



IncomeToday![®]

A single payment immediate annuity

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

IncomeToday!

Guaranteed dollars for tomorrow



Not a deposit – Not FDIC/NCUA insured – Not insured
by any federal government agency – Not guaranteed
by any bank or credit union – May go down in value



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Contemplating how to turn your accumulated savings into retirement income you can count on now, and for the rest of your life?

Steady, secure income now, guarantees for tomorrow

No need to put your life on hold – worrying if your income will last as long as you do. For the safe, secure part of your portfolio, there's ***IncomeToday!***[®]

IncomeToday!, an immediate income annuity provides:

- Guaranteed retirement income, today and tomorrow
- A range of income choices and guarantees to meet your needs
- Protection from the ups and downs of the markets
- Freedom to invest the balance of your portfolio more aggressively
- Additional access, should you need it



Why wait?

Learn how you can turn a portion of your savings into retirement income you can count on for the rest of your life.

IncomeToday! is available to anyone up to age 90. The minimum purchase payment is \$25,000 up to a maximum of \$2 million without prior approval.

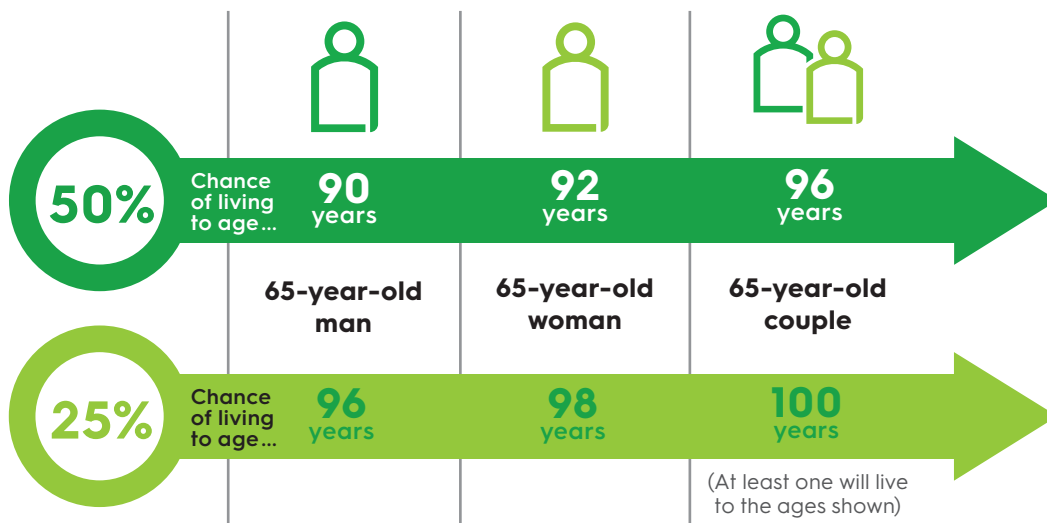
Have you planned for the possibility of living to age 90 or beyond?

If all goes well, you'll be spending a long time in retirement. Are you prepared to live 30+ years on your retirement dollars? Consider the following:

- At age 65, there's a 50% chance of living beyond age 90 for males, age 92 for females, and for couples, at least one spouse may live to age 96.
- There's a 25% chance of living beyond age 96 for males, age 98 for females and for couples at least one spouse may live to age 100.

So a general guideline is to plan as if your retirement savings will have to last until your early to mid-nineties, or even longer if longevity runs in your family.

CHANCES OF LIVING BEYOND AGE 65



Assumes a person is in good health. 2012 Individual Annuity Mortality Basic Table projected for mortality improvement from 2012-2018.

Secure and reliable lifetime income

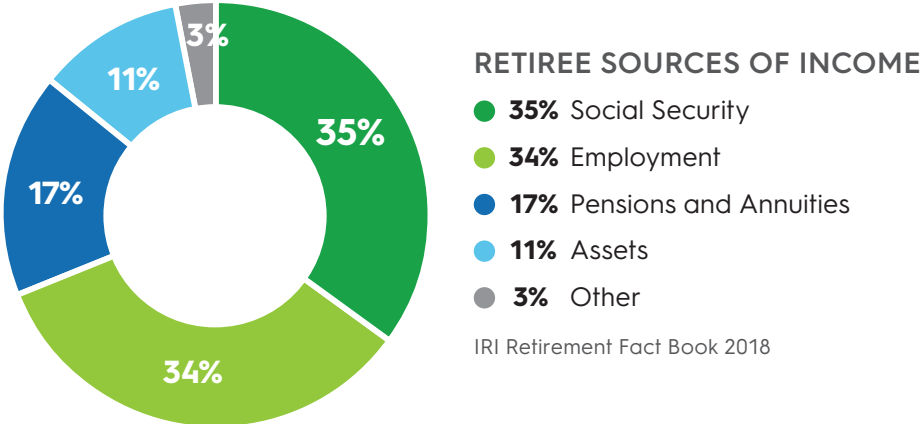
An advantage *IncomeToday!* offers over other fixed investments is the ability to turn your assets into a guaranteed stream of income that cannot be outlived. It's a valuable supplement to your Social Security benefits – helping you cover some of the routine expenses of retirement.

Unlike other investments that are subject to the risks and fluctuations of the marketplace, you can depend on *IncomeToday!* for guaranteed income that's predictable – protecting a portion of your retirement income from market losses.

Where will your income come from?

Today's retirement income challenges

In the past, traditional pension plans and Social Security may have been enough to provide for a comfortable retirement. Not today. With just under one-third* of households having access to a traditional defined benefit pension, it's becoming more challenging to create a secure source of retirement income. That means your personal savings must play a more significant role in helping you fuel your financial strategy for retirement.



* Secure Retirement Institute: Institutional Retirement Reference Guide (2019)

What is an annuity?

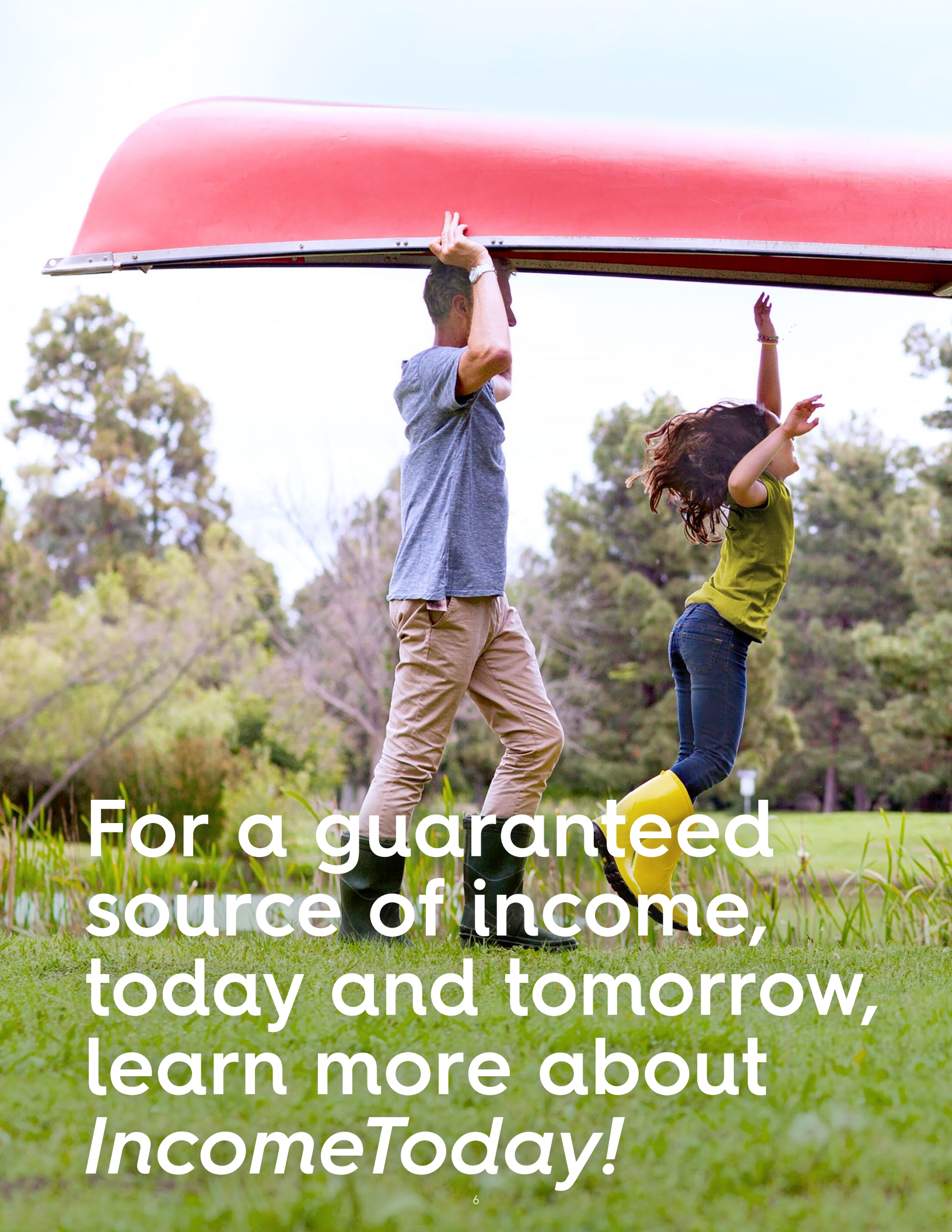
Annuities are offered by insurance companies to help people save and provide income for retirement.

An immediate income annuity can generate a guaranteed stream of income to meet your financial needs now and in the future. Income annuities offer a number of ways to receive income, including several that provide an income guaranteed for life.

IncomeToday! an immediate income annuity, can be a lifelong ally by providing you with a predictable, guaranteed income that lasts as long as you choose.



Create an income you won't outlive.



For a guaranteed
source of income,
today and tomorrow,
learn more about
IncomeToday!



Income choices and guarantees to meet your needs

You can select from a range of income options that allow you to structure an income that's guaranteed to last for your lifetime, for a set period of time, for joint lives or a variety of combinations that provide for beneficiaries.



Income for a set period of time

A **Period Certain*** option provides you with benefits for a time period you select (5-30 years based on availability). If you die before the end of the period, income payments continue to your beneficiary for the remainder of the period.



Income based on one life

A **Life Only** option provides benefits for as long as you live; with benefits ending upon your death.

A **Life with Period Certain*** option provides benefits for as long as you live, with a guarantee that payments will be made for a minimum time period: 5-30 years. If you die before the Period Certain elapses, the remaining guaranteed payments will continue to your beneficiary.

A **Life with Cash Refund** option provides benefits for as long as you live, with the guarantee that if you die prior to receiving payments equal to your purchase payment, your beneficiaries will receive the difference in a lump sum.

A **Life with Installment Refund** option provides benefits for as long as you live, with the guarantee that if you die prior to receiving payments equal to your purchase payment, income payments will continue to your beneficiaries until the amount equals your purchase payment.



Income based on two lives

Joint Life options provide benefits for as long as you and your spouse are alive with 100%, 66.67% (2/3), or 50% of the payment continuing to your spouse after your death. There are no further benefits after the death of the second individual.

Joint Life with Period Certain* options provide benefits for as long as you and your spouse are alive with an additional guarantee that if you both die prior to receiving payments for the minimum period (5-30 years), income payments will continue at 100%, 66.67% (2/3), or 50% to your beneficiary for the remaining period.

Keep in mind, once you select your annuity income option – including frequency and payment dates – that decision cannot be changed. Availability of some Period Certain durations may be limited.

Protection for your heirs

In addition to providing an income guaranteed for your life or that of your spouse, you can also select an income option that offers protection for your beneficiaries. You can ensure they will receive any remaining income payments for a specified period of time.

*The Advance Withdrawal Benefit is available with these options. For more information see page 9.

Satisfy your required minimum distribution (RMD)

IncomeToday! can also be used to automatically satisfy your RMD requirements for assets rolled in from your retirement plans (401(k)s and IRAs), because it turns a portion of your assets into regular payments over your lifetime.

You must have selected one of the lifetime income options in order to use your *IncomeToday!* payments to satisfy your RMD amounts. Talk to your financial professional about the income options that will help you meet RMD requirements. Keep in mind, if you select an option with a Period Certain, the time period you select can't exceed your life expectancy.

Set it and forget it

With *IncomeToday!* you can arrange to automatically have your income payments directly deposited into your personal account. You can also choose the frequency of your payments: monthly, quarterly, semi-annually or annually.

Invest for growth with your other assets

Because you're creating a reliable, fixed income stream with an *IncomeToday!* annuity, you're free to invest the rest of your retirement assets in a diversified portfolio that's aimed at long-term growth.

Stretch your tax liability over time

IncomeToday! provides important tax advantages, too. By receiving your money as an income stream, it allows you to stretch your tax liability out over time.

For nonqualified annuities, a portion of each income payment you receive is classified as a return of your initial purchase payment (your cost basis). That part isn't taxed. Only the interest portion of each payment is taxable. Your cost basis is then eventually returned to you over an extended period of time. After that, your entire income payment becomes taxable.

If you purchase your annuity with qualified money, such as assets from your 401(k) plan or IRA, then your income payments are fully taxable in the year you receive them, since no taxes have been paid on that money.



Learn how

IncomeToday! can play an important role in your retirement income portfolio.

Additional access with the Advance Withdrawal Benefit

Although you'll be receiving guaranteed payments on a frequency you choose, emergencies happen. Or, you may just find you need some additional flexibility as you adjust to your new financial needs. That's why *IncomeToday!* offers an Advance Withdrawal Benefit. The Advance Withdrawal Benefit is available if you select an annuity income option with a guaranteed Period Certain.

Here's how it works. At any time prior to the end of the guaranteed Period Certain, you can make a one-time lump sum withdrawal of between 25% to 75% of the present value of your future Period Certain annuity income payments. The minimum withdrawal is \$1,000.

Keep in mind, if you make such a withdrawal, your payments for the remaining Period Certain will be reduced proportionately from the time you take the withdrawal until the guaranteed period ends. If you select a fixed Period Certain option, your income payments will stop at the end of the guaranteed period. If you select a single or joint life option with a Period Certain, your income payment will return to the amount that would normally have been paid as if no withdrawal was made.

The Advance Withdrawal Benefit provides an added measure of flexibility – just in case you need it – as you adjust to your financial needs in retirement.



No waiting, no worries with *IncomeToday!*

Concerned about making your retirement savings last as long as you do? Or do you simply want an easy way to generate a guaranteed source of income to meet your routine living expenses? For a guaranteed income today and tomorrow, talk to your financial professional about *IncomeToday!*





**At Securian Financial,
we're here for family.
And we're here because of it.**

Family doesn't have to branch from your tree, but it always shares your roots. Roots woven by common understanding, shared values and mutual respect. Like you, we believe a rewarding life is really about being present in the here and now, and that your financial picture should support the everyday moments as much as the major milestones. That's why our insurance, investment and retirement solutions give you the confidence to focus on what's truly valuable: banking memories with those who matter most.

The guarantees in *IncomeToday!* are based solely on the financial strength and claims-paying ability of the issuing company. You should thoroughly review your contract for specific details of the product features and costs.

Income payments and withdrawals from immediate annuities are generally taxable as ordinary income in the year in which taken. When purchased as part of an IRA or other qualified plan, the IRA or qualified plan already provides tax deferral of earnings and the annuity contract does not provide any additional tax deferred treatment of earnings. Withdrawals taken from a qualified plan prior to age 59½ may incur a 10% federal tax penalty.

This information is a general discussion of the relevant federal tax laws provided to promote ideas that may benefit a taxpayer. It is not intended for, nor can it be used by any taxpayer for the purpose of voiding federal tax penalties. Taxpayers should seek the advice of their own advisors regarding any tax and legal issues specific to their situation.

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advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action. If you are seeking investment advice or recommendations, please contact your financial professional.

A purpose of the method of marketing is solicitation of insurance and that contact will be made by an insurance agent or agency.

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.

Policy form numbers: 08-70152, 08-70154, 09-70169, 09-70171 or state variation.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its affiliates. Minnesota Life Insurance Company and Securian Life Insurance Company are affiliates of Securian Financial Group, Inc.



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