costly disease that limits life choices and reduces financial resources for both you and your loved ones. It may be critical for you to find an alternative way to pay for long-term care expenses.



ONE OUT OF NINE
people age 65 and older has
Alzheimer's disease.⁷

² 2016 Alzheimer's Disease Facts and Figures, a report by the Alzheimer's Association, Chicago, IL., p. 4. Used by permission.

³ Ibid, p. 26.

⁴ Ibid, p. 47.

⁵ Ibid, p. 60.

⁶ Ibid, p. 60.

⁷ Ibid, p. 17

Paying for care

Although the costs of long-term care are substantial and projected to increase, you may have several funding options:

Options	Benefits	Restrictions
Medicare US government's medical insurance program for the retired	May pay for: <ul style="list-style-type: none"> • Short-term nursing home care • Rehabilitation in a facility after an illness 	Does not pay for: <ul style="list-style-type: none"> • Long-term stays • Help with personal needs
Medicaid A government medical program for the financially needy, with restrictions on income and assets a person can maintain to qualify for benefits	May pay for expenses associated with your care, generally only in a facility	Will only pay for long-term care after you have: <ul style="list-style-type: none"> • Depleted your financial assets • Allocated the majority of your income to pay for care • Been placed in a Medicaid-approved nursing home
Standalone long-term care insurance An individual or joint insurance product designed to help cover the cost of care when an individual is chronically ill	May pay for expenses associated with your care at home or in a facility	Most policies will only: <ul style="list-style-type: none"> • Reimburse you for expenses already paid – after you've submitted each receipt • Pay for long-term care, so if you never need it, you forfeit the premiums you've paid
Family	If family agrees to help provide care, your loved ones will do all they can to help you	<ul style="list-style-type: none"> • Family may not be willing or able to provide care • Research has shown that unpaid family caregivers may: <ul style="list-style-type: none"> – Reduce their work hours – Take unpaid leave – Experience declines in personal health and well-being – Put their own retirement funds at risk⁸
Self-insure Using personal assets and income to pay for care	How much you use to pay for care will be affected by: <ul style="list-style-type: none"> • The length of time you need care • The level of care you need 	<ul style="list-style-type: none"> • Your assets may be depleted while still needing care • Depleting those assets may: <ul style="list-style-type: none"> – Require you to find another way to pay for or receive your care – Reduce or eliminate the legacy you want to leave your loved ones

While each of these options can be appealing under the right circumstances, there may be another alternative.

⁸ "State of Long-term Care Insurance: The Market, Challenges and Future Innovations", National Association of Insurance Commissioners and The Center for Insurance Policy and Research, May 2016.

Solution: **SecureCare**

SecureCare Universal Life (SecureCare) is a single-premium permanent life insurance policy with long-term care benefits. **SecureCare offers guaranteed benefits⁹ that can help preserve wealth for your loved ones after you're gone, protect your retirement and provide flexibility for the future.**

⁹ Guarantees are based on the financial strength and claims-paying ability of the issuing insurance company.



Leverage assets to **maximize choices**

Whatever the future holds, SecureCare guarantees real freedom of choice. **Purchasing a SecureCare policy with a one-time, lump-sum premium, offers the following benefits:**



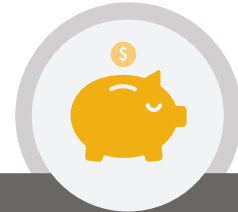
When you die

A tax-free death benefit is paid to your beneficiaries upon your death.¹⁰



If you need long-term care

A portion of your policy's total benefit amount is paid out monthly upon meeting the policy's eligibility requirements.¹¹



If you want your money back

You may elect to discontinue coverage and may receive a premium refund.¹²



Even if you exhaust all long-term care benefits when you die, your beneficiaries will still receive a minimum tax-free death benefit of 10% of your life insurance face amount or \$10,000, whichever is less.

¹⁰ If owner/insured are different, the death benefit will be paid upon death of the insured.

¹¹ Eligibility requirements include the insured's: 1) being certified by a licensed health care practitioner as chronically ill, 2) receiving qualified long-term care services under the policy and 3) having satisfied the 90-day elimination period. The 90-day elimination period is the period of time for which no long-term care benefits are payable following the date the insured is determined to be eligible for benefits.

¹² Upon policy surrender, there is a return of all premium beginning in the sixth policy year. Surrenders during the first five policy years are subject to a vesting schedule. Upon surrender, you will receive the greater of the surrender value and the return of premium value minus any benefit payments received minus any indebtedness. The premium refund may not equal the sum of premiums paid.

Flexibility for the future

SecureCare offers several ways to customize your policy for your needs:



Customize your long-term care benefit period

- Choose from a base **benefit duration of 2 or 3 years**.
- **Extend your benefits** 2 or 4 additional years (up to a total of 7) with our optional Extension of Long-Term Care Benefits Agreement.



Use your benefits to pay for your long-term care

SecureCare can support you in a wide variety of care situations, allowing you flexibility in how you receive your care if you become **chronically ill**. Long-term care expenses include but are not limited to:

- | | | |
|---|----------------------|----------------------|
| • Adult day care | • Caregiver training | • Household services |
| • Assisted living | • Home healthcare | • Informal care |
| • Bed reservations | • Home modifications | • Nursing home care |
| • Benefits outside the U.S. ¹³ | • Hospice | • Respite care |



Save, spend or extend your benefits

As long as you show you've incurred at least \$1 of covered long-term care expense, you'll receive a monthly benefit payment that you can choose to spend however you wish. The monthly benefit cannot exceed the **per diem** amount allowed by **HIPAA** when multiplied by the number of days in the month. And if you choose to receive less than your maximum monthly benefit, the difference stays in your policy, extending the length of time your benefits may last.¹⁴

GLOSSARY

Chronically ill

A "chronically ill individual" is an insured who has been certified by a licensed health care practitioner within the preceding twelve month period as: 1) Being unable to perform, without substantial assistance from another person, at least two activities of daily living due to a loss of functional capacity for a period of at least 90 days; OR 2) Requiring substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment.

Per diem

The maximum daily amount for long-term care expenses determined by the IRS.

HIPAA

The federal Health Insurance Portability and Accountability Act of 1996, as amended.



¹³ Qualified long-term care services received 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.

¹⁴ If the Long-Term Care Inflation Protection Agreement is selected on your policy, the maximum monthly benefit will be paid should you qualify for benefits. The policy does not allow for a lesser amount to be requested.



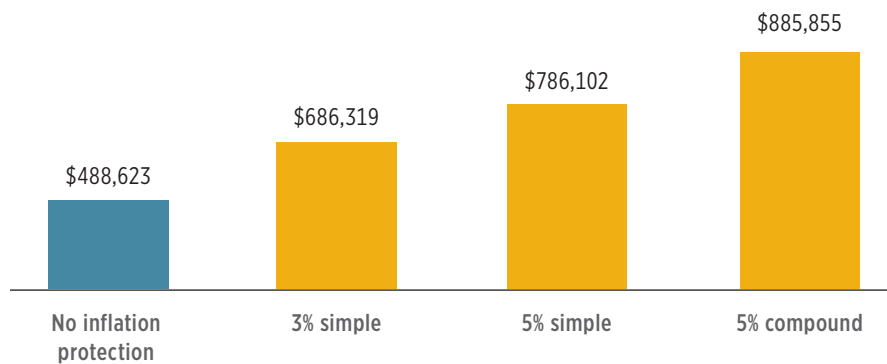
Protection from rising costs

Our **Long-Term Care Inflation Protection Agreement** can help your policy benefits keep up with rising costs. By adding this agreement to your policy, your monthly benefit will increase at a set percentage annually, and the entire amount will be paid upon qualifying for benefits. The agreement provides three inflation protection options: 3% simple interest, 5% simple interest or 5% compound interest.

Hypothetical policy with Long-Term Care Inflation Protection Agreement

- A 60-year-old man pays a one-time \$100,000 premium for a SecureCare policy.
- He elects the four-year Extension of Long-term Care Benefits Agreement.
- Depending on the inflation agreement option chosen, **the policyholder would have the following total guaranteed long-term care benefits at age 80:**

TOTAL LONG-TERM CARE BENEFIT AMOUNT



This is a hypothetical example of a policy underwritten as Male, Couple, Non-tobacco, for illustrative purposes only.



Return of premium

SecureCare provides an additional guarantee even if you never use your policy benefits. If you decide you no longer want coverage, you may receive a refund of your premium according to the vesting schedule below. Upon fully surrendering your policy:¹²

Return of premium vesting schedule	
Year	Percent of premium refunded
1	80%
2	84%
3	88%
4	92%
5	96%
6+	100%

¹² Upon policy surrender, there is a return of all premium beginning in the sixth policy year. Surrenders during the first five policy years are subject to a vesting schedule. Upon surrender, you will receive the greater of the surrender value and the return of premium value minus any benefit payments received minus any indebtedness. The premium refund may not equal the sum of premiums paid.



Barbara helps **secure her future**

Barbara is a nurse anesthetist and married to Michael, a sales executive. She is 60 years old and in reasonably good health. Since her first job out of college, Barbara has carefully prepared for retirement.

Challenges

- Barbara wants to feel financially secure in retirement, and she is concerned about the effects of a major decline in her health.
- With this decline in health, she will have increased medical and living expenses.
- If Michael is not there, Barbara's adult children are willing to step in and care for her; however, she wants to remain independent. Her children also live far from home, making it more difficult for them to provide care if Barbara needs it.

Proposed solution

- **Barbara purchases a SecureCare policy** and pays a one-time premium of \$100,000, using money that was sitting in a low-interest bearing account. Her other assets are more than enough to cover the couple's retirement needs.
- She chooses the 3% simple interest Long-Term Care Inflation Protection Agreement and the four-year Extension of Long-Term Care Benefit Agreement.

Future outcome

- **On day 1 of her policy:**
 - If Barbara dies, her beneficiaries will receive a **death benefit of \$116,830.**
 - If Barbara needs long-term care — after meeting the requirements for benefits and after a 90-day elimination period — she can elect to receive up to a **maximum monthly long-term care benefit of \$4,868 for the next six years.**
- **At age 80:**
 - If Barbara needs care, she can elect to receive up to a **maximum monthly long-term care benefit¹⁵ of \$7,789 for the next six years.¹⁶**
 - Even if Barbara dies after using the entire long-term care benefit, her beneficiaries will still receive a **guaranteed minimum death benefit of \$10,000.**

This is a hypothetical example of a policy underwritten as Female, Couple, Non-tobacco, for illustrative purposes only.

¹⁵ Not to exceed the maximum IRS per diem amount when multiplied by the days in the month.

¹⁶ As long as no loans or withdrawals were taken out of the policy and the policy was not surrendered.



SecureCare

is for people who want to:

- Use retirement assets for retirement
- Feel financially secure
- Stay independent
- Preserve their dignity
- Fund their choice of long-term care

Preserve assets for your loved ones and protect your retirement with flexibility for the future. Talk to your financial professional about how SecureCare can help you secure your care, your assets and your legacy now – for the long term.





Staying connected is **EASY**

We make it easy for you to access information about your SecureCare policy:

- Visit the eService Center at securian.com. Choose “Account Access” from the menu, then select “Individual Life Insurance.”
- Review your annual policy report outlining policy status and changes you made during the past year.
- Please note: This policy has exclusions and limitations. For costs and complete details of the coverage, call or write your financial professional or Minnesota Life Insurance Company.

WE ARE SECURIAN

You may not have heard of us. Boasting is not our strong suit. But we are one of the nation’s largest and strongest financial services providers. Securian provides retirement solutions, investments and insurance through our subsidiaries, including Minnesota Life. Minnesota Life issues our life insurance policies¹⁷ and has been a respected presence in the industry for more than a century.

For more information about the rating agencies and to see where our ratings rank relative to others, visit securian.com/ratings.

WE ARE a highly rated company headquartered in St. Paul, Minnesota.

WE DO what’s right. Our strong record of transparency, compliance and ethical conduct sets us apart.

WE ARE a trusted long-term partner with a laser-sharp focus on helping people reach their goals – now and in the years ahead.

¹⁷ 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.

These are general marketing materials and, accordingly, should not be viewed as a recommendation that any particular product or feature is appropriate or suitable for any particular individual. These materials are based on hypothetical scenarios and are not designed for any particular individual or group of individuals (for example, any demographic group by age or occupation). 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. If you are looking for investment advice or recommendations, you should contact your financial professional.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit. SecureCare is a life insurance policy that provides long-term care benefits and an accelerated death benefit for terminal illness. Other terms and conditions apply.

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. SecureCare is a single premium universal life policy with tax qualified long-term care benefits that cover care such as nursing care, home and community based care, and information care as defined in this policy. This policy provides for the payment of a monthly benefit for qualified long-term care services. This policy also provides an accelerated death benefit for terminal illness. This policy is intended to provide tax qualified long-term care insurance benefits under Section 7702B and tax-free accelerated death benefits for terminal illness under Section 101(g) of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under this policy may be taxable. 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.

The accumulation value, surrender value, loan value and death benefit will be reduced by a terminal illness benefit payment under this agreement.

EXCLUSIONS AND LIMITATIONS

Eligibility for 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. There does not need to be a specific diagnosis for the condition or

disease for it to be considered a pre-existing condition. 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.

NON-DUPLICATION OF BENEFITS

Benefits are not payable under the policy for:

- expenses incurred to the extent that such expenses are reimbursable under Medicare, or would be so reimbursable, but for the application of a deductible or coinsurance amount; or
- any other state or federal workers' compensation plan, or other governmental program (except Medicaid)

For purposes of satisfying the elimination period, days on which you satisfy the eligibility for the payment of benefits provision, but coverage is excluded due to the non-duplication of benefits provision, will count towards satisfaction of the elimination period. Insurance policy guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

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.

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

If the Long-Term Care Inflation Protection Agreement is elected at time of policy application, you must take the maximum monthly long-term care benefit payment upon eligibility for benefits in order for benefits to be payable.

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

The policy may not cover all of the costs associated with long-term care or terminal illness the insured incurs. This product is generally not subject to health insurance requirements, and does not provide long-term care insurance subject to state long-term care insurance law. 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.

POLICY FORM NUMBERS

ICC16-20047, ICC16-20047U; Extension of Long-Term Care Benefits Agreement ICC16-20048, ICC16-20048U; Long-Term Care Inflation Protection Agreement ICC16-20049

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



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Securian Financial Group, Inc.
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INSURANCE | INVESTMENTS | RETIREMENT

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. 400 Robert Street North, St. Paul, MN 55101-2098
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