

Tax-deferred investing. Legacy planning.

The LiveWell® Variable Annuity is a simple, innovative, and straightforward retirement solution that can help clients maximize tax-deferred growth potential and leave a legacy for their loved ones.

Diverse investment options with solid track records

- Over **135 investment options** from 25+ money managers
- 135 investment options with a 10-year track record (99%)
- 106 investment options rated 3-stars or higher (78%); 43 rated 4-stars or higher (32%)¹
- **21 multiple alternative investment strategies** (see reverse side for details)
- 7 Morningstar models (5 growth; 2 income)²

Competitively priced with investment flexibility

- No front-end charges; no charge to reallocate or rebalance³
- No charge for **systematic withdrawals** or **automatic required minimum distributions**
- **Dollar cost averaging** or **automatic rebalancing** available⁴
- Quarterly contract maintenance fee: \$10 for contracts less than \$50,000
- **No proprietary funds** with third-party asset allocation and third-party fund selection providing objective information and unbiased choices
- **Option to reduce fees** in exchange for a 5- or 7-year surrender schedule with the LiveWell® Value Endorsement⁵

Legacy planning options

- **Accumulation Value (AV) Death Benefit** is equal to the accumulation value at the time of passing
- **Return of Premium (ROP) Death Benefit** is the greater of the accumulation value or return of premium (i.e., premiums paid minus any withdrawals)
- **Enhanced Death Benefit** allows clients to potentially “lock in” investment gains and step up to a higher death benefit value, resulting in a larger legacy to leave behind⁶
- Fee structure depends on surrender period and death benefit option chosen by your clients

LiveWell Variable Annuity	AV Death Benefit	ROP Death Benefit	Enhanced Death Benefit
No Value Endorsement	Issue Age: 0-90 Charge: 1.10%	Issue Age: 0-90 Charge: 1.35%	Issue age: 0-80 Charge: 1.65%
5-year Value Endorsement	Issue age: 0-85 Charge: 1.00%	Issue age: 0-85 Charge: 1.25%	Issue age: 0-80 Charge: 1.55%
7-year Value Endorsement	Issue age: 0-85 Charge: 0.90%	Issue age: 0-85 Charge: 1.15%	Issue age: 0-80 Charge: 1.45%

- **Stretch opportunities** are available (subject to eligibility) to direct how and when beneficiaries are paid
- **10% free withdrawal amount** each year that is less than the selected surrender charge period or required minimum distribution⁷

Investment options from some of the most popular money managers



Guggenheim Investments is the fund manager for the investment management businesses of Guggenheim Partners, LLC (“Guggenheim”). Guggenheim is an affiliate of Sammons Enterprises, Inc., the parent company of Sammons® Financial Group, Inc. and its affiliated companies.

Multiple alternative investment strategies

These investment options will use a combination of alternative strategies, such as taking long and short positions in equity and debt, trading futures, or using convertible arbitrage, among others. Investment options in this category have assets exposed to alternative strategies and include both investment options with static allocations to alternative strategies and investment options tactically allocating among alternative strategies and asset classes.

- AB VPS Dynamic Asset Allocation Portfolio B
- ALPS | Alerian Energy Infrastructure Portfolio Class III
- ALPS | Red Rocks Global Opportunity III Fund
- BlackRock Global Allocation V.I. Fund Class III
- Columbia Variable Portfolio Seligman Global Tech 2
- DWS Alternative Asset Allocation VIP Portfolio Class B
- Federated Hermes Managed Volatility II Svc
- Fidelity VIP Real Estate Portfolio Service Class 2
- Guggenheim VIF Global Managed Futures Strategy Fund
- Guggenheim VIF Long Short Equity Fund
- Guggenheim VIF Multi-Hedge Strategies Fund
- JHVIT Financial Industries II
- Lazard Retirement Global Dynamic Multi Asset Portfolio Service Shares
- MFS VIT III Global Real Estate Service
- MFS VIT II Global Tactical Allocation Portfolio Service Class
- PIMCO All Asset Portfolio Advisor Class
- PIMCO Commodity Real Return Strategy Portfolio Advisor Class
- PIMCO Dynamic Bond Portfolio Advisor Class
- PIMCO Global Managed Allocation Portfolio Advisor Class
- PIMCO Real Return Portfolio Advisor Class
- VanEck VIP Global Hard Assets Fund S

Alternative investment options may have greater risks, especially those including arbitrage, currency, leveraging, and commodities. Although asset allocation among different asset categories generally limits risk and exposure to any one category, the risk remains that management may favor an asset category that performs poorly relative to the other asset categories. The subaccounts expect to invest in positions that emphasize alternatives or nontraditional asset classes or investment strategies. As a result, these subaccounts are subject to the risk factors of those asset classes, including general economic risk, geopolitical risk, commodity-price volatility, counterparty and settlement risk, currency risk, derivatives risk, emerging markets risk, foreign securities risk, high-yield bond exposure, noninvestment-grade bond exposure, index investing risk, industry concentration risk, leveraging risk, market risk, prepayment risk, liquidity risk, real estate investment risk, sector risk, short sales risk, temporary defensive positions, and large cash positions.

To learn more about the LiveWell® Variable Annuity, contact the Sammons Retirement Solutions Sales Desk at 855-624-0201 or visit srlivewell.com, access code: livewell.

¹ Refers to the funds' overall Morningstar rating. As of 6/30/2022, Morningstar Rating for investment options is a proprietary Morningstar data point. Morningstar rates investment options from 1 to 5 stars based on how well they've performed (after adjusting for risk and accounting for any applicable sales charges) in comparison to similar investment options. Within each Morningstar Category, the top 10% of investment options receive 5 stars and the bottom 10% receive 1 star. Investment options are rated for up to three time periods—three-, five-, and 10-years and these ratings are combined to produce an overall rating. Investment options with less than three years of history are not rated. Ratings are objective, based entirely on a mathematical evaluation of past performance. They're a useful tool for identifying investment options worthy of further research, but shouldn't be considered buy or sell signals. The Morningstar Rating™ is a quantitative assessment of a fund's past performance—both return and risk—as measured from one to five stars. The Morningstar Rating™ for funds methodology rates funds based on an enhanced Morningstar Risk-Adjusted Return measure, which also accounts for the effects of all sales charges, loads, or redemption fees.

² Asset allocation (and/or diversification) does not ensure a profit or guarantee against loss; it is a method used to help manage risk.

³ Excessive trading policy; more than one "round trip" involving the same investment option within a 60-calendar-day period is considered excessive trading. Please see the LiveWell® Variable Annuity prospectus for complete details. We reserve the right to charge \$15 per transfer in excess of 15 per contract year.

⁴ Dollar cost averaging and automatic rebalancing are not available together. Dollar cost averaging does not ensure a profit or protect against loss in a declining market. Such a plan involves continuous investment in securities regardless of fluctuating price levels of such securities. Investors should consider their financial ability to continue purchases through periods of low price levels.

⁵ Surrender period availability varies by financial institution. Surrender charges are a percentage of premium payments and are based on the number of completed years since each premium payment (see charts):

5-year surrender schedule						
YR	0	1	2	3	4	5*
%	7	6	5	4	3	0

7-year surrender schedule							
YR	0	1	2	3	4	5	7*
%	8	7	6	5	4	3	0

⁶ Not available in all states or financial institutions. The issue age is 0-80 (based on the oldest owner). The Return of Premium and Enhanced Death Benefit are available for an additional charge in addition to the ongoing fees and expenses of the variable annuity. Once elected, the benefit cannot be canceled or changed. The Enhanced Death Benefit annual step-up occurs each contract anniversary and will cease after the oldest owner's 85th birthday or upon death of the owner, whichever occurs first. Please see the prospectus for additional information.

⁷ The free withdrawal amount is available for withdrawal without a surrender charge. The amount is calculated at the beginning of each policy year. It is noncumulative. Remaining premium is the sum of the premium deposits made less the partial withdrawal taken.

Variable annuities are designed for long-term investing, such as retirement investing, and are subject to market risk including loss of principal.

Investing in variable annuities involves risk, including potential loss of investment. You and your client should consider the investment objectives, risks, charges, and expenses of the variable annuity and its underlying investment options carefully before investing. The prospectus and/or summary prospectus contain this and other information. You or your client can visit srlivewell.com/prospectus, or call 866-747-3421 to obtain a current prospectus for the variable annuity and its underlying investment options. Inform investors to carefully read the prospectus before investing.

The tax-deferred feature of the annuity is not necessary for a tax-qualified plan. Before clients purchase this product, they should obtain competent tax advice as to the tax treatment of the annuity and the suitability of the purchase. Under current law, annuities grow tax-deferred. Annuities may be subject to taxation during the income or withdrawal phase. There is no additional tax benefit to investing in a variable annuity within a tax-qualified account (such as an IRA). Sammons Institutional Group®, Inc., Sammons Financial Network®, LLC., and Midland National® Life Insurance Company do not give tax, legal, or investment advice. Please have your client consult with and rely on their own tax, legal, or investment professional(s). Taxes are payable upon withdrawal of funds, and a 10% IRS penalty may apply to withdrawals prior to age 59½.

The LiveWell® suite of variable annuities (AS135A, ICC11-AS135A, AS153A, ICC18-AS153A (contract) and AR276A, ICC14-AR276A, AR346A, ICC16-AR346A, AR381A, ICC20-AR381A (riders and endorsements) is issued by Midland National® Life Insurance Company, West Des Moines, Iowa 50266. The LiveWell® suite of variable annuities is not available in New York. Variable products are distributed by Sammons Financial Network®, LLC., member FINRA. Sammons Financial Network®, LLC. and Sammons Institutional Group®, Inc. are affiliated companies and wholly owned subsidiaries of Sammons® Financial Group, Inc. Sammons Retirement Solutions® is a division of Sammons Institutional Group®, Inc.

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