

Instructions to request advisory fee deductions

Annuity

Issued by Midland National® Life Insurance Company

As the RIA Firm or advisor, you can submit a request to have investment advisory fees deducted from your clients' Midland National contract value at any point after the contract issues.

Advisors can deduct advisory fees from contracts with a **"Client advisor authorization form"** on file with Midland National and have the appropriate authorization box checked on the form. If the client withdraws the authorization, subsequent advisory fees must be collected outside the Midland National contract.

Step one

Complete the **Advisory fee request form**¹, including appropriate annuity contract number and firm information. Choose either the one-time or systematic fee withdrawal option and appropriate disbursement type.

Step two

Please submit the completed Advisory Fee Request Form to Midland National by fax at 877-586-0249 or online via our **secure document upload available under the Summary tab of the client account**.

Completed forms can also be sent via PDF email attachment to RIAService@sfgmembers.com.

If choosing the one-time fee option, a new Advisory Fee Request Form must be completed for each subsequent request to deduct advisory fees from a Midland National contract.

For systematic fee withdrawals, only one form is needed. It's important to note that advisory fees are not prorated in the first period. Instead, we determine the annual amount to bill and divide that by the frequency elected. For example, if the fee is set for quarterly distribution, we'll process the following calculation:

\$100,000 x 0.01 = \$1,000 (annual amount to bill)

\$1,000 / 4 = \$250

\$250 would be withdrawn on the date provided on the form. It is not prorated.

Please allow two business days to process and deduct the fees.

Fee Change Requests

To change an existing advisory fee, simply submit a newly completed and dated form.

****Please submit all change requests at least 10 business days prior to effective date of the expected change.****



Advisory fee request form

Please submit request via email to RIAService@sfgmembers.com P.O. Box 10286, Des Moines, IA 50306-0286

This form is used to request that your registered investment advisory fee be distributed ("advisory fee disbursement") from your client's Annuity Contract ("Contract") issued by Midland National® Life Insurance Company ("Midland National").

Prior to processing any request for an advisory fee distribution, Midland National must have a completed Client advisor authorization form providing authorization from your client to process the advisory fee distribution from their Contract.

Any advisory fees distributions will be processed as a partial surrender from the Contract, are not assessed by Midland National, and are separate from and in addition to any of Midland National's Contract fees or expenses. Please refer to the Contract to determine any impact of advisory fee distribution may have on the Contract.

Submission date: _____ (mm/dd/yyyy)

General information (all fields required)

Owner's name (first, middle initial, last) _____ Annuity Contract number _____
If joint Owners, include both names

RIA firm (CRD) number _____ Registered Investment Advisor's (RIA) firm name _____

Advisory fee will be paid to the RIA firm using the bank account provided on the Advisory profile form. If no account detail was provided, fee will be paid via physical check mailed to the RIA firm's address of record.

One-time disbursement for advisory fees (complete this section for a one-time advisory fee withdrawal)

Dollar amount \$ _____

Systematic advisory fee disbursements

Complete this section to setup a systematic advisory fee disbursement. Selections you make below replace any previous systematic advisory fee disbursement instructions on file.

Disbursement option (select one):

Annual percent _____ % Dollar amount \$ _____
*Annual maximum varies by product. *The dollar amount indicated will be divided each frequency.
See your Contract for details.

Requested start date: _____ (mm/dd/yyyy)

Monthly Quarterly Semi-annual Annual

• Requested start date occurs before contract is issued, fee will be set up for the next occurrence of the date and frequency selected.

• If no date is provided, fee will begin on the first available date following contract issue (cannot be 29, 30, or 31).

Acknowledgments By submitting this form, the RIA represents, acknowledges, and understands the following:

- Midland National has no responsibility to review the propriety or reasonableness of any request for payment of advisory fees and will not undertake such review.
- Any one-time advisory fee disbursement instructions received after an event that terminates the RIA's authority to request advisory fee withdrawals (e.g., death, change of ownership, full surrender, annuitization, etc) will not be processed.
- It is the firm's responsibility to notify Midland National in order to discontinue an existing systematic advisory fee disbursement in the event that the relationship with the client who owns the Contract is terminated.

Print name - authorized person _____

32288Y Fax: 877-586-0249 | MidlandNational.com REV 9-23

Important reminders about advisory fees

Midland National has received approval from the Internal Revenue Service for advisory fees on fixed index annuity, variable annuity, and registered index-linked annuity non-qualified contracts. These fees are not treated as distributions if they stay below an annual rate of 1.50% of the contract's cash value. Midland National sets limits on these fees, which may be lower than the approved rate. If advisory fee withdrawals from certain annuity contracts exceed these limits, they may be taxable to the contract owner. More details can be found in the annuity contract.

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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. 1. A letter of instruction will also be accepted by Midland National.