Securian FINANCIAL®

Individual Life Insurance
Life Insurance as a Financial Tool (LIFT)

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

Give your financial future a LIFT

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Life insurance can do more than provide a death benefit for your family — it can help you achieve a lifetime of retirement goals. Using Life Insurance as a Financial Tool (LIFT) makes your hard-earned money work harder for you:

- Provides lifetime protection for your loved ones
- Serves as a ready source of cash for emergencies or opportunities
- Optimizes your retirement income, while lowering your effective tax rate in retirement

Prepare for the unexpected — and achieve your goals

Many think preparing for retirement involves saving as much money as possible and investing it wisely by diversifying. Smart retirement savers also consider how taxes will affect the growth and spending of their retirement dollars.

There are many ways to save for retirement and withdraw retirement income. Working with a financial professional can help you determine which financial tools will best suit your needs during each phase of life:

ACCUMULATION

Saving and growing assets during your working years

DISTRIBUTION

Using your assets for retirement income

LEGACY

Maximizing assets and transferring to beneficiaries upon your death

As you discuss your retirement asset options with your financial professional, consider their contribution, accumulation and distribution tax characteristics:

Retirement asset breakdown

	No annual limits on contributions	Tax-deferred accumulation	Tax-advantaged distribution	Income tax-free death benefits	Not subject to health care surtax — 3.8%
Traditional IRA[1]		●			●
Roth IRA[1]		●	●	●	●
Qualified plan		●			●
Certificate of deposit	●				
Municipal bond[2]	●	●	●		●
Individually owned deferred annuity[3,4]	●	●			
Life insurance[5, 6]	●	●	●	●	●

LIFT can be a valuable retirement asset if you:

- Have significant savings or investment in taxable accounts or plans
- Want to provide loved ones or heirs with a tax-free benefit if you die
- Value leaving a financial legacy
- Want to build cash value for financial flexibility in the future

Diversification does not guarantee against loss. It is a method of managing risk.

1. The ability to contribute or deduct contributions may be limited by adjusted gross income limits.

2. The principal value of bonds will fluctuate with market conditions. Bonds redeemed prior to maturity may be worth more or less than their original cost. Bond interest paid by a municipality outside the state in which you reside could be subject to state and local income taxes. If you sell a municipal bond at a profit, you could incur capital gains taxes. In some cases, municipal bond interest could be subject to the federal alternative minimum tax.

3. An annuity is a long-term, tax-deferred investment vehicle designed for retirement. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59½, may be subject to a 10 percent federal tax penalty. If the annuity will fund an IRA or other tax-qualified plan, the tax-deferral feature offers no additional value. Not FDIC/ NCUA insured. Not bank guaranteed. Not insured by any federal government agency. There are charges and expenses associated with annuities, such as deferred sales charges for early withdrawals.

4. Upon annuitization, a portion of principal is included in the annuity payout and is not subject to income taxes.

5. Life insurance products contain charges, such as Cost of Insurance Charge, Cash Extra Charge, and Additional Agreements Charge (which we refer to as mortality charges), and Premium Charge, Monthly Policy Charge, Policy Issue Charge, Transaction Charge, Index Segment Charge, and Surrender Charge (which we refer to as expense charges). These charges may increase over time, and these policies may contain restrictions, such as surrender periods. Policyholders could lose money in these products.

6. The Policy Design you choose may impact the tax status of your policy. If you pay too much premium your policy could become a modified endowment contract (MEC). Distributions from a MEC may be taxable and if the taxpayer is under the age of 59½ may also be subject to an additional 10 percent penalty tax.

Other than contribution limits or tax treatment, several other factors should be considered before purchasing any of these products. These include investment objectives, costs and expenses, liquidity, safety, fluctuation of principal or return, credit rates, rider availability, surrender periods and other product/investment characteristics.

The 3 key components to cash value life insurance

Here are three ways you can use cash value life insurance as a valuable financial tool.

1. Death benefit

An in-force, permanent life insurance policy can provide a tax-free death benefit to the beneficiaries of your policy, replacing your lost income and paying off debt. And the death benefit proceeds pass directly to beneficiaries so they can avoid estate administration process delays.

2. Premium payments

By making premium payments, you're actually purchasing a death benefit. The insurance company deducts charges from your premium payments for mortality (to fund the death benefit) and other expenses. The remaining amounts build cash value tax-deferred as the accumulation portion of the life insurance policy.

3. Cash value

During your working years, the cash value you build in a life insurance policy can be an important source of back-up funds.

We call this an "opportunity reserve" — using your policy's cash value to help fund life moments. Like making a down payment on a cabin, purchasing a classic car or taking your teenage kids on one last family vacation.

And when you retire, access your cash value income-tax-free (through withdrawals and policy loans) to help supplement your income.

Whether it's used as an opportunity reserve or emergency funds, well-funded, permanent life insurance policies offer tax-deferred cash value growth, plus:

- Tax-advantaged distributions[7]
- No age restrictions:

BEFORE AGE 59½:

no penalties for accessing the cash value[7]

AT AGE 62:

no effect on your Social Security benefits by accessing the cash value for supplemental retirement income

AT AGE 65:

no effect on your Medicare Part B premiums by accessing the cash value for supplemental retirement income

AT AGE 72:

no required minimum distributions (which apply to retirement assets); permanent life insurance cash value can be used for emergencies, as an **opportunity reserve** or supplemental retirement income

7. As long as your policy maintains its tax-advantaged status and is not a modified endowment contract (MEC). Withdrawals and loans from a life insurance contract are subject to special tax rules if the policy is a MEC.

Life insurance supports a lifetime of financial needs and goals:

Life stage

20s AND 30s	30s AND 40s	50s AND 60s	70 AND BEYOND
• Protection for your family • Replace lost income	• Protection for your family • Replace lost income • Cash value for emergencies or opportunities	• Protection for your family • Replace lost income • Cash value for emergencies or opportunities	• Protection for your family • Cash value for supplemental retirement income

When you're in your 20s and 30s, money may be tight. How would your family replace your income and pay the bills if you die? Buying life insurance is more about protecting your loved ones in your absence.

But the cost of insuring your life will never be lower, so it's a good idea to start building cash value now. Paying more premium in these early years will improve your potential for cash value growth.

In your 30s and 40s, your family could be larger — and you might have more obligations to protect. Unexpected events could hit your wallet.

In your 50s and 60s, you're likely thinking more about retirement, and wondering if you're putting enough money away. A little extra money in your life insurance policy can provide better protection and will continue to grow tax-deferred.

In your retirement, you can supplement your income with tax-advantaged access to cash value. You can take out all the money you put in — tax free — and borrow against the policy for even more money. This can lower your effective tax rate by easing the draw on your taxable retirement income sources.

When you die, your life insurance death benefit goes to your beneficiaries income tax free, which they can use to cover living expenses and other debt.

Time to LIFT up your retirement

Life insurance can provide you and your family with an instant asset that helps keep your dreams and aspirations alive. This valuable financial tool can help:

- Ensure your family is protected
- Protect the value of your assets
- Serve as a cash reserve for life's potential opportunities
- Provide a source of emergency funds for life's challenges
- Lower your effective tax rate in retirement
- Efficiently pass your estate value to loved ones

We build secure tomorrows

To be confident in your financial future, you need to trust the strength and commitment of your financial organization. For more than 140 years, the Securian Financial family of companies has developed innovative insurance and retirement solutions to meet the evolving needs of individuals, families and businesses to help build secure tomorrows.

Learn more

Contact your financial professional today to find out if LIFT is right for you.

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

Life insurance products contain charges, such as Cost of Insurance Charge, Cash Extra Charge, and Additional Agreements Charge (which we refer to as mortality charges), and Premium Charge, Monthly Policy Charge, Policy Issue Charge, Transaction Charge, Index Segment Charge, and Surrender Charge (which we refer to as expense charges). These charges may increase over time, and these policies may contain restrictions, such as surrender periods. Policyholders could lose money in these products.

Depending upon actual policy experience, the Owner may need to increase premium payments to keep the policy in force.

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. Withdrawals may be subject to taxation within the first fifteen years of the contract. You should consult your tax advisor when considering taking a policy loan or withdrawal.

Other than contribution limits or tax treatment, several other factors should be considered before purchasing any of these products. These include investment objectives, costs and expenses, liquidity, safety, fluctuation of principal or return, credit rates, rider availability, surrender periods and other product/investment characteristics.

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

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