

**SALES IDEA**

# *IncomeToday!*®: Flexibility of an income “advance”

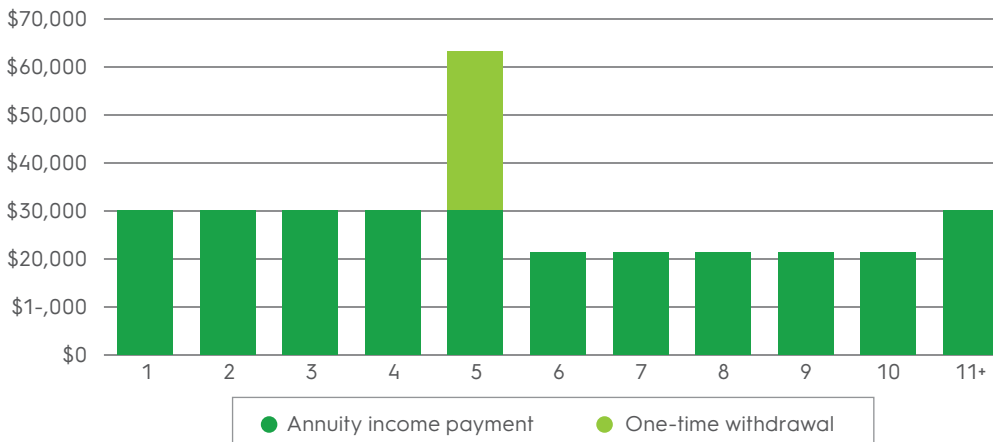
## Offer your clients flexibility in a fixed immediate annuity

*IncomeToday!*, a single payment immediate annuity (SPIA), includes a unique benefit that goes beyond the guaranteed income stream traditionally associated with SPIAs. The Advance Withdrawal Benefit – available with annuity income options that include a guaranteed Period Certain – provides a one-time advance on a portion of a client’s future income stream. Clients have the freedom and flexibility to use it as they choose: for travel, health-related expenses, a financial emergency – it’s up to them.

**How it works**

The Advance Withdrawal Benefit can be used with any Period Certain payout option, but a Life (single or joint) option with Period Certain is even more optimal. Here’s why: payout amounts decrease only for the years remaining in the Period Certain. Once the guaranteed period is over, annual payments jump back up for the remainder of the client’s life – to the payment level as if no withdrawal had been taken. For clients who selected a Period Certain only option, payments will stop at the end of the guaranteed period.

***IncomeToday!***  
guaranteed  
income for today  
and tomorrow.



This is a hypothetical example for illustrative purposes only and is not intended to predict or project actual results. Actual values may be higher or lower than illustrated.

## A case study

Donna, age 65, purchases an *IncomeToday!* annuity with a \$500,000 purchase payment. She selects Life with a 10-year Period Certain option. This will provide her with an annual income of \$29,865.

Six years after purchasing her annuity, Donna has the opportunity to spend several months traveling through Europe, fulfilling a lifelong dream.

To fund her trip, she withdraws \$33,000 from her annuity using her one-time Advance Withdrawal Benefit.

As illustrated on the previous page, Donna receives the full \$29,865 for each of the first six years of her annuity. Her withdrawal in Year 6 reduces the amount she will receive in each payment to \$20,869 for the remaining four years of the 10-year Period Certain.

Once the Period Certain guarantee is over, Donna's annual payments return to \$29,865 for the remainder of her life.

## Highlights: *IncomeToday!*

**Purchase Payment:** \$25,000 minimum, \$2 million maximum without prior company approval

**Issue Age:** To age 90 for the annuitant and/or owner

**Markets:** Non-qualified, Roth IRA, Traditional IRA

**Income Guarantee:** Can guarantee an income clients won't outlive, or for a time period they select

**Death Benefit:** Varies by the Annuity Income Option selected

### **Annuity Income Options:**

- Single Life Options: Life only, Life with Period Certain (5-30 years), Life with Cash Refund, Life with Installment Refund
- Joint Life Options – clients may select the percentage to continue upon the death of the first individual (100%, 66.67%, 50%): Joint Life only, Joint Life with Period Certain (5-30 years)
- Period Certain (5-30 years based on availability)

**Advance Withdrawal Benefit:** Available with annuity income options that include a Period Certain guarantee.

Under the Advance Withdrawal Benefit, a one-time withdrawal at any time prior to the end of the guaranteed Period Certain can be taken. The amount available for withdrawal is 25%-75% of the Withdrawal Value (present value of the remaining income payments in the Period Certain). The minimum withdrawal value is \$1,000.

A withdrawal will reduce the amount of the annuity income payment for the remainder of the Period Certain. The reduction will be in direct proportion to the percentage of the withdrawal to the Withdrawal Value. If a client selects a fixed Period Certain only option, income payments will stop at the end of the guaranteed period. If a client selects a Single or Joint Life option with a Period Certain, the income payment amount at the end of the guaranteed period will return to the amount that would normally have been paid as if no withdrawal was made.



## Call the Sales Desk

today for a tailored quote featuring our current rates, and for information on how you can offer security with flexibility to your clients with *IncomeToday!*

**1-866-335-7355** (Securian and Broker-Dealer)

**1-888-598-7570** (Financial Institution)

---

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 should not be considered tax advice. Your clients should consult a tax advisor regarding their own tax or legal situation.

Keep in mind that the Annuity Income Option, Frequency and Payment Dates cannot be changed once elected. Availability of some Period Certain durations may be limited.

These materials are for informational and educational purposes only and are not designed, or intended, to be applicable to any person's individual circumstances. It should not be considered investment advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action.

Securian Financial Group, and its affiliates, have a financial interest in the sale of their products.

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.

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.

**For financial professional use only. Not for use with the public.** This material may not be reproduced where it would be accessible to the general public.



INSURANCE  
INVESTMENTS  
RETIREMENT

[securian.com](http://securian.com)

400 Robert Street North, St. Paul, MN 55101-2098  
©2019 Securian Financial Group, Inc. All rights reserved.

F66601-11 Rev 12-2019 DOFU 12-2019  
1028808