

## Strength Since 1906

Midland National's story is a classic example of American perseverance and ingenuity. Since 1906, Midland National has survived and thrived through two world wars, the Great Depression, the Dust Bowl, and multiple recessions. Now with over 100 years under its belt, Midland National holds over one million life insurance and annuity policies with assets of over \$51 billion.

Source: Midland National 2016 Annual Report.

- **A+ (Superior) A.M. Best**

A.M. Best is a large third party independent reporting and rating company that rates an insurance company on the basis of the company's financial strength, operating performance and ability to meet its obligations to policyholders. A+ is the second highest rating out of 15 categories and was affirmed for Midland National Life Insurance Company as part of Sammons Financial Group on July 14, 2016. For the latest rating, access [www.ambest.com](http://www.ambest.com).

- **A+ (Strong) S&P Global Ratings**

S&P Global Ratings awarded its "A+" (Strong) rating for insurer financial strength on February 26, 2009 and affirmed on October 19, 2016 to Midland National® Life Insurance Company. The "A+" (Strong) rating is the fifth highest out of 22 available ratings, as a member of Sammons® Financial Group.

## Questions? Need illustration help?

Call our Sales Support team at 800-843-3316 ext. 32150.



Administrative Office • One Sammons Plaza • Sioux Falls, SD 57193

[MidlandNational.com](http://MidlandNational.com)

Executive Term CS3 (policy form series T082E1), Premier Term (policy form series T142), Essential Guaranteed UL 4 (policy form series L138), UL-DB (policy form series L137), UL-CV (policy form series L136), XL-DB3 (policy form series L143 - California Only), XL-DB4 (policy form series L143), XL-EC4 (policy form series L144, L144W with the Waiver of Surrender Charge - California Only), XL-EC5 (policy form series L144, L144W with the Waiver of Surrender Charge), XL-CV4 (policy form series L140 - California Only), XL-CV5 (policy form series L140), Legacy Guaranteed SIUL (policy form series L139/L139W with Waiver of Surrender Charge), XL Heritage (policy form series L145) and Return of Premium Endorsement (form series TR201), Accelerated Death Benefit Endorsement - Critical Illness (from TR197, CA only), Accelerated Benefit Rider - Chronic Illness TR137B (Florida Only), Accelerated Death Benefit Endorsement for Critical, Chronic and Terminal Illness (form series TR169), Accelerated Death Benefit Endorsement for Chronic and Terminal Illness (form series TR153, TR155, and TR184), Accelerated Death Benefit Endorsement for Chronic Illness (form TR193, CA only), Accelerated Death Benefit Endorsement for Terminal Illness (form series, TR154, TR156, TR164, and TR185), Accelerated Benefit Rider - Terminal Illness (form series TR138A - Florida Only), Premium Guarantee Rider (form series TR174), Estate Preservation Rider (form series TR149), Survivorship Policy Split Exchange Endorsement (form series TR150) and the Graded Conversion Credit Rider (form series TR127), are underwritten and issued by Midland National Life Insurance Company, Administrative Office, One Sammons Plaza, Sioux Falls, SD, 57193. Products, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

Indexed Universal Life products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Neither Midland National nor its agents give tax advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangement.

## Midland National Products At-A-Glance

# What is your client's FOCUS?

**Protection...Growth...Flexibility...**

**Midland National has a product for every focus.**

**LOOK INSIDE!**

A blue, jagged-edged starburst graphic containing the text "LOOK INSIDE!" in white, bold, uppercase letters.

# Protection – Growth – Flexibility

All of our  
Universal Life products include  
**Two-Year Rolling  
Target Premiums!**



## Focus on: Life Insurance

In addition to death benefit protection, no matter whether your clients are focused on growth or flexibility, Midland National has life insurance products that can be the cornerstone of their financial plan.

## Focus on: Protection

### Death Benefit

All life insurance offers a death benefit that's generally free from income taxes. With face amounts from \$25,000 to \$1,000,000 and more, you'll be able to find a policy that meets your client's death benefit requirements.

### Guaranteed Level Premium Duration

Our term products offer level premium durations up to 30 years<sup>1</sup> and competitive premiums.

### Death Benefit Guarantees<sup>2</sup>

Essential Guaranteed<sup>®</sup> UL offers a guaranteed death benefit to any age up to 120, and with XL-DB your client can purchase a rider that guarantees the death benefit. The death benefit guarantee is flexible – just pay more or less premium to adjust the length of the death benefit guarantee.

### Table Shaving

Table Shaving is available with UL-CV and XL-EC when the Waiver of Surrender Charge option is elected. When a person applies for life insurance coverage, his or her health is evaluated and a corresponding underwriting rating is applied. Table Shaving allows certain substandard underwriting rates (known as "table ratings") to be improved to a "standard" rating. A "standard" rating generally indicates average health and provides a lower life insurance premium than do substandard ratings.

## Focus on: Growth

### Tax-Deferred

Our Universal Life products offer policy cash values that grow on a tax-deferred basis<sup>4</sup> and can be used while you're living.

### Interest Bonus

All of our Universal Life products (except Essential Guaranteed UL) offer interest bonuses<sup>5</sup>, which amply reward clients with a long-term focus. For Indexed UL products, we offer interest bonuses on both the fixed and index accounts. Not available on XL Heritage.

### Index Selections

Our Indexed UL products offer multiple indexes and crediting methods. Plus, the index account has a zero percent floor – the value in the index account does not decrease due to the change in the index. In no case will the interest credited be less than zero percent. So, negative index performance won't inhibit earning potential. Indexes are subject to caps.

For more information on index selections and crediting methods, refer to the Index Selections brochure. For a listing of caps and participation rates, refer to the Index Caps and Participation Rates brochure.

### Choice of Policy Loans<sup>6\*</sup>

Midland National's Universal Life and Indexed Universal Life products offer standard loans and contractually guaranteed net zero cost loans.<sup>7</sup> Net zero cost loans are generally available after five policy years depending on the product. With these loans, we guarantee that the interest we charge is the same amount as the interest we credit to the portion of borrowed funds. The result is a net zero cost.

Our Indexed UL products also offer variable interest rate loans<sup>8</sup> after one or five policy years depending on the product. With these loans, the loaned portion of the cash value remains in the index account and receives the same interest as non-loaned money. The rate charged on variable interest rate loans is tied to the Moody's Corporate Bond Yield as published by Moody's Investor's Services, Inc. Only one loan type is available at a time, but policyowners may switch between loan types (at no cost) on a monthly-anniversary. The remaining balance will be transferred to the new loans.

\*XL Heritage offers only standard loans.

## Focus on: Flexibility

### Accelerated Death Benefits<sup>\*\*</sup>

Midland National offers living benefits that allows the policyowner to accelerate a portion of the death benefit should the insured become critically, chronically or terminally ill, subject to eligibility. The funds could be used to cover any expense including nursing or home health care costs. These benefits are automatically included for no additional premium on eligible policies.<sup>9</sup>

### Guaranteed Convertibility<sup>\*\*\*</sup>

Flexibility for future sales! Clients can convert our term policies to any of our current permanent products available at the time of conversion without evidence of insurability.<sup>10</sup> Executive Term offers an individual conversion credit: 100% of base premium paid in the first five policy years is credited to the new policy. In policy years six through eight, a percentage of the total premium paid will be credited to the new policy. Partial conversions receive a prorated credit. Conversion Credit applies to the Base Plan only. It does not apply to other Term riders.

### Waiver of Surrender Charge<sup>11</sup>

Clients requiring higher cash values may elect the Waiver of Surrender Charge Option included with UL-CV, XL-EC and Legacy Guaranteed SIUL. For a monthly fee of a few cents per \$1,000 of face amount depending on issue age and underwriting class, we will waive the surrender charge should they surrender the policy early. Does not apply to policy surrenders for 1035 exchanges to another company.

### Overloan Protection<sup>12</sup>

An important benefit for those clients that will use their policy as an income supplement vehicle, the Overloan Protection Benefit may also keep the policy from lapsing due to excessive loans and continue to provide death benefit coverage. If elected, the guarantee provided by this benefit may help a client avoid the adverse tax consequences that can result from a policy lapsing due to excessive loans or withdrawals.<sup>6</sup> See chart for availability.

### Protected Death Benefit Option<sup>12</sup>

The Protected Death Benefit is an excellent option for clients who desire the guarantee of a specific death benefit amount upon their death and will also use their policy to help supplement their income. The guarantee provided allows the client to choose their minimum death benefit amount, while they continue to access their accumulated policy values through loans or withdrawals.<sup>6</sup> See chart for availability.

\*\*Varies by product and state.

\*\*\*XL Heritage not eligible for conversions.

**Agents offering, marketing, or selling accelerated death benefits for chronic illness in California must be able to describe the differences between benefits provided under an accelerated death benefit for chronic illness and benefits provided under long-term care insurance to clients. You must provide clients with the ADBE Consumer Brochure for California that includes this comparison. Comparison is for solicitation purpose only, not for conversions.**

1. After the premium guarantee period, premiums will increase annually but will never exceed the Guaranteed Annual Renewal Premium.

2. Subject to premium payment requirements.

3. When a person applies for life insurance coverage, his or her health is evaluated and a corresponding underwriting rating is applied. This product's table shaving features allow certain substandard underwriting rates (known as "table ratings") to be improved to a "standard" rating. A "standard" rating generally indicates average health and involves a lower life insurance premium than do substandard ratings.

4. The tax-deferred feature of the indexed universal life policy is not necessary for a tax-qualified plan. In such instances, your client should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your client's needs. Before purchasing this policy, your client should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.

5. For UL products and the fixed account on Indexed UL products, the interest bonus is conditionally guaranteed and may be earned when we declare a current interest rate that exceeds the guaranteed interest rate. Interest Bonus percentages are not guaranteed and subject to change; however, once a policy is issued, the percentage will not change. In Texas, interest bonuses are available on Indexed UL products only.

6. In some situations loans and withdrawals may be subject to federal taxes. Midland National does not give tax or legal advice. Clients should be instructed to consult with and rely on their own tax advisor or attorney for advice on their specific situation. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.