

# Protection for all that lies ahead

Secure your care ... your assets ... your future





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**With retirement on the horizon, you're looking forward to doing more of what makes you truly happy.**

**Will you travel the world?  
Spend more time with family?  
Learn new skills?**

**To fully enjoy all your retirement opportunities, your money may need to last 20 years or longer.**

# Are you ready to enjoy life's next great chapter?

You've worked hard to save for retirement. You may have even set aside funds in your bank or other low-interest-bearing accounts for unexpected expenses. But in the decades to come, health challenges could adversely affect these assets and the retirement you envisioned.

Because of the increasing chance you may need care as you age, this is a good time to learn about options that could protect that future.

More than 5 million Americans are living with Alzheimer's Disease.

By 2050, this number could rise to **16 million.**



# How will you pay for your future care?

Most Americans aged 65 and older will need some form of long-term care in their lives.<sup>1</sup> Creating a strategy for how to pay for care is becoming even more important.

**Here are some ways you could cover your future care expenses:**

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## Family support/self insure

### Family

If you'll rely on your children (or other family members) to take care of you - and they are willing and able - that's great. But caregiving is a big commitment and can be stressful. Your loved ones may not be able to continue working full time, or they may need to take unpaid leave, which could negatively impact their own retirement and personal savings.

### Self insure

If you decide to self insure and pay out of pocket for your future care, you can maintain control of your assets and choose where you want to receive care. However, using your hard-earned savings or retirement dollars could have potential tax consequences. You also may not have enough money to cover all your care needs.

## Insurance

### Traditional long-term care insurance

Individual long-term care insurance may help pay for your future care, but this type of insurance can be costly, and premiums aren't guaranteed. If you never need care, you typically lose the benefits - and premiums - you've paid in.

### Hybrid Life/Long-Term Care Insurance

You can combine life insurance and long-term care insurance - this is a hybrid, linked-benefit product. Hybrids offer guaranteed premiums and additional benefits, including a return of premium option and a death benefit. And you can add inflation protection, so your coverage keeps pace with rising health care costs.

## Government programs

### Medicare

With Medicare, you may receive coverage for short-term nursing home care or rehabilitation after an illness that resulted in a hospital stay. It doesn't provide coverage for care in the home, long-term stays in a facility, or help with personal care needs such as dressing and bathing.

### Medicaid

Medicaid is a government program for those with limited financial means. It may pay for your long-term care expenses, but generally only those received in a facility. And it only covers long-term care after you've spent down your assets and the majority of your income is going toward your care.

<sup>1</sup> U.S. Department of Health & Human Services. The Basics. Longtermcare.gov. Last Modified October 10, 2017.



## Are you prepared? Know the costs.

Costs of Care (National Average)<sup>2</sup>

**\$\$\$**

**Yearly cost**  
**\$92,376**

nursing home  
(private room)

**\$\$\$**

**Yearly cost**  
**\$43,536**

assisted living facility  
(private, one bedroom)

**\$\$\$**

**Hourly rate**  
**\$20.50**

home health aide

<sup>2</sup> Cost of Care, U.S. Department of Health and Human Services, <https://longtermcare.acl.gov/costs-how-to-pay/costs-of-care.html>, October 10, 2017. 3% inflation assumed.

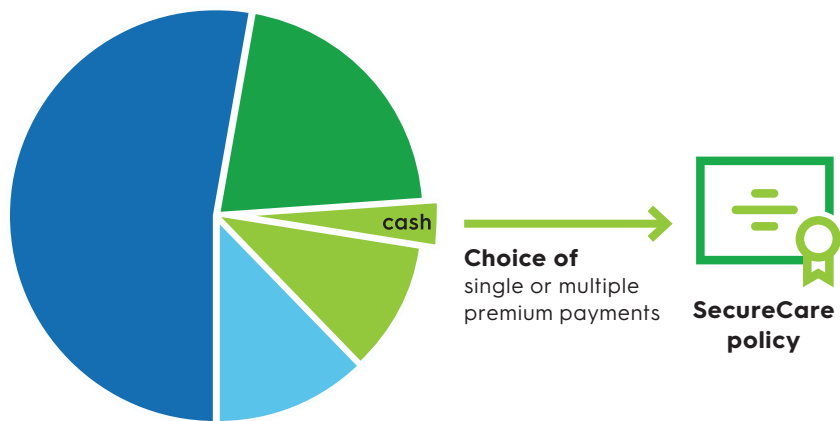
# What if you leveraged your income or assets?

## Hybrid life/long-term care policy

If funding care using your existing assets, each dollar you've saved will pay for just one dollar of long-term care services. What if you took a portion of your income or assets, and leveraged it to provide more benefits than you paid in? What if this option would allow you to keep your independence and had guarantees if your priorities change or you don't use the long-term care benefit?

With SecureCare Universal Life (SecureCare), a permanent life insurance policy with long-term care benefits, you can have the guarantees you want with the coverage you deserve. SecureCare can help protect your retirement dreams.

### SAMPLE PORTFOLIO



- Investments/retirement savings
- Tangible assets (home, car, cabin)
- Liquid assets (money market, certificate of deposit, savings)
- Life insurance

**What if** you leveraged your assets, either through a lump sum or a series of fixed payments, to cover the cost of your care?

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# SecureCare provides guaranteed benefits for you and your family:



## When you die

An income, tax-free death benefit is paid to your beneficiaries upon your death.<sup>3</sup>



## If you need long-term care

A portion of your policy's total benefit amount is paid out monthly upon meeting the policy's eligibility requirements.<sup>4</sup>



Even if you exhaust all long-term care benefits, when you die, your beneficiaries will still receive a minimum tax-free death benefit of 10% of your life insurance face amount or \$10,000, whichever is less.



## If you want your money back

You may elect to discontinue coverage and may receive a premium refund.<sup>5</sup>



## If you can no longer pay your scheduled premiums

Your policy provides a reduced paid-up, nonforfeiture benefit, which purchases paid-up insurance for the rest of your life.

## Meet Carol: Married, age 60, good health



Carol has been saving for 35 years. As she nears retirement, she's aware health care costs continue to rise, along with the potential she might need care.

Carol learns about SecureCare from her financial professional. It gives her multiple premium payment options, so she can select how she wants to pay.

Carol chooses a 6-year benefit period resulting in a 2-year Acceleration for Long-Term Care Agreement and a 4-year Extension of Long-Term Care Benefits Agreement. She also selects the 3% Compound Inflation Protection Agreement so her benefits keep pace with rising costs. If she needs care, her benefits will far exceed her premium payment.

<sup>3</sup> If owner/insured are different, the death benefit will be paid upon death of the insured.

<sup>4</sup> Eligibility requirements include: the insured must be certified as a chronically ill individual; and must be receiving qualified long-term services under the Acceleration for Long-Term Care Agreement, which are specified in a plan of care; and the plan of care must be submitted to Minnesota Life; and the elimination period must be satisfied; and the Acceleration for Long-Term Care Agreement must be in force.

<sup>5</sup> 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.

# SecureCare: Flexibility for the future

SecureCare gives you simplicity, freedom and flexibility to choose how you want to use your benefits. And it gives you and your family financial peace of mind – knowing you'll have the long-term care coverage that's right for you.

## Simplicity

### Use your long-term care benefit payments how you want

As a **cash indemnity** policy, SecureCare gives you the freedom to save or spend your benefit payments however you want. As long as you're considered to be chronically ill (see Glossary), benefits are paid to you each month for an amount up to the monthly maximum long-term care benefit. And you don't have the hassle of submitting bills or receipts, like traditional reimbursement policies.

You can also spend your benefit dollars on things like informal care or other expenses that may not be associated with long-term care, such as housekeeping or home maintenance needs.

## Freedom

### Use your benefits to pay for your long-term care

A SecureCare policy can help support you in a variety of care situations, allowing you freedom to choose how you receive care if you become chronically ill, including but not limited to:

#### Home and community-based services

- Adult day care
- Caregiver training<sup>6</sup>
- Home and community health care
- Home modification<sup>7</sup>
- Household services
- Informal care

#### Facility-based services

- Assisted living
- Hospice
- Nursing home care
- Respite care<sup>8</sup>

#### Other services

- Benefits outside the United States<sup>9</sup>

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## GLOSSARY

### Chronically ill

A chronically ill individual is an insured who has been certified by a licensed health care practitioner within the preceding 12-month period as:

1. Being unable to perform, without substantial assistance from another person, at least two activities of daily living due to a loss of functional capacity for a period of at least 90 days; OR
2. Requiring substantial supervision to protect the insured from threats to health and safety due to severe cognitive impairment.

<sup>6</sup> The caregiver training benefit can be used to pay for training of a friend or family member to provide care to the insured. This benefit can be triggered prior to satisfaction of the elimination period. The maximum benefit is \$1,000.

<sup>7</sup> Home modification benefit allows the insured to pay for modifications to his/her home, enabling the insured to remain in his/her home longer. This benefit can be triggered prior to satisfaction of the elimination period. The maximum benefit is \$5,000.

<sup>8</sup> Respite care can occur in a variety of locations; it is not limited to a facility and depends on the needs of the insured.

<sup>9</sup> 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.



## Flexibility

With SecureCare, you can build a long-term care policy that's tailored just for you – with the guaranteed benefits you want down the road.

### Elect your premium schedule – choose a payment plan that works for you

No matter what, you never have to worry about rising premiums. That's because your premium is guaranteed for the life of your policy. It won't change. Ever.

### Customize your benefit period

Depending on your long-term care goals, you can determine how much coverage will give you the most peace of mind.

**Initial long-term care benefit period:** Receive a monthly acceleration of your death benefit for either 2 or 3 years with the Acceleration for Long-Term Care Agreement.

**Extend your benefits:** Add the optional Extension of Long-Term Care Benefits Agreement, which increases your benefit payments for an additional 2 or 4 years, extending your total benefits up to a maximum of 7 years.

### Protection from rising costs

#### Adding inflation protection to your policy

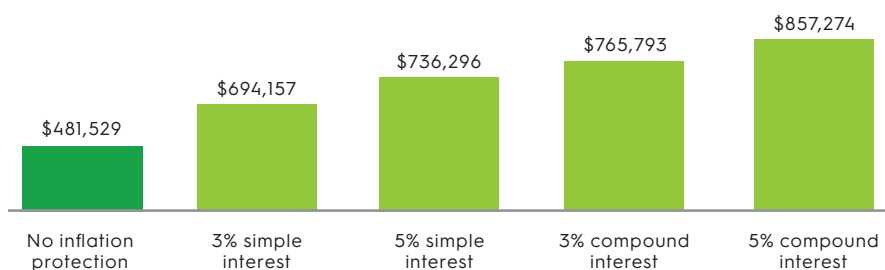
You never know what the cost of care will be when you need it. Adding the Long-Term Care Inflation Protection Agreement to your policy can help your benefits keep up with rising health care costs. By choosing one of SecureCare's four inflation protection options (see bar chart below), your monthly benefit will increase at a set percentage annually. And the entire amount will be paid once you qualify for benefits.

Hypothetical policy with Long-Term Care Inflation Protection Agreement:

- A 60-year-old man pays a one-time \$100,000 premium for a SecureCare policy.
- He elects a 6-year benefit, resulting in a 2-year Acceleration for Long-Term Care Agreement and 4-year Extension of Long-Term Care Benefits Agreement.
- Depending on the inflation agreement option selected, he'd have these guaranteed long-term care benefits at age 80:

### TOTAL LONG-TERM CARE BENEFIT AMOUNT

This is a hypothetical example of a policy underwritten as 60-year-old Male, Couple, Non-tobacco, for illustrative purposes only.



### Single-Pay

Pay your entire payment up front.

**OR**

### Multi-Pay

Pay for your policy in fixed equal payments over **5, 7, 10 or 15 years.**

## Return of Premium

With the return of premium option, you know the money you paid in will be there should your plans change. You'll receive a premium refund based on the premium payment schedule you chose, how much you've paid in and how long your policy has been in force:<sup>10</sup>

Single-pay return of premium vesting schedule	
Year	Percentage of premium refunded
1	80%
2	84%
3	88%
4	92%
5	96%
6+	100%

The vesting schedule for multi-year premium options varies based on the premium schedule option chosen.

### Other SecureCare benefits include:

- **Streamlined underwriting** with no medical exams or lab tests required, and an **average six-day turnaround** once all application requirements are received.
- **Couples discount** available to married couples and domestic partners as recognized in the state of the policy issue at the time of application. Only one partner needs to apply.
- **Simplified claims process**, once approved, monthly payments will be made as long as you are eligible without any additional paperwork.

➤ **If you choose multi-pay**

**100%** of your premiums will be vested after the last scheduled premium is made.

<sup>10</sup> 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.

# How might your life change as you age?

It's a good idea to consider how your life could change if daily tasks become more difficult. What if you need help from others, like family members or paid professionals, for bathing, dressing and eating? How much could you and your family afford?

Now is the time to make sure you have a long-term care strategy and that money is available for your future care. Why? So you can make life a little easier for your future caregivers. So you can remain independent as long as possible. And so you can protect the assets you've worked so hard for.

## SecureCare is for individuals and families who want to:

- Use retirement assets for retirement
- Feel financially secure
- Stay independent
- Fund their choice of long-term care

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## ABOUT SECURIAN FINANCIAL

**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. Those who 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 we work with you to find insurance, investment and retirement solutions that help you focus on what's truly valuable: banking memories with those who matter most.



**Develop your long-term care strategy and find out how SecureCare can help you.**

**ICB: 800-422-0696**



These are general marketing materials and, accordingly, should not be viewed as a recommendation that any particular product or feature is appropriate or suitable for any particular individual. These materials are based on hypothetical scenarios and are not designed for any particular individual or group of individuals (for example, any demographic group by age or occupation). 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. If you are looking for investment advice or recommendations, you should contact your financial professional.

Insurance policy guarantees are subject to the financial strength and claims-paying ability of the issuing insurance company.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

The purpose of this material is the solicitation of insurance. A financial professional may contact you.

This comparison does not take all material factors into account. These factors include but are not limited to account options, rider availability, surrender periods or fees and expenses. For information regarding these and other factors, please consult each company's respective policies.

This information is meant to help you understand the SecureCare policy. The amount of benefits provided will depend upon the benefits selected and the charges will vary as such. The following provisions may not apply or may vary depending on the state in which you live at time of policy issue. Please refer to your state's Outline of Coverage for the exact language in your state.

The Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Benefits Agreement are tax qualified long-term care agreements that cover care such as nursing care, home and community based care, and informal care as defined in these agreements. These agreements provide for the payment of a monthly benefit for qualified long-term care services. These agreements are intended to provide federally tax qualified long-term care insurance benefits under Section 7702B of the Internal Revenue Code, as amended. However, due to uncertainty in the tax law, benefits paid under this agreement may be taxable.

The optional Long-Term Care Inflation Protection Agreement is available with 3% simple interest, 3% compound interest, 5% simple interest or 5% compound interest.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment under this policy. Please consult a tax advisor regarding long-term care benefit payments, terminal illness benefit payments, or when taking a loan or withdrawal from a life insurance contract.

#### EXCLUSIONS AND LIMITATIONS

Eligibility for long-term care benefits includes satisfying a 90-day elimination period. This is a period of time (90 days) during which no long-term care benefits are payable following the date the insured is determined to be eligible for benefits. You are not eligible to receive benefits if your long-term care service needs are caused directly or indirectly by, result in whole or in part, from or during, or there is contribution from:

- alcoholism or drug addiction; or
- war or any act of war, while the insured is serving in the military, naval or air forces of any country at war, whether declared or undeclared; or
- active service in the armed forces or units auxiliary thereto; or
- the insured's active participation in a riot, insurrection or terrorist activity; or
- committing or attempting to commit a felony; or
- any attempt at suicide, or intentionally self-inflicted injury, while sane or insane.

#### PRE-EXISTING CONDITION LIMITATIONS

Pre-existing condition limitations refers to any condition or disease for which the insured received medical advice or treatment within six (6) months preceding the effective date of this policy for that same condition or disease or a related condition or disease. There does not need to be a specific diagnosis for the condition or disease for it to be considered a pre-existing condition. We will not pay benefits for qualified long-term care services needed in total or in part from a pre-existing condition or disease which is not disclosed in the application. Qualified long-term care services received by the insured for a pre-existing condition during the first six (6) months that this policy is in force will not be counted toward the satisfaction of the elimination period.

SecureCare may not be available in all states. Product features, including limitations and exclusions, may vary by state. For costs and further details of coverage, including the terms and conditions under which the policy may be continued in force, contact your agent/representative.

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.

Life insurance products contain fees, such as mortality and expense charges, and may contain restrictions, such as surrender periods.

SecureCare may not cover all of the costs associated with long-term care or terminal illness the insured incurs. This product is generally not subject to health insurance requirements, and does not provide long-term care insurance subject to state long-term care insurance law. This product is not a state-approved Partnership for Long-Term Care Program product, and is not a Medicare Supplement policy. Receipt of a long-term care or terminal illness benefit payment under this product may adversely affect eligibility for Medicaid or other government benefits or entitlements.

#### POLICY FORM NUMBERS

17-20103 and any state variations; Acceleration for Long-Term Care Agreement 17-20111 and any state variations; Extension of Long-Term Care Benefits Agreement 17-20112 and any state variations; Long-Term Care Inflation Protection Agreement 17-20113 and any state variations.

**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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