

# Your proposal for **SecureCare™ III**

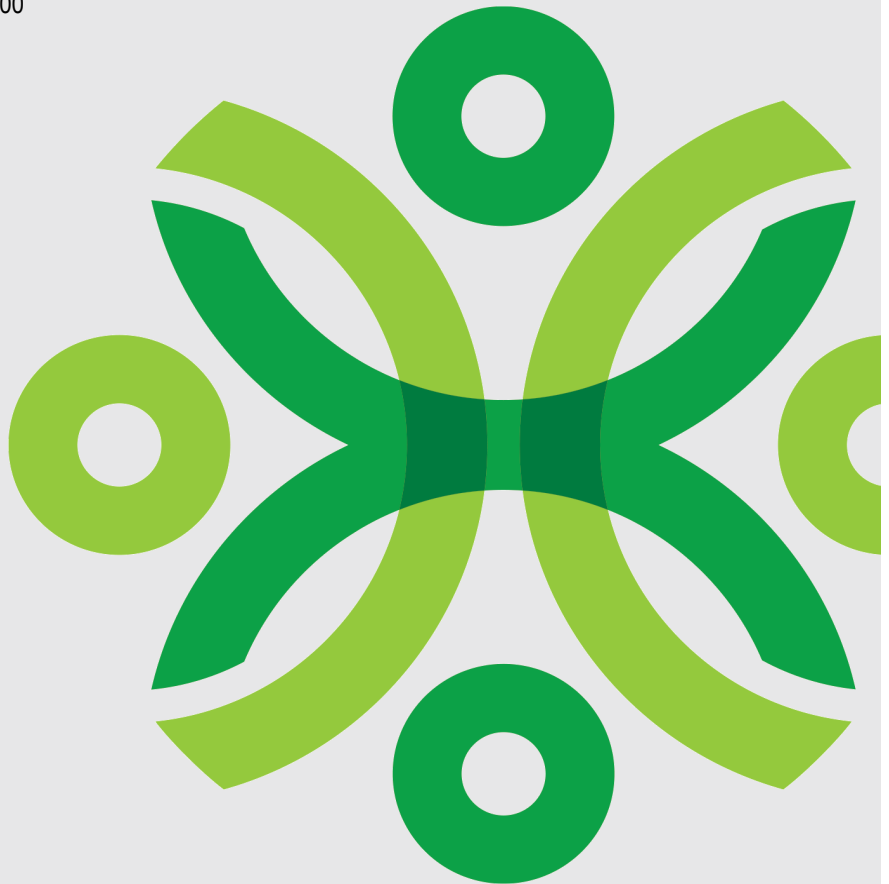
a linked benefit product with cash indemnity long-term care benefits

Prepared for: Valued Client

Prepared by: Jack Lenenberg

LTC Partner  
312 Maxwell Rd., Suite 400  
Alpharetta, GA 30009  
800-891-5824

Date: 05-16-2023



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>                             | <b>Valued Client</b> , Male, age 50, Non-Tobacco Couples Discount  |
| <b>Premiums</b>                                     | \$76,398.14 single premium paid<br>A detailed premium report is available on the next page of your proposal. |
| <b>Total LTC benefit period</b>                     | 6 years  |
| <b>LTC Inflation Protection Agreement</b>           | 3% compound  |
| <b>Premium Waiver for LTC Agreement</b>             | No   |
| <b>Day 1: LTC benefits</b>                          | <b>Total:</b> \$465,725.40<br><b>Monthly:</b> \$6,000.00<br><b>Annual:</b> \$72,000.00                       |
| <b>Age 85: LTC benefits</b>                         | <b>Total:</b> \$1,310,487.48<br><b>Monthly:</b> \$16,883.17<br><b>Annual:</b> \$202,598.04                   |
| <b>Elimination period</b>                           | 90 calendar days from date insured is certified as chronically ill   |
| <b>Face amount<sup>1</sup></b>                      | \$144,000  |
| <b>Guaranteed minimum death benefit<sup>2</sup></b> | \$10,000   |
| <b>Return of premium option<sup>3</sup></b>         | LTC Boost  |
| <b>Modified Endowment Contract (MEC)</b>            | Yes  |

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.

<sup>1</sup> The face amount does not reflect the minimum death benefit under the Internal Revenue Code (IRC), 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> Guaranteed minimum death benefit is the lesser of \$10,000 or 10% of the base face amount.

<sup>3</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 the return of premium option selected and the premium vesting schedule (if applicable). The death proceeds, return of premium amount and long-term care benefit amount depend, in part, on the return of premium option you select on your policy application. This option cannot be changed after your policy is issued. For more information regarding return of premium options, please consult with your financial professional.

## Detailed premium report

The Internal Revenue Service adopted rules that allow, under certain conditions, for the deduction of tax-qualified long-term care insurance premiums. The premiums associated with the tax-qualified riders of a linked-benefit product fall under these guidelines. Individuals may be eligible to deduct long-term care premiums if they itemize deductions. If an individual takes the standard deduction, they would not be eligible to deduct any qualified premiums. Please note: funds coming from a 1035 exchange are not tax deductible.

### **Total premium:\$76,398.14**

Face amount: \$39,684.61

Acceleration for LTC Agreement: \$9,535.32

Extension of LTC Agreement: \$4,817.88

LTC Inflation Protection Agreement: \$22,360.33

### **Return of premium option<sup>4</sup>**

In this proposal, you selected LTC Boost as your return of premium option. This maximizes the leverage on your premium dollars to increase your LTC benefit. If you cancel your policy, you will receive a return of premium equivalent to your policy's guaranteed cash value at the time of surrender. Please refer to "Your policy's guaranteed values" pages to see your policy's surrender value for a specific year.

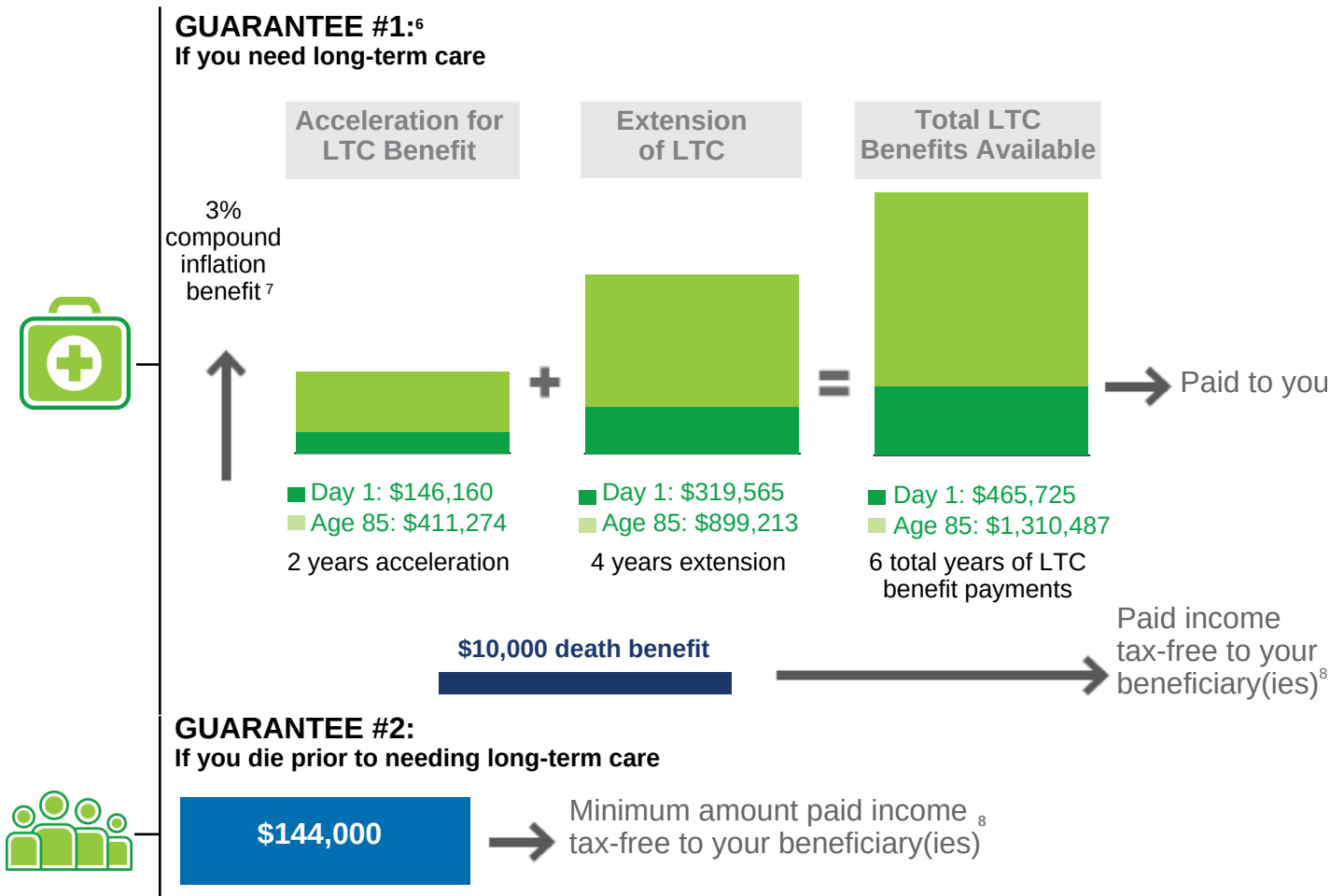
Therefore, the longer you maintain your policy, the greater your potential premium refund. The return of premium benefit is only available upon full policy surrender. Please refer to "Your policy's guaranteed values" pages to see your policy's surrender value for a specific year.

<sup>4</sup> The death proceeds, return of premium amount and long-term care benefit amount depend, in part, on the return of premium option you select on your policy application. For more information regarding return of premium options, please consult with your financial professional.

# How SecureCare III works for your benefit

Whether you need care or not, you're guaranteed benefits:<sup>5</sup>

\$76,398.14 single premium



<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 meeting eligibility requirements.

<sup>6</sup> The long-term care amount may be reduced by 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. Under certain circumstances, benefits may be taxable. Please consult with your tax advisor.

<sup>7</sup> Total benefit pool includes the inflation benefit option selected on the application.

<sup>8</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, and any indebtedness. Under certain circumstances, benefits may be taxable. Please consult with your tax advisor.



**GUARANTEE #3:**  
**If you want money back**

**LTC Boost**

See page 3 for a description of the return of premium option.

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## One product. Many benefits.

**SecureCare III offers guaranteed protection for the future - no matter what it holds.**

### The power of cash indemnity

You can use SecureCare III's cash indemnity long-term care benefits however you want - with no fine print or restrictions. The benefit is yours to spend or save however you choose. Your long-term care benefit can support you in a wide variety of care situations, including, but certainly not limited to:

- Adult day care
- Assisted living
- Bed reservation
- International benefits
- Caregiver training
- Home health care
- Home modification
- Hospice
- Household services
- Informal care
- Nursing home care
- Respite care

Once you become eligible for benefits, you can choose to receive an amount up to your maximum monthly benefit payment - even if your expenses are less. If you choose to receive less than the monthly maximum, the difference stays in your policy, extending your benefit period.

### International benefits

If you need care while abroad, you can access 100% of your total LTC benefit pool and you can receive up to 50% of your maximum monthly cash indemnity benefit. If you return to the United States, you would be able to receive up to the full maximum monthly benefit.<sup>9</sup>

### Terminal illness benefits

If you are certified as terminally ill by a licensed health care practitioner, meaning you have a life expectancy of 12 months or less, you may accelerate a portion of your policy's face amount to use as needed.

<sup>9</sup> Qualified long-term care services received outside 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.

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## Securian Financial's Care Management Program™

### You're in control, but you're not alone

Our Care Management team makes the transition from needing care to getting care as smooth as possible.

Our team is available whenever you need us, not just when you're on claim. We can help explain your policy and its benefits, guide you through the claims process and discover care resources in your area. Our program is designed to help you put your SecureCare III policy into action so you can get the care you choose - when you need it most.

We'll help you understand the requirements you need to meet to receive your LTC benefit - and guide you through the process.

### How you qualify for LTC benefits

1. You must be certified by a licensed health care practitioner within the preceding 12-month period as being a chronically ill individual. Our network of licensed health care professionals will work with your care providers to get the information we need to certify your condition as chronically ill. If more is needed, we will reach out to you over the phone or meet you in person.
2. You must be prescribed care services in a plan of care. If you are certified as chronically ill, you'll be paired with a care manager who will help you create a plan of care to address your needs. While we need your plan of care on file as part of your claim, we will not monitor or enforce any of the services listed in your plan. We're here to support your care - never dictate it.
3. You must satisfy your elimination period, which begins on the date you're certified as chronically ill and lasts 90 calendar days. So if you submit a claim 90 days after you are diagnosed and your claim is approved, you would already have satisfied your elimination period and could receive benefits immediately.
4. Your policy must be in force.

## Your policy's guaranteed values

|      |     |                |                 |               | LONG-TERM CARE BENEFITS       |           |          |                               |
|------|-----|----------------|-----------------|---------------|-------------------------------|-----------|----------|-------------------------------|
|      |     |                |                 |               | Inflation option: 3% compound |           |          |                               |
| Year | Age | Annual Premium | Surrender value | Death benefit | Total                         | Annual    | Monthly  | Internal Rate of Return (IRR) |
| 1    | 50  | \$76,398       | \$49,643        | \$144,000     | \$465,725                     | \$72,000  | \$6,000  | 170.92%                       |
| 2    | 51  | \$0            | \$51,147        | \$144,000     | \$479,697                     | \$74,160  | \$6,180  | 75.87%                        |
| 3    | 52  | \$0            | \$52,685        | \$144,000     | \$494,088                     | \$76,385  | \$6,365  | 52.31%                        |
| 4    | 53  | \$0            | \$54,259        | \$144,000     | \$508,911                     | \$78,676  | \$6,556  | 40.79%                        |
| 5    | 54  | \$0            | \$55,870        | \$144,000     | \$524,178                     | \$81,037  | \$6,753  | 33.80%                        |
| 6    | 55  | \$0            | \$57,521        | \$144,000     | \$539,903                     | \$83,468  | \$6,956  | 29.05%                        |
| 7    | 56  | \$0            | \$59,216        | \$144,000     | \$556,101                     | \$85,972  | \$7,164  | 25.61%                        |
| 8    | 57  | \$0            | \$60,957        | \$144,000     | \$572,784                     | \$88,551  | \$7,379  | 22.99%                        |
| 9    | 58  | \$0            | \$62,745        | \$144,000     | \$589,967                     | \$91,207  | \$7,601  | 20.92%                        |
| 10   | 59  | \$0            | \$64,578        | \$144,000     | \$607,666                     | \$93,944  | \$7,829  | 19.24%                        |
| 11   | 60  | \$0            | \$66,453        | \$144,000     | \$625,896                     | \$96,762  | \$8,064  | 17.86%                        |
| 12   | 61  | \$0            | \$68,363        | \$144,000     | \$644,673                     | \$99,665  | \$8,305  | 16.70%                        |
| 13   | 62  | \$0            | \$70,306        | \$144,000     | \$664,013                     | \$102,655 | \$8,555  | 15.70%                        |
| 14   | 63  | \$0            | \$72,278        | \$144,000     | \$683,934                     | \$105,734 | \$8,811  | 14.84%                        |
| 15   | 64  | \$0            | \$74,280        | \$144,000     | \$704,452                     | \$108,906 | \$9,076  | 14.09%                        |
| 16   | 65  | \$0            | \$76,312        | \$144,000     | \$725,585                     | \$112,174 | \$9,348  | 13.44%                        |
| 17   | 66  | \$0            | \$78,375        | \$144,000     | \$747,353                     | \$115,539 | \$9,628  | 12.85%                        |
| 18   | 67  | \$0            | \$80,469        | \$144,000     | \$769,773                     | \$119,005 | \$9,917  | 12.33%                        |
| 19   | 68  | \$0            | \$82,592        | \$144,000     | \$792,867                     | \$122,575 | \$10,215 | 11.86%                        |
| 20   | 69  | \$0            | \$84,740        | \$144,000     | \$816,653                     | \$126,252 | \$10,521 | 11.43%                        |
| 21   | 70  | \$0            | \$86,907        | \$144,000     | \$841,152                     | \$130,040 | \$10,837 | 11.05%                        |
| 22   | 71  | \$0            | \$89,084        | \$144,000     | \$866,387                     | \$133,941 | \$11,162 | 10.70%                        |
| 23   | 72  | \$0            | \$91,264        | \$144,000     | \$892,378                     | \$137,959 | \$11,497 | 10.38%                        |
| 24   | 73  | \$0            | \$93,439        | \$144,000     | \$919,150                     | \$142,098 | \$11,842 | 10.08%                        |
| 25   | 74  | \$0            | \$95,605        | \$144,000     | \$946,724                     | \$146,361 | \$12,197 | 9.81%                         |
| 26   | 75  | \$0            | \$97,760        | \$144,000     | \$975,126                     | \$150,752 | \$12,563 | 9.55%                         |
| 27   | 76  | \$0            | \$99,903        | \$144,000     | \$1,004,379                   | \$155,275 | \$12,940 | 9.32%                         |
| 28   | 77  | \$0            | \$102,034       | \$144,000     | \$1,034,511                   | \$159,933 | \$13,328 | 9.10%                         |
| 29   | 78  | \$0            | \$104,147       | \$144,000     | \$1,065,546                   | \$164,731 | \$13,728 | 8.90%                         |
| 30   | 79  | \$0            | \$106,238       | \$144,000     | \$1,097,513                   | \$169,673 | \$14,139 | 8.71%                         |

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



## Your policy's guaranteed values

|      |     |                |                 |               | LONG-TERM CARE BENEFITS       |           |          |                               |
|------|-----|----------------|-----------------|---------------|-------------------------------|-----------|----------|-------------------------------|
|      |     |                |                 |               | Inflation option: 3% compound |           |          |                               |
| Year | Age | Annual Premium | Surrender value | Death benefit | Total                         | Annual    | Monthly  | Internal Rate of Return (IRR) |
| 31   | 80  | \$0            | \$108,296       | \$144,000     | \$1,130,438                   | \$174,763 | \$14,564 | 8.53%                         |
| 32   | 81  | \$0            | \$110,314       | \$144,000     | \$1,164,351                   | \$180,006 | \$15,000 | 8.36%                         |
| 33   | 82  | \$0            | \$112,285       | \$144,000     | \$1,199,282                   | \$185,406 | \$15,451 | 8.20%                         |
| 34   | 83  | \$0            | \$114,198       | \$144,000     | \$1,235,260                   | \$190,968 | \$15,914 | 8.05%                         |
| 35   | 84  | \$0            | \$116,039       | \$144,000     | \$1,272,318                   | \$196,697 | \$16,391 | 7.91%                         |
|      |     |                |                 |               |                               |           |          |                               |
| 36   | 85  | \$0            | \$117,796       | \$144,000     | \$1,310,487                   | \$202,598 | \$16,883 | 7.78%                         |
| 37   | 86  | \$0            | \$119,451       | \$144,000     | \$1,349,802                   | \$208,676 | \$17,390 | 7.65%                         |
| 38   | 87  | \$0            | \$120,989       | \$144,000     | \$1,390,296                   | \$214,936 | \$17,911 | 7.54%                         |
| 39   | 88  | \$0            | \$122,402       | \$144,000     | \$1,432,005                   | \$221,384 | \$18,449 | 7.42%                         |
| 40   | 89  | \$0            | \$123,687       | \$144,000     | \$1,474,965                   | \$228,026 | \$19,002 | 7.31%                         |
|      |     |                |                 |               |                               |           |          |                               |
| 41   | 90  | \$0            | \$124,846       | \$144,000     | \$1,519,214                   | \$234,867 | \$19,572 | 7.21%                         |
| 42   | 91  | \$0            | \$125,891       | \$144,000     | \$1,564,791                   | \$241,913 | \$20,159 | 7.11%                         |
| 43   | 92  | \$0            | \$126,839       | \$144,000     | \$1,611,734                   | \$249,170 | \$20,764 | 7.02%                         |
| 44   | 93  | \$0            | \$127,713       | \$144,000     | \$1,660,086                   | \$256,645 | \$21,387 | 6.93%                         |
| 45   | 94  | \$0            | \$128,554       | \$144,000     | \$1,709,889                   | \$264,345 | \$22,029 | 6.84%                         |
|      |     |                |                 |               |                               |           |          |                               |
| 46   | 95  | \$0            | \$129,373       | \$144,000     | \$1,761,186                   | \$272,275 | \$22,690 | 6.76%                         |
| 47   | 96  | \$0            | \$130,147       | \$144,000     | \$1,814,021                   | \$280,443 | \$23,370 | 6.68%                         |
| 48   | 97  | \$0            | \$130,869       | \$144,000     | \$1,868,442                   | \$288,856 | \$24,071 | 6.61%                         |
| 49   | 98  | \$0            | \$131,531       | \$144,000     | \$1,924,495                   | \$297,522 | \$24,794 | 6.54%                         |
| 50   | 99  | \$0            | \$132,125       | \$144,000     | \$1,982,230                   | \$306,448 | \$25,537 | 6.47%                         |
|      |     |                |                 |               |                               |           |          |                               |
| 51   | 100 | \$0            | \$132,654       | \$144,000     | \$2,041,697                   | \$315,641 | \$26,303 | 6.40%                         |
| 52   | 101 | \$0            | \$133,136       | \$144,000     | \$2,102,948                   | \$325,110 | \$27,093 | 6.34%                         |
| 53   | 102 | \$0            | \$133,572       | \$144,000     | \$2,166,036                   | \$334,864 | \$27,905 | 6.28%                         |
| 54   | 103 | \$0            | \$133,970       | \$144,000     | \$2,231,017                   | \$344,910 | \$28,742 | 6.22%                         |
| 55   | 104 | \$0            | \$134,347       | \$144,000     | \$2,297,948                   | \$355,257 | \$29,605 | 6.16%                         |
|      |     |                |                 |               |                               |           |          |                               |
| 56   | 105 | \$0            | \$134,734       | \$144,000     | \$2,366,886                   | \$365,915 | \$30,493 | 6.10%                         |
| 57   | 106 | \$0            | \$135,141       | \$144,000     | \$2,437,893                   | \$376,892 | \$31,408 | 6.05%                         |
| 58   | 107 | \$0            | \$135,533       | \$144,000     | \$2,511,030                   | \$388,199 | \$32,350 | 6.00%                         |
| 59   | 108 | \$0            | \$135,909       | \$144,000     | \$2,586,361                   | \$399,845 | \$33,320 | 5.95%                         |
| 60   | 109 | \$0            | \$136,270       | \$144,000     | \$2,663,951                   | \$411,840 | \$34,320 | 5.90%                         |

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

## Your policy's guaranteed values

|      |     |                |                 |               | LONG-TERM CARE BENEFITS       |           |          |                               |
|------|-----|----------------|-----------------|---------------|-------------------------------|-----------|----------|-------------------------------|
|      |     |                |                 |               | Inflation option: 3% compound |           |          |                               |
| Year | Age | Annual Premium | Surrender value | Death benefit | Total                         | Annual    | Monthly  | Internal Rate of Return (IRR) |
| 61   | 110 | \$0            | \$136,616       | \$144,000     | \$2,743,870                   | \$424,195 | \$35,350 | 5.85%                         |
| 62   | 111 | \$0            | \$136,948       | \$144,000     | \$2,826,186                   | \$436,921 | \$36,410 | 5.81%                         |
| 63   | 112 | \$0            | \$137,265       | \$144,000     | \$2,910,972                   | \$450,029 | \$37,502 | 5.76%                         |
| 64   | 113 | \$0            | \$137,570       | \$144,000     | \$2,998,301                   | \$463,530 | \$38,627 | 5.72%                         |
| 65   | 114 | \$0            | \$137,861       | \$144,000     | \$3,088,250                   | \$477,436 | \$39,786 | 5.68%                         |
| 66   | 115 | \$0            | \$138,139       | \$144,000     | \$3,180,897                   | \$491,759 | \$40,980 | 5.64%                         |
| 67   | 116 | \$0            | \$138,405       | \$144,000     | \$3,276,324                   | \$506,511 | \$42,209 | 5.60%                         |
| 68   | 117 | \$0            | \$138,658       | \$144,000     | \$3,374,614                   | \$521,707 | \$43,476 | 5.56%                         |
| 69   | 118 | \$0            | \$138,900       | \$144,000     | \$3,475,852                   | \$537,358 | \$44,780 | 5.53%                         |
| 70   | 119 | \$0            | \$139,130       | \$144,000     | \$3,580,128                   | \$553,479 | \$46,123 | 5.49%                         |
| 71   | 120 | \$0            | \$144,000       | \$144,000     | \$3,687,532                   | \$570,083 | \$47,507 | 5.46%                         |

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

## Quick quote

This page shows all possible policy options and values based on a \$76,398.14 single premium with the LTC boost return to premium option.

**All values and benefits are guaranteed**

| LTC benefit period | Inflation option | Face amount | Day 1: maximum LTC monthly benefit | Day 1: total LTC benefit | Age 85: maximum LTC monthly benefit | Age 85: total LTC benefit | Total LTC crossover age <sup>12</sup> |
|--------------------|------------------|-------------|------------------------------------|--------------------------|-------------------------------------|---------------------------|---------------------------------------|
| 4 years            | None             | \$208,524   | \$8,689                            | \$417,048                | \$8,689                             | \$417,048                 | N/A                                   |
| 4 years            | 3% Simple        | \$165,894   | \$6,912                            | \$346,719                | \$14,170                            | \$695,096                 | 58                                    |
| 4 years            | 3% Compound      | \$150,504   | \$6,271                            | \$314,826                | \$17,646                            | \$885,878                 | 60                                    |
| 4 years            | 5% Simple        | \$146,922   | \$6,122                            | \$315,882                | \$16,835                            | \$830,109                 | 57                                    |
| 4 years            | 5% Compound      | \$82,245    | \$3,427                            | \$177,243                | \$18,903                            | \$977,676                 | 68                                    |
| 5 years            | None             | \$205,367   | \$8,557                            | \$513,418                | \$8,557                             | \$513,418                 | N/A                                   |
| 5 years            | 3% Simple        | \$161,843   | \$6,743                            | \$428,884                | \$13,824                            | \$853,723                 | 57                                    |
| 5 years            | 3% Compound      | \$146,300   | \$6,096                            | \$388,363                | \$17,153                            | \$1,092,801               | 60                                    |
| 5 years            | 5% Simple        | \$142,737   | \$5,947                            | \$392,527                | \$16,355                            | \$1,017,002               | 57                                    |
| 5 years            | 5% Compound      | \$78,708    | \$3,280                            | \$217,456                | \$18,090                            | \$1,199,489               | 68                                    |
| 6 years            | None             | \$203,586   | \$8,483                            | \$610,758                | \$8,483                             | \$610,758                 | N/A                                   |
| 6 years            | 3% Simple        | \$159,607   | \$6,650                            | \$514,733                | \$13,633                            | \$1,017,495               | 57                                    |
| 6 years            | 3% Compound      | \$144,000   | \$6,000                            | \$465,725                | \$16,883                            | \$1,310,487               | 60                                    |
| 6 years            | 5% Simple        | \$140,444   | \$5,852                            | \$473,999                | \$16,093                            | \$1,211,330               | 57                                    |
| 6 years            | 5% Compound      | \$76,830    | \$3,201                            | \$261,296                | \$17,658                            | \$1,441,310               | 68                                    |
| 7 years            | None             | \$200,063   | \$8,336                            | \$700,221                | \$8,336                             | \$700,221                 | N/A                                   |
| 7 years            | 3% Simple        | \$152,304   | \$6,346                            | \$581,040                | \$13,009                            | \$1,140,757               | 58                                    |
| 7 years            | 3% Compound      | \$136,038   | \$5,668                            | \$521,193                | \$15,950                            | \$1,466,566               | 60                                    |
| 7 years            | 5% Simple        | \$132,350   | \$5,515                            | \$532,709                | \$15,165                            | \$1,343,352               | 58                                    |
| 7 years            | 5% Compound      | \$69,571    | \$2,899                            | \$283,224                | \$15,990                            | \$1,562,270               | 69                                    |
| 8 years            | None             | \$197,442   | \$8,227                            | \$789,768                | \$8,227                             | \$789,768                 | N/A                                   |
| 8 years            | 3% Simple        | \$147,105   | \$6,129                            | \$650,204                | \$12,565                            | \$1,268,045               | 58                                    |
| 8 years            | 3% Compound      | \$130,473   | \$5,436                            | \$580,105                | \$15,297                            | \$1,632,335               | 61                                    |
| 8 years            | 5% Simple        | \$126,705   | \$5,279                            | \$595,514                | \$14,518                            | \$1,482,449               | 58                                    |
| 8 years            | 5% Compound      | \$64,847    | \$2,702                            | \$309,616                | \$14,904                            | \$1,707,844               | 70                                    |

<sup>12</sup>The age at which the total LTC benefit with the indicated inflation option exceeds the total LTC benefit with no inflation option.

## Alternative design options

In this proposal, you selected:

| LTC benefit duration | Payment schedule | Inflation protection option | Return of premium option | Day 1: total LTC benefit | Age 85: total LTC benefit |
|----------------------|------------------|-----------------------------|--------------------------|--------------------------|---------------------------|
| 6 years              | Single-pay       | 3% compound                 | LTC Boost                | \$465,725                | \$1,310,487               |

### Alternative premium schedules

The table below shows the different annual premium payment amounts that would provide the same day 1 and age 85 LTC benefit pools as currently illustrated.

| Payment schedule | Annual premium | Total premium |
|------------------|----------------|---------------|
| Single-pay       | \$76,398.14    | \$76,398.14   |
| 5 years          | \$16,418.91    | \$82,094.55   |
| 7 years          | \$12,955.70    | \$90,689.90   |
| 10 years         | \$9,024.18     | \$90,241.80   |
| 15 years         | \$7,258.75     | \$108,881.25  |

### Alternative return of premium options

The table below shows how each return of premium option would impact your LTC benefit pool.

|           | Day 1: total LTC benefit | Age 85: total LTC benefit | Day 1: surrender value | Age 85: surrender value |
|-----------|--------------------------|---------------------------|------------------------|-------------------------|
| Vesting   | \$385,850                | \$1,085,730               | \$61,119               | \$97,593                |
| 75%       | \$442,801                | \$1,245,982               | \$57,299               | \$111,997               |
| LTC Boost | \$465,725                | \$1,310,487               | \$48,177               | \$117,796               |

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## 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 cash value. The ratio of death benefit to cash 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 cash 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 cash value, not reduced by policy debt, over the policy cost basis. Consult your tax advisor for further details.

## Key terms and definitions

|   |  |
|---|--|
| <b>Age</b>  | The insured's issue age at last birthday.  |
| <b>Benefit eligibility requirements</b>                           | Eligibility requirements include:<br><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 long-term care elimination period must be satisfied; and</li> <li>5. The Acceleration for Long-Term Care Agreement must be in force.</li> </ol>  |
| <b>Benefits outside the U.S.</b>                                  | Benefits outside the U.S. 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>Cash value</b>   | The cash value of your policy, as of the date to which all premiums due have been paid, is the cash value shown for that date in the Table of Guaranteed Cash Values on the policy data pages. If premiums are paid other than annually, the cash value and the surrender value for the insurance provided by this policy and any attached agreements will be adjusted proportionally.   |
| <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:<br><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:<br><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 IRC 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 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>Long-term care elimination period</b>                          | The long-term care elimination period is 90 calendar days from the date the insured is certified as chronically ill by a licensed health care professional. Home modification (up to \$5,000) and caregiver training (up to \$1,000) are accessible during the long-term care elimination period. The long-term care elimination period must only be satisfied once during the life of the contract.   |
| <b>Minimum death benefit</b>                                      | The guaranteed minimum death benefit is paid in the event that the policy's face amount is fully accelerated to provide LTC benefits. This benefit is available even if, and after, 100% of the LTC benefits are paid. Guaranteed minimum death benefit is the lesser of \$10,000 or 10% of the base face amount.  |
| <b>Premium</b>  | The amount of money you intend to pay.   |

## Key terms and definitions

|                                 |   |
|---------------------------------|---|
| <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 the return of premium option selected and the premium vesting schedule (if applicable).  |
| <b>Return of premium value</b>  | The return of premium value is equal to the guaranteed cash value.  |
| <b>Surrender value proceeds</b> | <p>The amount payable to the owner when the policy is surrendered is equal to the greatest of (1), (2) or (3), where:</p> <ol style="list-style-type: none"> <li>1. is the cash value; minus       <ol style="list-style-type: none"> <li>a. any death benefit that has been accelerated for terminal illness; minus</li> <li>b. any payments provided by additional agreements; minus</li> <li>c. any indebtedness</li> </ol> </li> <li>2. is the return of premium value; plus       <ol style="list-style-type: none"> <li>a. any return of premium value provided by additional agreements; minus</li> <li>b. any death benefit that has been accelerated for terminal illness; minus</li> <li>c. any payments provided by additional agreements; minus</li> <li>d. any indebtedness</li> </ol> </li> <li>3. 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 subsidiaries 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.

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.

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

This policy is non-cancellable. This means that we may not, on our own, cancel or reduce coverage provided by this policy as long as all scheduled premiums are paid when due.

Even if premiums are paid benefits, values, periods of coverage, and premiums are indeterminate and it is possible that the policy may lapse before the death of the insured due to policy loans. Taking a policy loan may have tax consequences. Please consult your tax advisor.

The Acceleration for Long-Term Care Agreement and Extension of Long-Term Care 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.

This information is meant to help you understand the SecureCare III 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.

#### 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 the Acceleration for Long-Term Care Agreement for that same condition or disease or a related condition or disease. We will not pay benefits for a pre-existing condition or disease that is not disclosed in the application for a period of six months from the effective date of this agreement. A pre-existing condition during the first six months that the agreement is in force will not be counted toward the satisfaction of the long-term care elimination period.

SecureCare III 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.

SecureCare III 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.

#### POLICY FORM NUMBERS

ICC20-20212, 20-20212 and any state variations; Acceleration for Long-Term Care Agreement ICC21-20220, 21-20220 and any state variations; Extension of Long-Term Care Agreement ICC21-20221, 21-20221 and any state variations; Long-Term Care Inflation Protection Agreement ICC21-20222, 21-20222 and any state variations; Premium Waiver for LTC Agreement is ICC21-20223 and any state variations.

#### 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.

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