Achiever Lifetime Income, an optional guaranteed lifetime withdrawal benefit available with SecureLink Future

Enhancement Period	10 years following contract issue.
Enhancement Base	Value tracked to determine the amount of Enhancement. Increased by purchase payments and at time of Benefit Base Reset. Reduced by excess withdrawals.
Impact of Withdrawals (Excess withdrawals)	After the Benefit Date, withdrawals for the contract year less than or equal to the GAI or RMD do not reduce the GAI, Benefit Base, or Enhancement Base. • Before the Benefit Date, any withdrawal reduces the Benefit Base and Enhancement Base proportionally based on the ratio of the total amount withdrawn to the contract value immediately prior to such withdrawal. • After the Benefit Date, if total amount withdrawn in a contract year is in excess of GAI or RMD, the amount in excess will reduce Benefit Base and Enhancement Base proportionally based on ratio of excess portion to contract value. GAI is recalculated.
Automatic Payment Phase	Unless due to an excess withdrawal, begins when the contract value reaches zero. Will then pay the GAI until death (if Joint, the death of both Designated Lives). All other contract features, benefits and guarantees are terminated.
Spousal Continuation	Single: None. Achiever Lifetime Income benefit terminates at death. Joint: Upon death of a Designated Life, the surviving spouse may elect to continue the contract and the Achiever benefit, provided the spouse is also a Designated Life.
Benefit Termination	May not be cancelled Change of ownership, death of a Designated Life (or remaining Designated Life if joint), surrender or full annuitization terminates the benefit.

2. All rates as of July 10, 2023, and are subject to change at any time.

SecureLink® Future
Fixed indexed annuities

Insurance products issued by:
Minnesota Life Insurance Company

SALES IDEA

Closing the retirement income gap with Achiever Lifetime Income and a SecureLink Future fixed indexed annuity

Do your clients have enough guaranteed income to cover essential expenses during retirement? Clients may feel that they have a sufficient amount of income to support their basic expenses. However, when many of them sit down and do the calculations, they may find that they come up short on paying for those essential expenses, resulting in an "income gap."

Let's look at an example of the calculations needed to show how a SecureLink Future fixed indexed annuity with Achiever Lifetime Income (available for an additional cost) may help a client close the income gap.

Tom, age 60

Anticipated retirement age: 65
$700,000 total investment portfolio

Tom is 60 years old and is a successful IT professional. He is hoping to retire at age 65. He has $700,000 in his investment portfolio and is expecting a pension from his employer upon retirement, in addition to drawing Social Security.

Step 1: Calculating expenses and income

Tom works with his financial professional to make a list of essential expenses (E). Next, they establish his sources of guaranteed income (G), including his pension and Social Security payments.

$$E - G = IG$$

Total Essential Expenses (E)	$60,000/year
Total Guaranteed Income (G)	$50,000/year
Income Gap (IG)	**$10,000/year**

Step 2: Closing the gap with Achiever Lifetime Income

Divide the income gap (IG) by Annual Income Percentage (AIP-Payout Rate) at the age the client will start withdrawals (AIP rates vary based on product and age. This example assumes a payout rate of 6.75% at age 65). This calculation will give us the Benefit Base, which is used to determine the Guaranteed Annual Income.

$$\frac{\$10{,}000 \text{ IG}}{.0675 \text{ AIP}} = \$148{,}148^{1} < \text{Benefit Base}$$

Tom will need a Benefit Base of $148,148 to generate $10,000 per year in guaranteed income for life. Note that this amount is used to calculate the annual income, and is not the amount that Tom needs as a purchase payment.

The Benefit Base is the value used to calculate the Guaranteed Annual Income amount. It begins equal to the initial purchase payments. It is increased by purchase payments, Resets and Enhancements, and reduced by Excess Withdrawals.

This is a hypothetical example for illustrative purposes only. It is not indicative of any particular investment or guarantee of future performance. It does not account for product fees or expenses. The example assumes no withdrawals.

Step 3: Determining the purchase payment

Use the guaranteed roll up (8% Enhancement rate) and number of years to retirement (5) to calculate the present value of the purchase payment needed to fill the income gap.

$$\frac{\$148{,}148}{1 + (.08)(5)} = \frac{\$148{,}148}{1.40}$$

Initial purchase payment needed to fill Income Gap = $105,820^{1}

By selecting Achiever Lifetime Income with a SecureLink Future fixed indexed annuity, Tom will have enough guaranteed annual income to fill the $10,000 income gap.

The guaranteed roll up refers to the Benefit Base Enhancement for Achiever Lifetime Income. This is 8% of the Enhancement Base. The Enhancement Base is the value tracked to determine the amount of Enhancement. During the Enhancement Period (10 years), the Benefit Base Enhancement increases the Benefit Base and Enhancement Base at contract anniversary in years of no withdrawal activity.

This is a hypothetical example for illustrative purposes only. It is not indicative of any particular investment or guarantee of future performance. It does not account for product fees or expenses. The example assumes no withdrawals.

Contact the annuity sales desk

to find out how Achiever Lifetime Income with a SecureLink Future fixed indexed annuity could help your client close the income gap: **1-866-335-7355**

1. Numbers are rounded, which may result in slight variations on an actual illustration.

Achiever Lifetime Income, an optional guaranteed lifetime withdrawal benefit available with SecureLink Future

Benefit Description	Provides a guarantee of lifetime income regardless of interest earned.
Annual Cost[2]	1.15% (Single & Joint) of Benefit Base
Availability	• Available at contract issue with SecureLink Future.
	• Single life – not available on jointly owned contracts.
	• Joint life – Available only to spouses, benefits based on age of youngest. Not available to non-natural owners.
Benefit Date	Later of the contract anniversary following the 50th birthday or contract issue.
Guaranteed Annual Income (GAI)	• Amount of income that can be withdrawn every contract year for life beginning on the Benefit Date.
	• Equal to the Benefit Base multiplied by Annual Income Percentage (initially set at the time of first withdrawal following the Benefit Date).
	• GAI will increase upon Benefit Base increases (due to Reset, Enhancement, purchase payments, or 200% Benefit Base Guarantee).
	• GAI will only decrease due to an excess withdrawal.

Annual Income Percentage[2]
- % set at the time of first withdrawal after the Benefit Date.
- % is re-determined upon Benefit Base Reset based upon then-current age.

Age	Single	Joint	Age	Single	Joint
<50	0.00%	0.00%	70	7.15%	6.65%
50	5.00%	4.50%	71	7.25%	6.75%
51	5.10%	4.60%	72	7.35%	6.85%
52	5.20%	4.70%	73	7.45%	6.95%
53	5.30%	4.80%	74	7.60%	7.10%
54	5.40%	4.90%	75	7.75%	7.25%
55	5.50%	5.00%	76	7.85%	7.35%
56	5.60%	5.10%	77	7.95%	7.45%
57	5.70%	5.20%	78	8.00%	7.50%
58	5.80%	5.30%	79	8.00%	7.50%
59	5.90%	5.40%	80	8.00%	7.50%
60	6.00%	5.50%	81	8.00%	7.50%
61	6.10%	5.60%	82	8.00%	7.50%
62	6.20%	5.70%	83	8.00%	7.50%
63	6.35%	5.85%	84	8.00%	7.50%
64	6.55%	6.05%	85	8.00%	7.50%
65	6.75%	6.25%	86	8.00%	7.50%
66	6.80%	6.30%	87	8.00%	7.50%
67	6.85%	6.35%	88	8.00%	7.50%
68	6.95%	6.45%	89	8.00%	7.50%
69	7.05%	6.55%	90	8.00%	7.50%

Benefit Base	Value used to calculate the Guaranteed Annual Income amount. Increased by purchase payments, Resets, and Enhancements, and reduced by excess withdrawals.
Benefit Base Reset	On any contract anniversary where the contract value is greater than the Benefit Base after the application of Enhancement (if any), both the Benefit Base and Enhancement Base will step up to the contract value.
Benefit Base Enhancement[2]	8% of Enhancement Base. During the Enhancement Period, increases the Benefit Base at contract anniversary in years of no withdrawal activity.
200% Benefit Base Guarantee	On the 10th contract anniversary, if no withdrawals have been taken from the contract, the Benefit Base Guarantee will equal 200% of total purchase payments. If the Benefit Base Guarantee is greater than the current Benefit Base, following any applicable Benefit Base Reset or Benefit Base Enhancement, the Benefit Base will be set equal to the Benefit Base Guarantee.