

10 factors in choosing universal life

1. Does it meet your client's needs?

Variable Group Universal Life (VGUL) offers life insurance protection with an investment option. Group Universal Life (GUL) offers life insurance protection with a cash value account. These products are ideal for clients looking to offer employees and executives life insurance coverage and additional options for investment/retirement.

2. How safe is the product/company your client is purchasing?

Life insurance is not federally protected like a savings account. When purchasing life insurance, clients need to evaluate the financial strength of the insurance company. We position ourselves to maintain long-term financial strength.¹

3. How flexible is the product?

GUL and VGUL offer the same protection as a group term life plan but with the added feature that participants can contribute to a cash value account in GUL and an investment option in VGUL. The amount of coverage made available to employees can be tailored to the needs of different groups of employees.

4. Is there a guaranteed rate of return?

GUL offers a Guaranteed Account, which has a minimum guaranteed rate of return of three percent.² VGUL offers the Guaranteed Account (three percent guaranteed), plus variable subaccounts, which have no guaranteed rate of return.³

5. What is the tax impact?

Gains in the cash value account of GUL and the investment option of VGUL, grow tax deferred. When withdrawing funds, only the amount (gains) above the premium contributed is taxable. The death benefit, and any cash value accumulated in the policy, passes tax free to the beneficiary at the death of the insured.

This information should not be considered tax advice. You should consult your tax advisor regarding your own tax situation.

6. Are the funds accessible?⁴

Cash value is accessible through withdrawals and loans. Since GUL and VGUL are primarily insurance products, there are fees and expenses, including management fees, fund expenses, distribution fees, and mortality and expense charges.

7. How often is the account value calculated?

Interest in the GUL guaranteed account is compounded daily. The VGUL subaccounts unit values are updated daily.

8. How much does it cost compared to Group Term Life?

Costs will vary but typically GUL or VGUL rates are 5–10 percent higher. Some executive plans may have lower costs.

9. Is it convenient for clients and their employees?

We pioneered online enrollment and account management for GUL and VGUL. Giving employees this support frees the time of Human Resources staff and lowers administrative costs. Employees have the added convenience of making premium contributions through payroll deduction.

10. How easy is it for employees to get coverage?

The top carriers provide:

- Instant approval on guaranteed coverage amounts.
- Real-time underwriting for amounts beyond what's guaranteed.
- The ability for employees to change their coverage amounts throughout the year.

¹ Ratings for financial strength and claims-paying ability are important, however, they are not reflective of the performance of any registered securities or variable subaccounts.

² The guarantees for the Guaranteed Account are based on the financial strength and claims-paying ability of the issuing company. Securian Life is the issuing company in New York. They do not have any bearing on the performance of the investment options.

³ Investments will fluctuate and the cash value available for loans, withdrawals or redemption may be worth more or less than when originally invested.

⁴ Loans and/or withdrawals will reduce both the policy cash value and the death benefit.

This information must be preceded or accompanied by a current VGUL prospectus. 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. Please read the prospectuses carefully before investing.

GUL is offered under policy form series 00-30252, 04-30664, or 01-30287T or a state variation thereof. VGUL is offered under policy form series MHC-94-18660, 04-30704, or MHC-96-18710T or a state variation thereof. Not all policies are available in all states.

Minnesota Life Insurance Company

A Securian Company

Securian Life Insurance Company

A New York admitted insurer

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

www.lifebenefits.com

1.800.606.LIFE (5433) • 651.665.7898 Fax

Variable Products are distributed by **Securian Financial Services, Inc.**

Securities Dealer, Member FINRA/SIPC. • 1.888.237.1838

©2008 Securian Financial Group, Inc. All rights reserved.

F44057-20 Rev 4-2008

DOFU 4-2008

A00285-0108