



Annuity Income Rider Explained

Hans and Tom use the following Midland National document to discuss retirement income in the video entitled "Annuity Income Rider Explained".

ANNUITY INCOME RIDER EXPLAINED

- S.S.**
 - ONCE YOU ELECT INCOME, INCOME LASTS FOR YOUR LIFETIME
 - LIFETIME INCOME FOR ONE OR TWO PEOPLE (SPOUSE)
 - YOU CAN START INCOME (YOUR CHOICE) YEAR ZERO THRU YEAR 10
- MED**
 - AGE 65 SINGLE \$100,000**
 - ZERO=7.1% 1=7.8% 2=8.59% 3=9.45% 4=10.39% 5=11.43% 6=12.57%
 - 7=13.83% 8=15.21% 9=16.73% 10=18.41%
 - BOTH AGE 65 COUPLE \$100,000**
 - ZERO=6.42% 1=7.06% 2=7.77% 3=8.55% 4=9.40% 5=10.34%
 - 6=11.38% 7=12.52% 8=13.77% 9=15.14% 10=16.66%
- LTC**
- 401K/IRA**
 - INCOME PAYMENTS DEDUCTED FROM CASH VALUE
 - INCOME PAYMENTS FROM INSURANCE COMPANY AFTER CASH VALUE = ZERO
 - IF DEATH OCCURS WITH CASH VALUE REMAINING IT IS PAID TO BENEFICIARIES

INCOME

ESTATE

TAXES

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Any comments regarding safe and secure products, and guaranteed income streams refer only to fixed insurance products. They do not refer, in any way to securities or investment advisory products. Fixed Insurance and Annuity product guarantees are subject to the claims-paying ability of the issuing company and are not offered by Brookstone.

MNL Income Planning Annuity[®]

fixed index annuity | Issued by Midland National[®] Life Insurance Company

Lifetime payment increase (LPI)

The MNL Income Planning Annuity fixed index annuity gives you the option to start **income immediately**. However, the longer you wait to start income, the higher your lifetime payment amount (LPA) will be.

Waiting each additional birthday increases your future payout by 10% up to ten years¹.

Plus, see how you can **double your income payout** by waiting eight years to turn on income. (See the product brochure (28832Y) for more information on calculating your LPI and LPA)



**Retirement simply
guaranteed.**

How is my income calculated?

When you choose the MNL Income Planning Annuity, you are able to determine guaranteed income available to you for the rest of your life, for an annual fee².

Your income is based on a simple equation –
your net premium \times your lifetime payout percentage

Use the following charts to find your lifetime payout percentage in three simple steps

- 1) Find current age along the top row
- 2) Determine what age you will wait to start your income in the left-hand column
- 3) Identify your lifetime payout percentage



Run a quote at
[IncomePlanningCalculator.com](https://www.midlandnational.com/IncomePlanningCalculator.com)

Sammons Financial[®] is the marketing name for Sammons[®] Financial Group, Inc.'s member companies, including Midland National[®] Life Insurance Company. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, Midland National Life Insurance Company.

The MNL Income Planning Annuity[®] 10 is issued on form AS200A/ICC19-AS200A (contract), AR359A, ICC19-AR370A, AR360A/ICC19-AR360A, AR151A04, AR361A/ICC19-AR361A, AR362A/ICC19-AR362A, AR363A/ICC19-AR363A, AR365A/ICC19-AR365A, AR366A/ICC19-AR366A, AR367A/ICC19-AR367A and AR369A/ICC19-AR369A, AR39604 or appropriate state variation including all applicable endorsements and riders, by Midland National Life Insurance Company, West Des Moines, IA. This product, its features and riders may not be available in all states. Please ask your sales representative for product availability.

1. After year 10, the annual lifetime payment increase is 2.00% until the minimum of year 25 or attained age 80.

2. Annual fee of 1.25% of initial premium is deducted from the accumulation value annually.

Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for optional benefit riders or strategy fees or charges associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index. The term "premium amount" is based on net premium, which is your initial premium, reduced by all withdrawals and reductions for surrender charges and market value adjustment.

For purposes of this product, "Income" refers to the contractual guarantee provided by election of lifetime payment amounts (LPAs). It is not the same as and does not refer to interest credited to the annuity contract. Consult your own tax advisor regarding tax treatment of LPAs, which will vary according to your individual circumstances.

Single lifetime payout percentages

You can begin taking lifetime income payments in the first contract year and as early as age 50. When the time comes for you to elect lifetime income payments, you choose how often you receive your income, whether it's monthly, quarterly, semi-annually or annually.



		Issue age																													
		50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79
Number of birthdays since issue age	0	5.97%	5.97%	5.97%	5.97%	5.97%	6.03%	6.13%	6.24%	6.34%	6.45%	6.56%	6.66%	6.78%	6.88%	6.99%	7.10%	7.21%	7.31%	7.42%	7.53%	7.63%	7.75%	7.85%	7.96%	8.06%	8.18%	8.28%	8.38%	8.50%	8.60%
	1	6.56%	6.56%	6.56%	6.56%	6.56%	6.63%	6.74%	6.87%	6.98%	7.09%	7.22%	7.33%	7.46%	7.57%	7.69%	7.81%	7.93%	8.04%	8.16%	8.28%	8.40%	8.52%	8.63%	8.76%	8.87%	9.00%	9.11%	9.22%	9.35%	9.46%
	2	7.22%	7.22%	7.22%	7.22%	7.22%	7.29%	7.42%	7.55%	7.68%	7.80%	7.94%	8.06%	8.20%	8.33%	8.46%	8.59%	8.72%	8.85%	8.97%	9.11%	9.24%	9.37%	9.50%	9.63%	9.76%	9.90%	10.02%	10.14%	10.28%	10.41%
	3	7.94%	7.94%	7.94%	7.94%	7.94%	8.02%	8.16%	8.31%	8.44%	8.58%	8.73%	8.87%	9.02%	9.16%	9.31%	9.45%	9.60%	9.73%	9.87%	10.02%	10.16%	10.31%	10.45%	10.60%	10.73%	10.89%	11.02%	11.16%	11.31%	11.45%
	4	8.74%	8.74%	8.74%	8.74%	8.74%	8.82%	8.97%	9.14%	9.29%	9.44%	9.61%	9.76%	9.92%	10.07%	10.24%	10.39%	10.56%	10.71%	10.86%	11.02%	11.17%	11.34%	11.49%	11.66%	11.81%	11.97%	12.12%	12.28%	12.44%	12.59%
	5	9.61%	9.61%	9.61%	9.61%	9.61%	9.70%	9.87%	10.05%	10.22%	10.38%	10.57%	10.73%	10.92%	11.08%	11.26%	11.43%	11.61%	11.78%	11.94%	12.13%	12.29%	12.47%	12.64%	12.82%	12.99%	13.17%	13.34%	13.50%	13.69%	13.85%
	6	10.57%	10.57%	10.57%	10.57%	10.57%	10.67%	10.86%	11.06%	11.24%	11.42%	11.62%	11.81%	12.01%	12.19%	12.39%	12.57%	12.77%	12.96%	13.14%	13.34%	13.52%	13.72%	13.90%	14.10%	14.29%	14.49%	14.67%	14.85%	15.05%	15.24%
	7	11.63%	11.63%	11.63%	11.63%	11.63%	11.74%	11.94%	12.16%	12.36%	12.56%	12.79%	12.99%	13.21%	13.41%	13.63%	13.83%	14.05%	14.25%	14.45%	14.67%	14.87%	15.09%	15.29%	15.52%	15.72%	15.94%	16.14%	16.34%	16.56%	16.76%
	8	12.79%	12.79%	12.79%	12.79%	12.79%	12.92%	13.14%	13.38%	13.60%	13.82%	14.06%	14.29%	14.53%	14.75%	14.99%	15.21%	15.46%	15.68%	15.90%	16.14%	16.36%	16.60%	16.82%	17.07%	17.29%	17.53%	17.75%	17.97%	18.22%	18.44%
	9	14.07%	14.07%	14.07%	14.07%	14.07%	14.21%	14.45%	14.72%	14.96%	15.20%	15.47%	15.71%	15.98%	16.22%	16.49%	16.73%	17.00%	17.24%	17.49%	17.75%	18.00%	18.26%	18.51%	18.77%	19.02%	19.28%	19.53%	19.77%	20.04%	20.28%
10	15.48%	15.48%	15.48%	15.48%	15.48%	15.63%	15.90%	16.19%	16.46%	16.72%	17.02%	17.28%	17.58%	17.85%	18.14%	18.41%	18.70%	18.97%	19.24%	19.53%	19.80%	20.09%	20.36%	20.65%	20.92%	21.21%	21.48%	21.75%	22.04%	22.31%	

After year 10, the annual lifetime payment increase is 2.00% until the minimum of year 25 or attained age 80.

MNL Income Planning Annuity is available for issue ages 50-79.

Chart assumes no interest credits or withdrawals are taken prior to desired retirement age. A surrender or withdrawal during the surrender charge period could result in a loss of premium.

Joint lifetime payout percentages (based on youngest covered person's age)

You can begin taking lifetime income payments in the first contract year as long as joint covered spouse meets issue age requirements. When the time comes for you to elect lifetime income payments, you choose how often you receive your income, whether it's monthly, quarterly, semi-annually or annually.



		Issue age																													
		50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79
Number of birthdays since issue age	0	5.40%	5.40%	5.40%	5.40%	5.40%	5.45%	5.55%	5.65%	5.74%	5.84%	5.94%	6.03%	6.13%	6.23%	6.33%	6.42%	6.53%	6.62%	6.71%	6.81%	6.91%	7.01%	7.10%	7.21%	7.30%	7.40%	7.49%	7.59%	7.69%	7.78%
	1	5.94%	5.94%	5.94%	5.94%	5.94%	6.00%	6.10%	6.21%	6.32%	6.42%	6.53%	6.63%	6.75%	6.85%	6.96%	7.06%	7.18%	7.28%	7.38%	7.50%	7.60%	7.71%	7.81%	7.93%	8.03%	8.14%	8.24%	8.35%	8.46%	8.56%
	2	6.53%	6.53%	6.53%	6.53%	6.53%	6.60%	6.71%	6.84%	6.95%	7.06%	7.18%	7.30%	7.42%	7.53%	7.66%	7.77%	7.90%	8.01%	8.12%	8.24%	8.36%	8.48%	8.59%	8.72%	8.83%	8.96%	9.07%	9.18%	9.31%	9.42%
	3	7.19%	7.19%	7.19%	7.19%	7.19%	7.26%	7.38%	7.52%	7.64%	7.77%	7.90%	8.03%	8.16%	8.29%	8.42%	8.55%	8.68%	8.81%	8.93%	9.07%	9.19%	9.33%	9.45%	9.59%	9.71%	9.85%	9.98%	10.10%	10.24%	10.36%
	4	7.91%	7.91%	7.91%	7.91%	7.91%	7.98%	8.12%	8.27%	8.41%	8.54%	8.69%	8.83%	8.98%	9.12%	9.27%	9.40%	9.55%	9.69%	9.83%	9.98%	10.11%	10.26%	10.40%	10.55%	10.69%	10.84%	10.97%	11.11%	11.26%	11.40%
	5	8.70%	8.70%	8.70%	8.70%	8.70%	8.78%	8.93%	9.10%	9.25%	9.40%	9.56%	9.71%	9.88%	10.03%	10.19%	10.34%	10.51%	10.66%	10.81%	10.97%	11.12%	11.29%	11.44%	11.60%	11.75%	11.92%	12.07%	12.22%	12.39%	12.54%
	6	9.57%	9.57%	9.57%	9.57%	9.57%	9.66%	9.83%	10.01%	10.17%	10.34%	10.52%	10.68%	10.87%	11.03%	11.21%	11.38%	11.56%	11.72%	11.89%	12.07%	12.24%	12.42%	12.58%	12.77%	12.93%	13.11%	13.28%	13.44%	13.62%	13.79%
	7	10.52%	10.52%	10.52%	10.52%	10.52%	10.63%	10.81%	11.01%	11.19%	11.37%	11.57%	11.75%	11.95%	12.13%	12.33%	12.52%	12.72%	12.90%	13.08%	13.28%	13.46%	13.66%	13.84%	14.04%	14.22%	14.42%	14.60%	14.79%	14.99%	15.17%
	8	11.58%	11.58%	11.58%	11.58%	11.58%	11.69%	11.89%	12.11%	12.31%	12.51%	12.73%	12.93%	13.15%	13.35%	13.57%	13.77%	13.99%	14.19%	14.39%	14.61%	14.81%	15.03%	15.23%	15.45%	15.65%	15.87%	16.07%	16.26%	16.48%	16.68%
	9	12.73%	12.73%	12.73%	12.73%	12.73%	12.86%	13.08%	13.32%	13.54%	13.76%	14.00%	14.22%	14.46%	14.68%	14.92%	15.14%	15.39%	15.61%	15.83%	16.07%	16.29%	16.53%	16.75%	16.99%	17.21%	17.45%	17.67%	17.89%	18.13%	18.35%
	10	14.01%	14.01%	14.01%	14.01%	14.01%	14.14%	14.39%	14.65%	14.89%	15.14%	15.40%	15.64%	15.91%	16.15%	16.42%	16.66%	16.92%	17.17%	17.41%	17.67%	17.92%	18.18%	18.42%	18.69%	18.93%	19.20%	19.44%	19.68%	19.95%	20.19%

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