

Communication bulletin

SecureCare Universal Life



To Our Valued Distributors:

Thank you for supporting our SecureCare Universal Life product – we greatly appreciate your business!

Throughout 2020, our underwriting turnaround times have dramatically improved. However, we received an influx of applications after our recent reprice, which we anticipate will impact service levels and temporarily increase the average underwriting turnaround.

Please know our underwriting team is diligently working to process each application and reach a decision as quickly and efficiently as possible. Your patience during this time is appreciated.

If you have questions about a specific case, please reach out to your dedicated SecureCare Case Manager or Sales Support Contact.

Thank you,

Brandon Heskett, CLTC
National Sales Vice President – SecureCare

Date: July 27, 2020

To: Brokerage General Agencies, life insurance producers, management, office administrators and technical staff

Subject: Potential for temporary service delays

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

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

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.

SecureCare may not be available in all states. Product features, including limitations and exclusions, may vary by state.

SecureCare Universal Life Insurance includes the Acceleration for Long-Term Care Agreement. The Acceleration for Long-Term Care Agreement is a tax qualified long-term care agreement that covers care such as nursing care, home and community-based care, and informal care as defined in this agreement. This agreement provides for the payment of a monthly benefit for qualified long-term care services. This agreement is 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 this agreement may be taxable.

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 affiliates, 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.

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