Securian FINANCIAL®

SecureCare™ Universal Life

Individual Life and Long-Term Care Insurance
Only available in California

Insurance products issued by: Minnesota Life Insurance Company

Why SecureCare UL?

SecureCare Universal Life (UL) is a long-term care (LTC) solution clients can count on for:

- Guaranteed cash indemnity LTC benefit
- Guaranteed death benefit
- Guaranteed reduced paid-up benefits[1]
- Guaranteed return of premium[2]
- Multiple premium options (single pay, 5-, 7-, 10- or 15-pay)
- Robust international benefits[3]
- Four inflation protection options: 3% and 5%, simple and compound
- Potential to deduct LTC premiums
- Streamlined underwriting[4]
- Securian Financial's Care Management Program™

Contact us today

to customize a proposal that helps address a prospect's top LTC concerns:

1-888-900-1962
(Independent Distribution)

1-877-696-6654
(Broker-Dealer)

1. Reduced paid-up benefits refers to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.

2. 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.

3. 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.

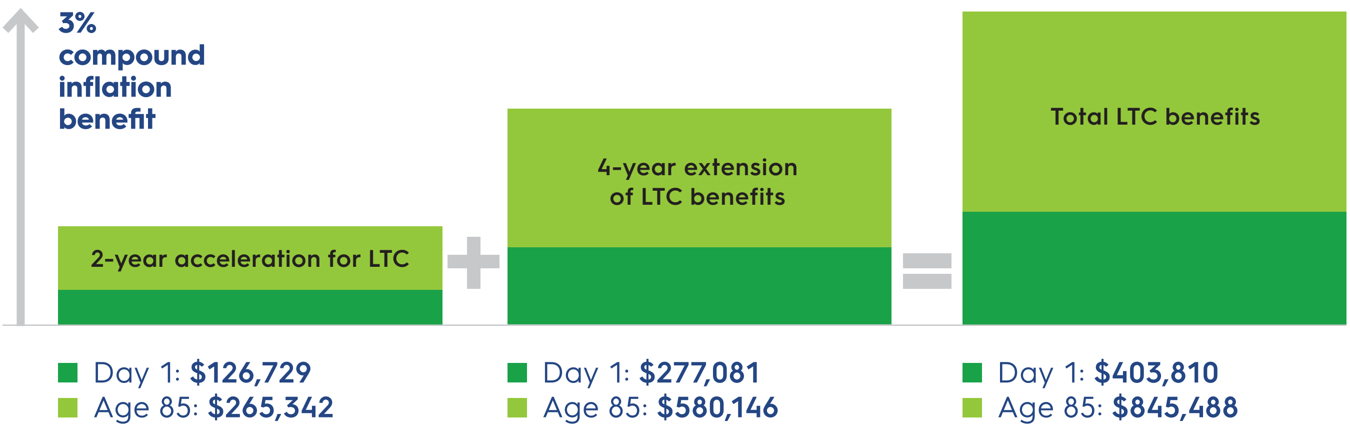
4. Medical examination or para-med examination is not required; tele-interview, prescription check and medical information bureau (MIB) are required. Attending physician statement (APS) will only be requested for cause.

How it works

As a linked-benefit insurance policy, SecureCare UL combines the benefits of LTC protection with the guarantees of life insurance. Clients can pay their premium all at once or over 5, 7, 10 or 15 years. If they are certified as chronically ill by a licensed health care practitioner and go on claim, they could receive a cash indemnity benefit for a minimum of 2 years or a maximum of 7, depending on their coverage. Let's look at an example:

Female, age 60

- $100,000 SecureCare UL policy, single pay
- 3% compound inflation protection option
- 6-year benefit period
- Couples discount, non-tobacco



$10,000 death benefit[5] → **Paid income tax free to beneficiary**

This is a hypothetical example for illustrative purposes only.

If your client needs care, she will have a total long-term care (LTC) benefit of $403,810 on the very first day of her policy. By age 85, her total LTC benefit will be $845,488 and her monthly cash benefit would be $10,893. Because she selected an inflation protection option, her monthly benefit will continue to increase each year, even after she's gone on claim.

When your client dies, her family is guaranteed to receive a death benefit — $124,856 if she never needs care or $10,000 if her entire benefit pool is exhausted.

If she wants her money back, she can get a full refund starting in year 6.

And if this was a multi-pay policy and your client stopped paying their premiums, they could receive a reduced paid-up policy instead of forfeiting their coverage.

Why it matters

In today's world, simply setting aside money to cover potential LTC expenses is not a cost-effective strategy for most retirees. As the cost of care continues to rise, prospects need a solution that can help maximize and guarantee each dollar earmarked for care. SecureCare UL can help provide clients with this leverage.

To see how, let's look at the different coverage options available to the client from page 2, if she wanted to purchase a SecureCare UL policy for $100,000 total premium.

Premium schedule	Inflation protection option	Total LTC benefits: Day 1	Total LTC benefits: Age 85	Die before needing LTC	Internal rate of return at age 85	Tax equivalent yield[5]
Single pay: $100,000	None	**$538,380**	**$538,380**	$179,460	6.23%	8.20%
	3% compound	**$403,810**	**$845,488**	$124,856	7.94%	10.45%
5-pay: $20,000/year	None	**$438,390**	**$438,390**	$146,130	5.87%	7.72%
	3% compound	**$332,780**	**$696,768**	$102,894	7.75%	10.20%
7-pay: $14,286/year	None	**$438,207**	**$438,207**	$146,069	6.09%	8.01%
	3% compound	**$332,557**	**$696,301**	$102,825	8.04%	10.58%
10-pay: $10,000/year	None	**$437,913**	**$437,913**	$145,971	6.45%	8.49%
	3% compound	**$332,298**	**$695,759**	$102,745	8.51%	11.20%
15-pay: $6,667/year	None	**$340,323**	**$340,323**	$113,441	5.39%	7.09%
	3% compound	**$245,544**	**$514,115**	$100,000	7.86%	10.34%

5. Assuming marginal tax rate of 24%.
This is a hypothetical example for illustrative purposes only.

If the client purchased a single-pay policy with the 3% compound inflation protection option, her total benefits would be $845,488 at age 85. In other words, every $1 of premium in this scenario would yield $8.45 of LTC benefits.

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