Securian Financial

IncomeToday!® 2.0
A single payment immediate annuity

CASE STUDY

Retiree seeks cruise control for a smoother financial future

"Along with a steady stream of income to pay for my housing, utilities and other expenses, I'd like enough liquidity to visit family, help with my grandsons' education and still have a cushion for whatever my future holds."

Subject

Sarah, age 74, an active retiree

- Needs income she can count on
- Does not want to be a financial burden on her family in the future

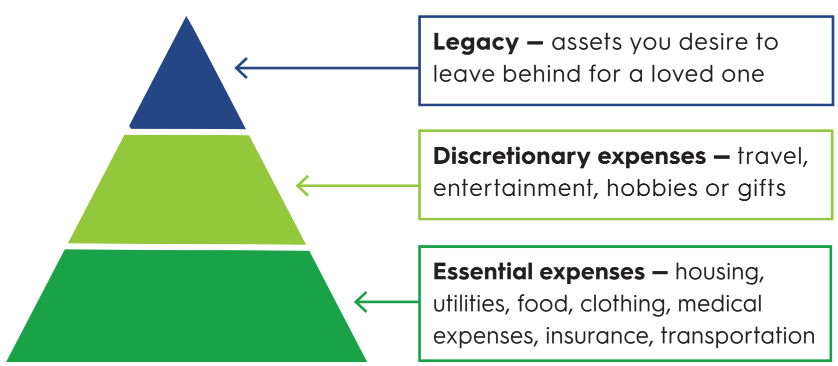
Her story

Widowed three years ago, Sarah is financially comfortable, thanks to a combination of her late husband's retirement plan assets, insurance, a savings account and investments. She has been drawing Social Security benefits since her full retirement age, and qualifies for Medicare to cover her healthcare costs.

Sarah wants to reposition some of her assets to ensure a steady income to meet her non-discretionary expenses such as housing, utilities, taxes, etc. She also wants to make sure she has enough liquidity for small emergencies and trips to visit her grandsons. If possible, she would like to help pay for her grandsons' college educations, and keep a cushion of funds in case she needs assisted living in the future.

Hypothetical example for illustrative purposes only.

TYPICAL RETIREMENT EXPENSES



Insurance products issued by:
Minnesota Life Insurance Company

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Solution

Sarah's financial professional recommends making *IncomeToday! 2.0* — a single-payment immediate annuity — a component of her retirement income plan. Together they decide a Life with 10-year Period Certain income option will best help her meet her goals. With this selection, Sarah's Social Security checks combined with payments from *IncomeToday! 2.0* will cover her basic living expenses.

IncomeToday! 2.0 provides Sarah with:

- Fixed income payments for life
- The ability to receive tax-favored income payments

A **guaranteed period certain to provide income to her or her heirs** for at least 10 years

- Emergency access to a portion of her funds through the Advance Withdrawal Benefit
- Freedom to position the balance of her retirement portfolio for discretionary spending and to leave a legacy to her children and grandchildren

Why consider adding an immediate annuity to your retirement journey?

First and foremost, fixed immediate annuities provide a source of retirement income, with:

- Guaranteed income that you can count on
- A wide variety of income options, including income for life. Payments can also be structured to meet IRS required minimum distributions
- Tax-favored treatment of income for non-qualified annuities. Each payment is considered part taxable income and part a return of your investment

IncomeToday! 2.0 also provides an Advance Withdrawal Benefit

- Emergency access to a portion of funds through the Advance Withdrawal Benefit — a special feature that allows a one-time advance of income during the guaranteed period certain — just in case an unforeseen expense arises

Learn more

To find out more on how an immediate annuity such as *IncomeToday! 2.0* can be used in your retirement portfolio, review our product fact sheet and talk to your financial professional today.

IncomeToday! 2.0 is a single payment immediate annuity. The guarantees in *IncomeToday! 2.0* are subject to the financial strength and claims-paying ability of the issuing insurance 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. Qualified distributions from a Roth IRA are generally excluded from gross income, but taxes and penalties may apply to non-qualified distributions.

This information should not be considered as tax or legal advice. Clients should consult their tax or legal advisor regarding their own tax or legal situation.

This is a general communication for informational and educational purposes. The information is 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. 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: 21-70645, ICC21-70645, 21-70647, ICC21-70647, 21-70648, ICC21-70648.

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