

#### SecureLink Chronic Illness Access™

Fixed Indexed Annuity

Insurance products issued by:
Minnesota Life Insurance Company

#### Experience sales success

with SecureLink Chronic Illness Access™



SecureLink Chronic
Illness Access and
the Accelerated
Death Benefit Rider¹
(automatically included
for an additional cost)
offers a unique and
flexible solution for your
clients' needs, making it
easier for you to engage
new prospects and earn
more business.

<sup>1.</sup> In certain states this rider is named the Roll-up Death Benefit with Enhanced Surrender Value Rider. Please refer to the SecureLink Chronic Illness Access Quick Facts for product features, variations and terminology used in each state.

8% death benefit roll-up²

# Flexibility

to access the death benefit if needs arise

No underwriting,<sup>3</sup>

making it easy for you to place new business

2. In most states, the maximum Roll-up Value (200%) is based on contract value, which can grow based on interest earned, or decline due to rider charges. As a result, once the death benefit reaches the maximum, it may fluctuate up or down as the contract value changes. In New Jersey, the maximum is 200% of the purchase payment less withdrawals.

3. An individual may not purchase this annuity if they are currently in a nursing home, skilled nursing facility or unable to perform any one of the six Activities of Daily Living.



## Step 1

Use our <u>Top 10 prospecting</u> <u>ideas</u> to identify potential candidates. Be sure to consider re-prospecting those who didn't become repeat clients.

#### Step 2

Use these consumer-friendly materials to host a seminar and position yourself as a go-to resource for health care.

Health care sound strategy

Health care seminar

Seminar invite



## Learn more



Contact the Annuity Sales Desk at 1-866-335-7355

or



view our e-toolkit to learn more



An annuity is intended to be a long-term, tax-deferred retirement vehicle. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59½, may be subject to a 10% federal tax penalty. If the annuity will fund an IRA or other tax qualified plan, the tax deferral feature offers no additional value. Qualified distributions from a Roth IRA are generally excluded from gross income, but taxes and penalties may apply to non-qualified distributions. There are charges and expenses associated with annuities, such as surrender charges for early withdrawals.

The SecureLink Chronic Illness Access fixed indexed annuity and Accelerated Death Benefit are not long-term care insurance. They are not a qualified benefit under the Internal Revenue Code. The Accelerated Death Benefit is automatically included in every contract and provides an option to accelerate death benefit proceeds in the event that the owner becomes chronically or terminally ill. Withdrawals or surrender of contract value during the acceleration period will be subject to taxation in the same manner as any other withdrawal.

Some products and features may not be available in all states and features may vary by state. Not all products, features and optional benefits are available from all firms. Guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

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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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F94281 10-2019 DOFU 10-2019 961837