

Strategic Protector[®] IUL

A guaranteed death benefit with flexibility

Midland National's Strategic Protector indexed universal life (IUL) insurance provides a guaranteed death benefit,¹ plus so much more. See what your client could get!



Guaranteed death benefit + potential cash value

Strategic Protector IUL offers cash value growth potential, which can provide relief from the strict payment requirements that come with a guaranteed death benefit, especially in the later years. If a guaranteed death benefit isn't needed later in life, cash value can provide funds to help supplement other sources of income, generally free from income tax.²



Premium recovery endorsement: An "opt-out clause"

Should your client's needs change, this endorsement allows them to receive some or all of the total premiums paid when fully surrendering the policy within a 60-day window following the 15, 20, or 25-year policy anniversary.³



Protected death benefit:⁷ Have your cake and eat it too

What if your client wants to access the cash value and keep a guaranteed death benefit? The Protected Death Benefit feature provides the ability to guarantee a specific minimum amount of death benefit of the client's choosing, while still being able to access income that's generally free from income tax.²

Accelerated death benefit endorsement:⁴ Help pay medical bills without liquidating assets

Would your clients need to liquidate assets to help pay for the high cost of a qualifying critical, chronic, or terminal illness? The Accelerated Death Benefit Endorsements (ADBE) help mitigate the financial risk of a medical condition that could derail their financial strategy. Over 62% of bankruptcies are caused by medical issues.⁵

ADBE acceleration amounts



Critical illness

- **NO ADDITIONAL PREMIUM⁴**
- Maximum election lesser of 25% of death benefit or \$50,000
- Up to \$2 million policy max total⁶



Chronic illness

- **NO ADDITIONAL PREMIUM⁴**
- Maximum of 24% of death benefit on the initial election date or up to \$480,000 per election
- Up to \$2 million policy max total⁶



Terminal illness

- **NO ADDITIONAL PREMIUM⁴**
- Maximum acceleration of 90% of death benefit up to \$1 million total acceleration

Let's work together.

After you've identified a few clients this product could work for, get in touch with Josh, Tami or Johnny to discuss these cases, get illustrations, and come up with talking points.



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1. Subject to premium payment requirements.
 2. Neither Midland National nor its agents give tax advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.
 3. The Premium Recovery Endorsement allows the owner to fully surrender the policy during the premium recovery period and recover all or a portion of the total premiums paid less any policy debt or withdrawals, including withdrawal charges and processing fees. The total premiums paid will be reduced by the same portion as the death benefit for any acceleration of the death benefit. This endorsement will remain in effect to the 25-year policy anniversary as long as the qualification test is satisfied at each policy anniversary. Generally, the qualification test is met if the gross premiums paid guarantee the policy to at least the insured's attained age of 95, assuming no policy loans are taken. In some instances, additional premium may be required based on underwriting class, table ratings or flat extras. If the Premium Recovery Endorsement terminates, it cannot be reinstated. This benefit is available for a 60-day window following the 15, 20, and 25-year anniversaries. The owner may recover up to 50% of paid premiums if exercised following the 15-year anniversary, and up to 100% of paid premiums if exercised following the 20 or 25-year anniversaries. The maximum amount that can be recovered is capped at 50% of the lowest specified amount of the policy. The premium recovery value will never be less than the net cash surrender value. Please reference the policy for complete details.
 4. Subject to eligibility requirements. An administration fee is required at time of election of an accelerated death benefit. The death benefit amount will be reduced by the accelerated death benefit amount. Since benefits are paid prior to death, a discount will be applied to the death benefit amount accelerated. As a result, the actual amount received will be less than the amount of death benefit amount accelerated. There is an administrative fee at time of election. An administrative fee is required at time of election for the Chronic or Terminal Illness benefit. There is no administrative fee when the Critical Illness benefit is elected.
- THE ACCELERATED DEATH BENEFIT ENDORSEMENT FOR CRITICAL ILLNESS IS NOT HEALTH INSURANCE NOR IS IT INTENDED TO REPLACE HEALTH INSURANCE.**
THE ACCELERATED DEATH BENEFIT FOR CHRONIC ILLNESS IS NOT LONG TERM CARE INSURANCE NOR IS IT INTENDED TO REPLACE LONG TERM CARE INSURANCE.
5. Medical Bankruptcy and the Economy, the balance, Jan 2022. <https://www.thebalance.com/medical-bankruptcy-statistics-4154729#:~:text=Medical%20bills%20are%20reported%20to,affected%20by%20their%20medical%20expenses>
 6. Maximum total acceleration of death benefit from multiple claims of combined Terminal, Chronic, and Critical Illness.
 7. If the policy has a Premium Guarantee Rider attached to it, such rider will be terminated upon the election of the Protected Death Benefit. The Protected Death Benefit cannot be elected if the Overloan Protection Benefit is in effect.
- First Command is independently contracted with Midland National Life Insurance Company.
Indexed Universal Life insurance products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Agents offering, marketing, or selling accelerated death benefits for chronic illness in California must be able to describe the differences between benefits provided under an accelerated death benefit for chronic illness and benefits provided under long-term care insurance to clients. You must provide clients with the ADBE Consumer Brochure for California that includes this comparison. Comparison is for solicitation purposes only, not for conversions.

Strategic Protector IUL (policy form series L148) or state variation including all applicable endorsements and riders, are issued by Midland National Life Insurance Company, West Des Moines, IA. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.



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