

# Innovative features that help prepare for the unexpected

“Even the best-laid plans can go awry.” It’s a common phrase because it’s true. Unforeseen circumstances cause people to pivot and readjust from their original plans. Many of your clients understand this, and that unpredictability makes them wary of financial products that limit access to their money.

This concern is the guiding principle behind two innovative features of the LiveWell Dynamic Annuity®, a registered index-linked variable annuity.

## 1 Anytime Allocation<sup>SM</sup>

Anytime Allocation allows your clients to reallocate their index-linked Cycles wherever they want, whenever they want within the annuity with no fees.<sup>1</sup>



### Reallocate penalty-free ...

- ✓ **Any amount:** Partial or full Cycle amount.
- ✓ **Anytime:** No waiting period. Reallocate at any time during a Cycle. No waiting for an anniversary date or end of term.
- ✓ **Anywhere:** New Cycle index account and/or variable separate accounts. There are no investment restrictions other than clients cannot enter a Cycle that’s already begun.

Anytime Allocation is available at no extra cost. The transaction can be initiated via phone or online.

## 2 Optional Waiver of Surrender Charge (WoSC) rider

For clients concerned about having access to their money for unexpected expenses, this rider waives all surrender charges and provides full access to their money at any time for any reason.<sup>12</sup>



This rider is available at issue for ages 0-85<sup>3</sup> and has a 0.30% annual charge that’s assessed quarterly across all investment options.

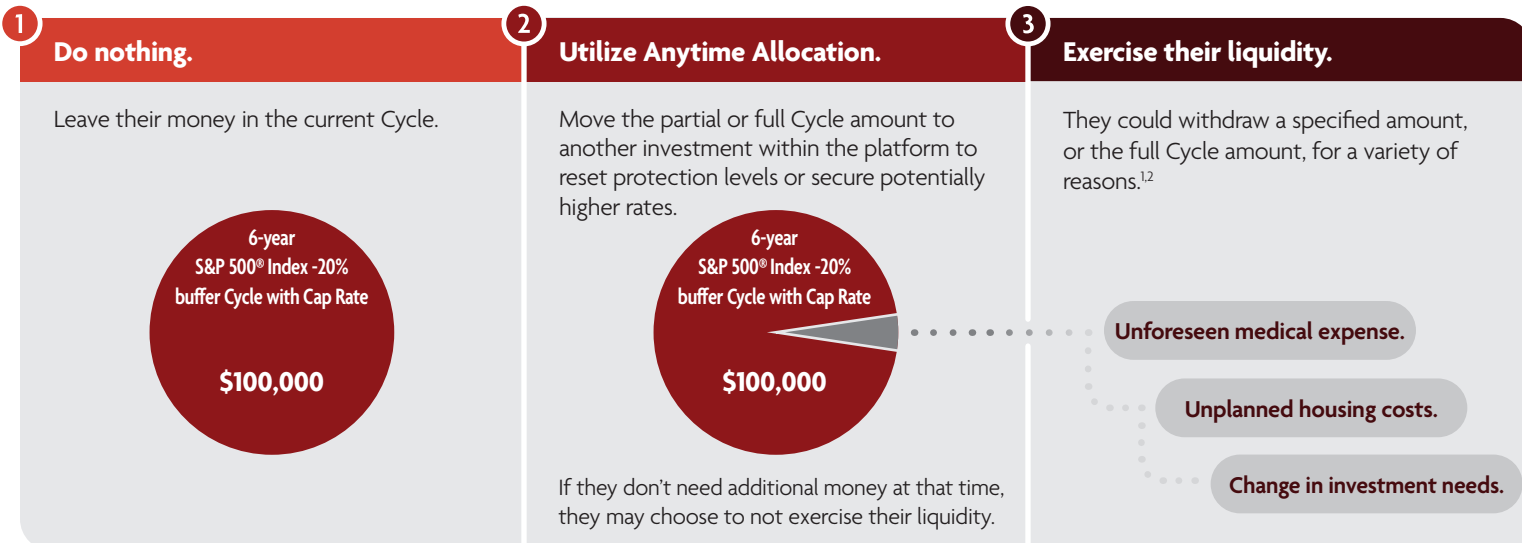
Availability of this rider varies by state and financial institution.

Without the Waiver of Surrender Charge rider, the LiveWell Dynamic Annuity has a six-year surrender charge schedule.

## Anytime Allocation and WoSC rider in action

- Initial Cycle investment: \$100,000
- Cycle option: 6-year S&P 500® Index -20% buffer Cycle with Cap Rate
- In the middle of year four, the account has grown to \$145,000.

This client has several options. They can ...



<sup>1</sup> Floor/buffer protections are not applied to any amounts that leave the Cycle early.

<sup>2</sup> Subject to any applicable income taxes, including a possible 10% federal tax penalty if taken before age 59½.

<sup>3</sup> If there are joint owners, the issue age is based on the oldest of the joint owners.

# Additional LiveWell Dynamic Annuity highlights

The LiveWell Dynamic Annuity is a simple, innovative, and straightforward registered index-linked variable annuity (also known as buffered, structured, or hybrid registered annuity) and could be a valuable addition to many of your clients' portfolios. In addition to the flexibility offered with Anytime Allocation and the Waiver of Surrender Charge rider, the LiveWell Dynamic Annuity helps your clients balance performance and protection while gaining clarity and control of their investment.

- Growth potential is provided through Cycle index account investment options (Cycles) and variable separate account investment options (subaccounts).
- Partial protection is provided during market downturns through **floors and buffers** on 1-, 3-, and 6-year Cycle terms. Protection is applied at the Cycle maturity date.
- Cycles offer **different index options** with varying levels of protection available.
- Cycle performance is determined by an independent third party (S&P Global), and daily unit values can **easily be found online at any time**.
- Cap and participation rates are the same for new and renewing Cycles. Cycle indicative rates are set weekly for Cycles that launch monthly.<sup>1</sup>

You can help your clients balance performance and protection while gaining clarity and control of their investment with the LiveWell Dynamic Annuity.

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**For more information, contact the Sammons Retirement Solutions® Sales Desk.**



**855-624-0201**



**[srlivewell.com](https://srlivewell.com)**

**Access code: livewell**

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<sup>1</sup> Indicative rates provide an estimate of what the rate will be for an upcoming Cycle. These rates are not guaranteed and are subject to change. The final rate will be set on the Cycle Start Date.

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

**An investment in the LiveWell Dynamic Annuity® is subject to the risk of poor investment performance and can vary depending on the performance of the investment options chosen. Each investment option has its own unique risks. You and your client should review the investment options before making an investment decision. The prospectus and/or summary prospectus contain this and other information. Visit [srlivewell.com/prospectus](https://srlivewell.com/prospectus), or call 866-747-3421 to obtain a current prospectus for the LiveWell Dynamic Annuity and its underlying investment options.**

The risk of loss occurs each time your client moves into a new Cycle indexed account after the end of an indexed term. The protection level option selected in the indexed account helps protect your client from some downside risk. If the negative return is in excess of the protection level selected, there is a risk of loss of principal. Protection levels that vary based on the index and term selected are subject to change and may not be available with every option. Please see the prospectus for details.

The LiveWell Dynamic Annuity® (AS207A [contract] and AR406A, AR407A, AR394A.2-CAP and AR394A.2-PR [riders, waivers 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 Institutional Group®, Inc. provides administrative services. Sammons Financial Network®, LLC., Midland National® Life Insurance Company 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.

**Product and feature availability may vary by state and financial institution.**

Investing in the LiveWell Dynamic Annuity® is subject to the risks related to the Company. Any obligations, guarantees, or benefits are subject to the claims-paying ability of Midland National® Life Insurance Company, their long-term ability to make such payments, and are not guaranteed by any other party. There is no guarantee they will be able to meet our claims paying obligations; there are risks to purchasing any insurance product. There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan.

Indexed-linked variable annuity products are complex insurance and investment vehicles. Please reference the prospectus for information about the levels of protection available and other important product information. Sammons Institutional Group®, Inc., Sammons Financial Network®, LLC., and Midland National® Life Insurance Company do not give tax, legal, or investment advice. Please consult with and rely on your 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.

NOT FDIC/NCUA INSURED, MAY LOSE VALUE INCLUDING LOSS OF PRINCIPAL, NO BANK/CU GUARANTEE, NOT A DEPOSIT, NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY.