Insurance products issued by:
Minnesota Life Insurance Company

SecureCare III Prospect Profile Guide

SecureCare™ III, a long-term care and nonparticipating whole life insurance policy, offers multiple return of premium options including LTC Boost[1], guaranteed cash indemnity benefit for long-term care (LTC), guaranteed reduced paid-up benefits[2] and guaranteed death benefit. Every SecureCare III client will be:

- **younger than 75 years old**
- **able to afford the premiums**
- **healthy**

In addition to the above characteristics, use the profiles below to help you identify possible SecureCare III clients:

The typical prospect

Individuals between 50-68 years old who are married and/or have children, financially risk-averse and concerned about the future cost of care.

The affluent prospect

For those who plan to self-fund their future LTC needs, SecureCare III is an opportunity to help them more efficiently leverage assets already earmarked for care.

The business prospect

C corporation and S corporation business owners are strong prospects because SecureCare III offers valuable tax opportunities to business owners and key employees.

The experience-driven prospect

Individuals who have personal experience providing care to a loved one will likely be drawn to SecureCare III's cash indemnity benefit and the freedom it provides: they can use their benefit however they want – no restrictions or submitting receipts.

Discover sales ideas that work

Go to **securian.com/securecare-videos** for sales ideas and strategies to help you close your next case.

1. 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).
2. Reduced paid-up benefits refers to the reduced paid-up nonforfeiture benefit that purchases paid-up insurance in the event of premium lapse.

The younger prospect

A multi-pay policy can help individuals in their forties lock in their[3] insurability while they're healthy and get a jump-start on LTC planning without sacrificing their other financial priorities.

The middle-market prospect

SecureCare III's multiple return of premium options can help clients get LTC protection within their budget and avoid liquidity risk in poor market conditions.

The expat prospect

SecureCare III offers some of the most robust international benefits in the industry. If a prospect plans to live abroad during retirement and is concerned about LTC, talk to them about SecureCare III.

Bringing it all together

Keep in mind, this isn't an exhaustive list – factors like geography (SecureCare III's cash indemnity benefits may be a particularly good fit for clients who live in rural areas) and a health savings account, or HSA, (which could be used to pay a portion of SecureCare III's premiums) are also important to consider.

We're confident once you start looking through your book of business, you will find many opportunities to start the conversation. Because if you don't talk to clients about it, someone else will. Don't miss this opportunity to help protect your clients' and grow your business.

3. If owner/insured are different, benefits will be paid to the owner upon the insured being certified as a chronically ill individual by a licensed health care practitioner.

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

Guarantees are based on the claims paying ability of the issuing company.

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

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 and Extension of Long-Term Care Agreement. These two 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 the agreement. 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. Please ensure that your clients consult a tax advisor regarding long-term care benefit payments, or when taking a loan or withdrawal from a life insurance contract.

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.

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.

The death benefit proceeds, return of premium amount and long-term care benefit amounts depend, in part, on the return of premium option selected on the policy application. For more information regarding return of premium options, please review the policy carefully.

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.

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 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.

Securian Financial Group, Inc.
securian.com

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

LTCPROSPGUIDE DOFU 10-2022

2421135