

Is GUL/VGUL right for your group?

Group Universal Life (GUL) and Variable Group Universal Life (VGUL) are unique life insurance products that combine life insurance protection with an investment option.

This investment option or cash value account, allows employees to contribute extra premium, above and beyond the cost of insurance, into the policy. Because any gains in

the cash value account grow tax deferred, policyholders can potentially accumulate money faster than a taxable investment offering a similar rate of return. At the death of the insured, the death benefit, plus any cash value accumulation in the policy, passes tax free to the beneficiary.

As a pioneer in the field of Group Universal Life products, Minnesota Life has found that employers and employees with the following characteristics are particularly well-suited to take advantage of the benefits a GUL or VGUL product has to offer. Many of these employees are found within industries such as law, health care, engineering, financial services, technology and pharmaceuticals.

Universal Life works particularly well with:

Employers

- Who provide executive compensation plans.
- Looking for alternatives to split-dollar compensation.
- That require employee participation in a group life plan.
- Who have payroll-deduction capabilities.
- Looking for technology solutions to streamline benefits administration, underwriting and enrollment.
- Provide online access to employees to manage benefits.

Employees

- Who are financially savvy.
- Who are highly compensated with significant discretionary income.
- Who are comfortable using web technology.
- Who have a high rate of participation in 401(k) plans.
- Who actively invest and manage their current assets.¹
- Who want a tax advantaged way to supplement their retirement plan.
- Who want tax advantages and access to their assets before retirement.²

¹ Investments in the variable subaccounts will fluctuate, and when redeemed, may be worth more or less than originally invested.

² Loans and withdrawals will reduce both your policy cash value and death benefit.

This information is a general discussion of the relevant federal tax laws. It is not intended for, nor can it be used by any taxpayer for the purpose of avoiding federal tax penalties. This information is provided to support the promotion or marketing of ideas that may benefit a taxpayer. Taxpayers should seek the advice of their own tax and legal advisors regarding any tax and legal issues applicable to their specific circumstances.

Group Universal Life is offered under policy form series 00-30252 or 01-30287T; and Variable Group Universal Life is offered under policy form series MHC-94-18660 Rev. 5-2001 or MHC-96-18710T Rev. 5-2001 or a state variation thereof.

You should consider the investment objectives, risks, charges and expenses of a portfolio and the variable insurance product carefully before investing. The portfolio and variable insurance product prospectuses contain this and other information. You may obtain a copy of the prospectus by calling 1-800-843-8358. Please read the prospectuses carefully before investing. VGUL is distributed through Securian Financial Services, Inc., Member NASD/SIPC. 400 Robert Street North, St. Paul, MN 55101, 1-888-237-1838.

MINNESOTA LIFE

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