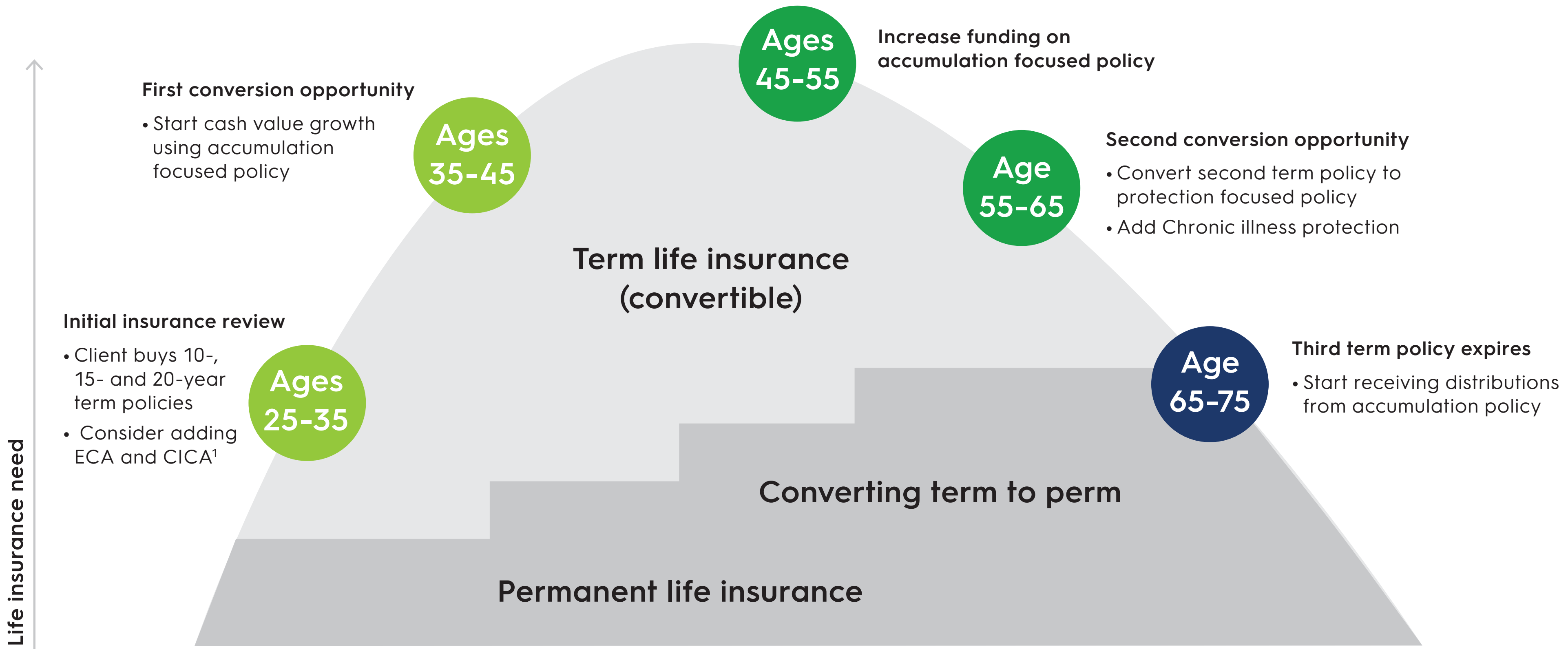
Securian Financial

Individual Life Insurance

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

Protection planning for your clients' life stages

Help clients leverage the benefits of both term and permanent life insurance.



Life stages → **Stage 1:** Early working years (25-45) → **Stage 2:** Later working years (45-65) → **Stage 3:** Retirement years (65-85)

1. Adding the Extended Conversion Agreement (ECA) and Chronic Illness Conversion Agreement (CICA) at issue for term policies allows clients to convert coverage and add Chronic illness protection to their permanent policy without providing evidence of insurability.

Life stages

Stage 1

Ages 25-35
In this stage, clients may be in the beginning stages of reviewing their life insurance strategy on a limited budget. Using the laddering approach, clients can customize their policies now for potential conversion down the road as their income level increases. Consider offering the Extended Conversion Agreement (ECA) and the Chronic Illness Conversion Agreement (CICA) during this planning stage to protect insurability upon conversion for future chronic illness needs.

Ages 35-45
Clients typically have a higher income and are starting to focus on funding their retirement or their child's college education. Converting their 10-year term policy to an accumulation focused permanent policy first allows for the cash value to start growing sooner. This could potentially lead to increased distributions for supplemental retirement income, college funding and more.

Stage 2

Ages 45-65
As clients are nearing retirement, they look toward building their nest egg. This may be an opportunity to put additional funds into their accumulation policy as a tax-advantaged way to help fund retirement, while providing death benefit protection.

Clients may also be starting to think about future care needs — leading to a second conversion opportunity. Converting the 15-year term policy to a protection based policy with chronic illness protection can help clients protect their assets and provide funding options in the future should a care need arise.

Stage 3

Ages 65-75
At this stage, clients are entering retirement and starting to receive distributions from their accumulation policy. Their last term policy may be nearing an end. If they have the extended conversion agreement, clients have until age 75 or until the end of the policy term, whichever is sooner, to convert the policy. They can decide to discontinue their term policy at the end of the term — or convert it to leave a legacy for their family or for their personal use.

Please keep in mind that the primary purpose to purchase a life insurance policy 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.

Policy loans and withdrawals may create an adverse tax result in the event of a lapse or policy surrender and will reduce both the surrender value and death benefit. Withdrawals may be subject to taxation with the first fifteen years of the contract. Clients should consult their tax advisor when considering taking a policy loan or withdrawal.

Chronic Illness Agreements may not cover all of the costs associated with chronic illness. These Agreements are generally not subject to health insurance requirements and do not provide long-term care insurance subject to state long-term care insurance law. These Agreements are not state-approved Partnership for Long Term Care Program Agreements and are not Medicare supplement policies. Receipt of chronic illness benefit payments under these agreements may adversely affect eligibility for Medicaid or other government benefits or entitlements.

The accumulation value, surrender value, loan value, death benefit and/or death proceeds may be reduced when a chronic illness benefit payment is made under these agreements. The death proceeds may be reduced by the accelerated death benefit amount. Please review the policy for details.

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.

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

This information should not be considered as tax or legal advice. Clients should consult their tax or legal advisor regarding their own tax or legal situation.

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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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