SecureCare™ III

Long-term care and nonparticipating whole life insurance

Insurance products issued by:
Minnesota Life Insurance Company

Using pre-tax dollars to pay for long-term care

Thanks to SecureCare™ III's unique policy design, clients may be able to use a health savings account (HSA) to help fund a portion of their premium. And for some, using pre-tax dollars to help pay for future long-term care (LTC) needs could be a powerful tool.

Prospecting points:

- SecureCare III offers four powerful guarantees — death benefit, LTC cash indemnity benefit, reduced paid-up benefit[1] and three return of premium options[2] — so clients are guaranteed to get something out of their premium dollars, whether they need care or not.
- Older prospects may be strong candidates for this strategy as age-based limits increase with age.
- Individuals who are still working and contributing to their HSA may be excellent candidates, as a well-funded HSA is a critical component of thisstrategy.

As a linked-benefit product, there are two parts to a SecureCare III premium:

the life insurance portion and the tax-qualified LTC portion. We believe the three agreements in the LTC portion are included in the definition of an HSA's qualified medical expenses.

How it works[3]

Howard, age 60

HSA account with $45,000

$100,000 SecureCare III policy

$10,000 annual premium for 10 years

- Couples discount
- 6-year benefit duration
- 3% compound inflation
- LTC Boost ROP option[4]
- Premium waiver

Howard	Minimum death benefit[5]	Monthly LTC benefit	Total LTC benefits available
Day 1	$124,907	$5,204	$403,975
Age 85	$124,907	$10,897	$845,834

1. Reduced paid-up benefits refer to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.
2. 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 the return of premium option selected and the premium vesting schedule (if applicable).
3. This is a hypothetical example for illustrative purposes only.
4. The death proceeds, return of premium amount and long-term care benefit amount depend, in part, on the return of premium option selected on the policy application. This option cannot be changed after the policy is issued. For more information regarding return of premium options, please review the policy contract.
5. Minimum amount paid income tax-free to Howard's beneficiaries if he dies before he needs LTC. The amount paid will be reduced by any terminal illness benefit payments, premium due, partial surrenders and any indebtedness.

Let's take a closer look at Howard's annual $10,000 premium:

Annual premium	**$10,000**	
Face amount (base life insurance)[6]	$5,506	**Non-deductible (life portion)**
Total premium combined from the three LTC agreements	$4,494	**Deductible (LTC portion)**

The LTC portion of the SecureCare III premium — in this case, $4,494 — may be considered a qualified medical expense, which means Howard can use his HSA to pay for whichever is less: the LTC portion of the premium or the age-based limit set by the IRS:

Attained-age before the close of the taxable year	**2023 limit**	**2024 limit**
40 or less	$480	$470
41-50	$890	$880
51-60	$1,790	$1,760
61-70	$4,770	$4,710
71+	$5,960	$5,880

Source: IRC Section 213(d)(1)(D)

Howard will pay the $10,000 annual premium each year by writing two checks: one from his HSA (for whichever is less, the age-based limit or the LTC portion of the premium) and one from his personal checking account (for the life insurance base policy, the premium waiver agreement, if elected, and any remainder of the LTC portion).

Howard's age	**Premium paid from HSA**	**Premium paid out-of-pocket**
60 years	$1,760	$8,240
61 years	$4,494	$5,506
62 years	$4,494	$5,506
63 years	$4,494	$5,506
64 years	$4,494	$5,506
65 years	$4,494	$5,506
66 years	$4,494	$5,506
67 years	$4,494	$5,506
68 years	$4,494	$5,506
69 years	$4,494	$5,506
Total:	**$42,206**	**$57,794**

Howard would pay approximately 42 percent of his total SecureCare III premium with pre-tax dollars.

6. The portion of premium that goes toward the premium waiver agreement, if elected, would not be deductible.

Contact us today

to customize a proposal that helps address a prospect's top LTC concerns:

1-888-900-1962 (Independent Distribution)

1-877-696-6654 (Securian Financial and Broker-Dealer)

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

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

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

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.

SecureCare III may not be available in all states. Product features, including limitations and exclusions, may vary by state.

SecureCare III includes the Acceleration for Long-Term Care Agreement. The Acceleration for Long-Term Care Agreement and Extension of Long-Term Care Benefits Agreements 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 these agreements may be taxable.

The death proceeds will be reduced by a long-term care or terminal illness benefit payment under this policy. Clients should 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.

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 avoiding federal tax penalties. Taxpayers should seek the advice of their own advisors regarding any tax and legal issues specific to their situation.

This is general marketing material and, accordingly, should not be considered investment advice or a recommendation that any particular product or feature is appropriate or suitable for any particular individual. This material is based on hypothetical scenarios is are not designed for any particular individual or group of individuals (for example, any demographic group by age or occupation). The material was prepared for financial professionals who are experienced in investment and/or insurance matters. As a result, it should not be reviewed or relied on by any other persons. Securian Financial Group, and its subsidiaries, 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 subsidiaries. Minnesota Life Insurance Company and Securian Life Insurance Company are subsidiaries of Securian Financial Group, Inc.

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

Not a deposit – Not FDIC/NCUA insured – Not insured by any federal government agency – Not guaranteed by any bank or credit union

Securian FINANCIAL®

PREPARE
PROTECT
SECURE

securian.com

400 Robert Street North, St. Paul, MN 55101-2098

F95989-35 Rev 2-2024 DOFU 3-2022
1989460