

**Orion Indexed Universal Life**  
Individual Life Insurance

Insurance products issued by:  
Minnesota Life Insurance Company | Securian Life Insurance Company

Financial security  
*for the long run®*



# Orion IUL: The stars have aligned for a brighter life experience

Financial Professional



# GOOD RELATIONSHIPS

## get better with time

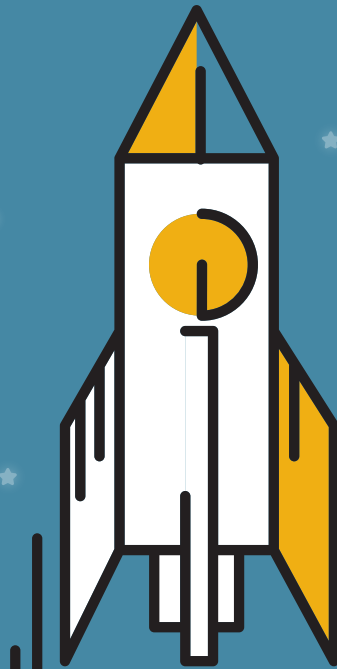
Securian Financial Group is one of the nation's largest and strongest financial services providers. For over 135 years, clients have entrusted us with protecting their loved ones. We continue to stand behind our clients, helping them meet their financial objectives through every stage of life.

For more information about our company and the clients we serve, **visit [securian.com](https://www.securian.com)**.

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In 2006, we launched Eclipse Indexed Universal Life and quickly became a leader in the IUL marketplace. **Now we're setting our sights on a new life insurance standard.**



# THE ORION EXPERIENCE

**Securian's Orion Indexed Universal Life (Orion) is more than a product – it's a life insurance experience.** Orion brings together our strong history of indexed life and the latest innovations in technology and product design to make the life insurance journey faster and easier. It appeals to individuals who want lifetime death benefit protection, flexibility and strong cash value growth potential.



## Coverage and compensation faster than ever

Our WriteFit Underwriting™ program can help provide your healthiest clients **coverage approval in fewer than 24 hours** following a tele-interview. And the faster your client's Orion policy is issued, **the faster you get paid.**



## Lifetime, flexible life insurance protection and distribution options

Orion can provide lifetime death benefit protection and flexibility along the way:

- **Flexible premiums** allow clients to vary their payments with changing budgets.<sup>1</sup>
- Clients can **change their death benefit** amount to align with their protection needs.
- By adding the Income Protection Agreement Flex (IPA Flex), clients have **increased accumulation potential** and customized death benefit payout options.
- **Short-term loans** provide a source of **interest-free** funds for 90 days.<sup>2</sup>
- **Tax-advantaged cash value growth** can provide supplemental retirement income in later years.



## Take your indexed strategy to new heights

Within their Orion policy, your clients can allocate their premiums to several account options, where their premiums have the potential to grow, tax-free:

**Indexed accounts** track the performance of an index or indexes, providing the potential for higher crediting than fixed-interest policies:

- A guaranteed floor, or minimum crediting amount, **protects clients from negative crediting.**
- Orion offers indexed accounts with maximum crediting limits (caps), as well as options with **uncapped crediting potential or a crediting multiplier<sup>3</sup>** – giving clients a broader range of options to align with their accumulation strategy.

Clients preferring fixed interest crediting can allocate premiums to our Fixed Account, which will always credit a **minimum of 2 percent interest.**

<sup>1</sup> Depending upon actual policy experience, the Owner may need to increase premium payments to keep the policy from lapsing.

<sup>2</sup> The short-term loan provision provides for interest waiver if the loan is paid in full within 90 days of the date the loan was taken. In the event the policyholder does not repay the loan in full within 90 days, interest and other policy loan provisions will apply on any unpaid balance as of the date the loan was taken. Additional restrictions may apply.

<sup>3</sup> Uncapped indexed account participation rates are subject to change and may be less than 100%. This could have the impact of the indexed account credit being less than the change in the reference index. The index multiplier provides additional crediting when the indexed account has a positive index credit on the segment date. The impact of the multiplier may be reduced because of withdrawals and charges taken from the segment during the segment term.

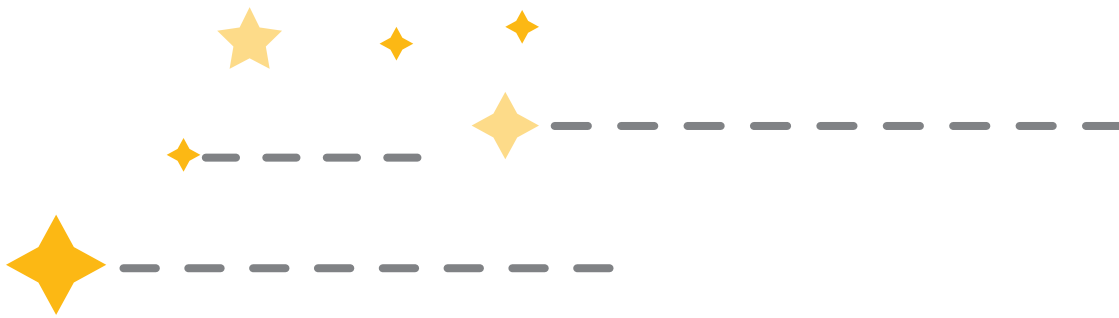


### Enhance client connections with policy reminders

Enhance your service to your clients by setting up policy reminders on the eService Center. Policy reminders help you manage your business by prompting you when you need to take action on a client's policy. Sign up to send yourself an **email notification at a future date**.

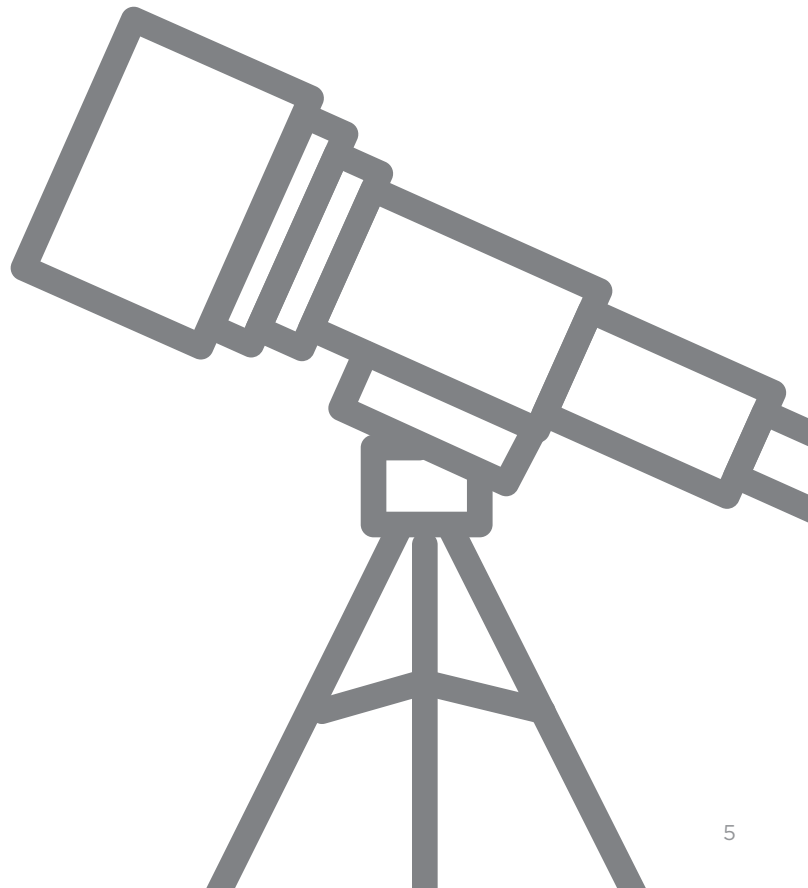
Reminders could include:

- The **year your clients intended to take distributions** based on their illustration.
- When your clients want to **increase or decrease their face amount** based on age/life changes.
- **Changing the death benefit option** from increasing to level.
- **Adding or removing an agreement** in a specified year.
- An upcoming end to the client's **90-day short-term loan** period.



### You and your clients will appreciate Orion's life insurance innovations.

Read on to learn more about the opportunities this product presents to you and your clients.



# Product features

- Uncapped account options to maximize crediting potential
- Optimized accumulation potential when max funded
- WriteFit Underwriting™ program to help get your client's policy issued faster
- Cash value accumulation for supplemental retirement income, college tuition or other goals

Policy type	Flexible-premium indexed universal life with accumulation focus		
Issue ages	0-80 based on “age nearest” birthday		
Minimum face amount	\$50,000 for ages 0-54; \$100,000 for ages 55+		
Available underwriting options (see page 16 for details)	WriteFit Underwriting™		Traditional underwriting
	Required WriteFit Express and eApp for ages 0-54 (face amounts \$50,000-\$250,000)	WriteFit (eApp required)	
Death benefit test	Guideline Premium Test (GPT) or Cash Value Accumulation Test (CVAT), chosen only at issue		
Death benefit option	Level, Increasing		
Indexed account options (Effective June 2017)	<div><div><ul style="list-style-type: none"><li>• S&amp;P 500<sup>®i</sup>, 100% participation</li><li>• S&amp;P 500 Low Volatility Uncapped, 100% participation</li><li>• S&amp;P 500 Low Volatility Uncapped (2-year), 115% participation with partial credits</li></ul></div><div><ul style="list-style-type: none"><li>• S&amp;P 500 with Multiplier, 100% participation with 1% floor and 10% multiplier</li><li>• S&amp;P 500 High Cap, 100% participation</li><li>• Blended Index with S&amp;P 500<sup>®</sup>, Russell 2000<sup>®ii</sup>, Barclays Capital U.S. Aggregate Bond<sup>iii</sup> and EURO STOXX 50<sup>®iv</sup>, 100% participation</li></ul></div></div>		
Index crediting method	Point-to-point with annual reset (two-year reset for two-year uncapped option)		
Surrender charge	Applies for the first 10 years after issue or face amount increase		
Minimum guaranteed interest rate	Contract minimum interest rate is 2% cumulative average upon death or termination of contract (less surrender charges and withdrawals).		
Fixed interest rate loans <sup>4, 5</sup>	<div><div>• <b>Loan charge rate:</b> 4.0%</div><div>• <b>Loan crediting rate:</b> 3.0% in years 1-10; 4.0% in years 11+</div></div>		
Variable interest rate loans <sup>5</sup>	<div><div>• <b>Loan charge rate:</b> 3% minimum; varies based on Moody’s Corporate Bond Yield Average</div><div>• <b>Loan crediting rate:</b> Directly tied to performance of client’s account allocations</div><div>• Available after year 1; net variable loan cost could be positive or negative</div></div>		
Indexed loans <sup>5</sup>	<div><div>• <b>Loan charge rate:</b> 5%</div><div>• <b>Loan crediting rate:</b> Directly tied to performance of the Indexed Loan Account</div><div>• Available after year 1; net indexed loan cost could be positive or negative</div></div>		
Short-term loans	Available after the first policy anniversary; interest will not be charged if entire loan is repaid within 90 days		
Optional agreements <sup>6</sup>	Accelerated Death Benefit for Chronic Illness Agreement, Accelerated Death Benefit for Terminal Illness Agreement, Chronic Illness Access Agreement, Corporate Enhanced Values Agreement, Early Values Agreement, Exchange of Insureds Agreement, Guaranteed Income Agreement, Guaranteed Insurability Option Agreement, Income Protection Flex Agreement, Inflation Agreement, Overloan Protection Agreement, Premium Deposit Account Agreement, Surrender Value Enhancement Agreement, Term Insurance Agreement, Waiver of Charges Agreement, Waiver of Premium Agreement		

<sup>4</sup> A fixed rate loan will begin a 12-month lockout period during which no transfers from the fixed account to an indexed account will apply. This is not applicable to Securian Life indexed products in the state of New York.

<sup>5</sup> Only one loan rate type available at one time; may switch between loans once per year. This is not applicable to Securian Life indexed products in the state of New York.

<sup>6</sup> Additional agreements may be available. Agreements may be subject to additional costs and restrictions. Agreements may not be available in all states, may exist under a different name in various states and may not be available in combination with other agreements.



# Fixed and indexed **account options**

Orion's fixed and indexed account options allow your clients to customize their policy to align with their accumulation strategy. They can allocate premiums to any of the options below, in any combination.

## Fixed Account

The Fixed Account earns interest daily at a fixed rate declared by Minnesota Life and Securian Life, and will always credit a minimum of 2 percent interest.

## Standard & Poor's Composite Index of 500 Stocks (S&P 500®)

The S&P 500 is a popular index for indexed life insurance products. Our S&P 500 indexed accounts credit policies based on changes in the underlying index, which is comprised of 500 of the largest stocks in the United States. The available accounts provide your clients several allocation options based on how they believe the market will perform.

## S&P 500® Low Volatility Index

A stock index based on the 100 least volatile stocks in the S&P 500. Our S&P Low Volatility indexed accounts credit policies based on changes in this index.

## Blended Index

Our Blended Index Account combines weighted percentages of the S&P 500®, Russell 2000®, Barclays Capital U.S. Aggregate Bond Index and EURO STOXX 50® to provide a well-diversified indexed account option.

## Orion **account comparison**

Account options	Segment term	Cap <sup>7</sup>	Floor	Participation rate <sup>7</sup>	Ideal client
<b>Fixed Account</b>	N/A	N/A	2%	N/A	Desires daily crediting at a fixed interest rate
<b>S&amp;P 500®</b> (Index Account A)	1 year	Yes	0%	100%	Desires participation in the S&P 500
<b>Blended Index</b> (Index Account E)	1 year	Yes	0%	100%	Desires opportunity for more diversification
<b>S&amp;P 500® Low Volatility</b> (Index Account G)	1 year	No (uncapped)	0%	100%	Desires uncapped upside potential and is looking to take advantage of swings in the underlying index
<b>S&amp;P 500® Low Volatility (2-Year)</b> (Index Account H)	2 year	No (uncapped)	0%	115% with partial credits	
<b>S&amp;P 500® with Multiplier</b> (Index Account J)	1 year	Yes	1%	100% with 10% multiplier Example: 7.5% growth x 110% = 8.25% crediting rate	Desires additional downside protection (the 1% floor and multiplier on index return)
<b>S&amp;P 500® High Cap<sup>8</sup></b> (Index Account K)	1 year	Yes	0%	100%	Desires upside potential of a higher cap at a small fee

<sup>7</sup> Effective June 2017. Index caps and/or participation rates may change over time. See your advisor website for the most current information.

<sup>8</sup> This indexed account employs an index segment charge which is assessed against the value in each indexed account segment as of its segment date. We assess this charge to cover administrative costs and expenses associated with establishing the indexed account.

## How index crediting works

Index crediting is based on the movement of the underlying index(es) for the account and is subject to a floor, a cap and a participation rate. The floor, cap and participation rate are established at the beginning of a **segment term** – the length of time over which changes in the underlying index are measured – and cannot be changed for that segment term. The index credit is based on the value that remains at the end of the segment term.

Money must remain in an indexed account for the entire segment in order to receive an index credit. However, the S&P 500 Low Volatility (2-year) provides partial index credits on money withdrawn prior to the end of a segment term.

- **Floor** – the minimum growth rate used in the calculation of the index credit.
- **Cap** – the maximum growth rate used in the calculation of the index credit.
- **Participation rate** – the portion of the index change used in calculation of the index credit.

### How the index crediting rate is calculated



Participation rate x [(ending index value - beginning index value) / beginning index value] = **INDEX CREDITING RATE**

For example:	Capped indexed account	Uncapped indexed account
Beginning index value	1,000	1,000
Ending index value	1,200	1,200
Index change	20%	20%
Index cap rate	10%	N/A
Index participation rate	100%	50%
<b>Index crediting rate</b>	<b>10%</b>	<b>10%</b>

In this hypothetical example, even though the uncapped account does not have a maximum growth limit, its 50% participation rate results in an index credit equal to the capped account.

This is a hypothetical example and does not reflect Orion current cap or participation rates.

Index segments are created monthly if a premium payment is allocated to an indexed account, a transfer of existing value to an indexed account is made, or at the end of a segment term if value remains in the indexed account.

## Transfers

- Clients can transfer value between the fixed and indexed accounts.<sup>9</sup>
- Transfers from the Fixed Account to an indexed account can only occur on the third Friday of each month.
- Transfers from an indexed account to the Fixed Account or another indexed account will occur at the end of the segment term.

<sup>9</sup> Unless the policy is in a lockout period, during which no transfers from the Fixed Account to an indexed account may occur.



# Optional agreements

## Chronic or terminal illness protection

### Accelerated Death Benefit for Chronic Illness Agreement<sup>10</sup>

Provides access to a portion of the death benefit while alive and upon the insured's being certified as a chronically ill individual. Monthly benefits may be used for any purpose.

Clients have a choice of:

- Dedicating a portion of the life insurance face amount to provide chronic illness benefits (\$100,000 minimum, not to exceed \$5 million) and;
- A monthly benefit maximum of 2 or 4 percent of the dedicated face amount.

### Accelerated Death Benefit for Terminal Illness Agreement<sup>10</sup>

Allows access to a portion of the death benefit while living and upon diagnosis of a terminal illness. There is no charge for this agreement.

### Chronic Illness Access Agreement

Provides access to a portion of the death benefit while alive and upon the insured's being certified as a chronically ill individual.<sup>10</sup> Although there is no additional cost for the agreement, this agreement utilizes a discount method, which means the benefit payment will be less than the death benefit that is accelerated.

## Disability protection

### Waiver of Charges Agreement

Waives monthly charges if the insured is totally and permanently disabled before age 65.

### Waiver of Premium Agreement

Waives premiums on a monthly basis if the insured becomes totally and permanently disabled before age 65.

## Business benefits

### Corporate Enhanced Values Agreement<sup>11</sup>

Helps protect a business' profitability while retaining key employees:

- Waives surrender charges and may increase the cash surrender value portion of a life insurance policy in the early years of the contract.
- May decrease or eliminate the gap between the policy value and its liability on the business's balance sheet.

### Exchange of Insureds Agreement

Provides for the exchange of one insured for another insured. The policy must be corporate-owned by the same corporation before and after the exchange.

### Surrender Value Enhancement Agreement (SVEA)

Guarantees that surrender values will be no less than 100% of cumulative premiums paid during the first three years.

- Must be a business-owned policy
- Requires use of the Early Values Agreement
- A compensation recapture is processed for a policy surrendered during the SVEA benefit period.

## More death benefit protection

### Guaranteed Insurability Option Agreement

Provides future options to increase coverage without underwriting on specified dates between the ages of 22 and 40. These dates can be substituted for date of marriage, or birth or adoption of a child, which will then forfeit the next regular option date. The maximum additional increase amount is \$100,000 and must be selected at issue.

### Inflation Agreement

Increases the face amount of the policy every three years based on increases in the Consumer Price Index (CPI).

### Term Insurance Agreement

Provides additional temporary life insurance - up to four times the base coverage. This agreement will increase rates annually for the insured up to age 100 and can only be added at policy issue, but may be removed after the first policy year.

<sup>10</sup> Due to uncertainty in the tax law, chronic illness or terminal illness benefits paid from a life insurance contract may be taxable. Please ensure that your clients consult a tax advisor regarding chronic illness or terminal illness benefit payments from a life insurance contract.

<sup>11</sup> The Enhancement Benefit amount will vary by policy and is not guaranteed.

## Future income for clients or their beneficiaries

### Guaranteed Income Agreement<sup>12</sup>

Allows your clients to turn cash value into guaranteed income to age 100. When exercised, a one-time charge is assessed and all other agreements will be terminated, except any agreement that provides an irrevocable settlement option.

### Income Protection Flex Agreement (IPA Flex)

Allows for an irrevocable settlement option that pays part or all of the policy's death proceeds as a monthly or annual benefit over a specified number of years (10-30 years).<sup>13</sup>

- Death benefit can be paid in a combination of a lump-sum payment and installment payments.
- May enhance the annual policy credit,<sup>14</sup> which can increase the policy's accumulation value and allow for increased policy distributions while the insured is alive.<sup>15</sup>
- Clients can make the following changes at any time:
  - Decrease their lump-sum benefits.
  - Add IPA Flex to their policies.

## Additional agreements

### Early Values Agreement

Eliminates policy surrender charges in exchange for a separate monthly charge, and spreads out compensation over a longer period.

### Overloan Protection Agreement

Prevents an outstanding policy loan from terminating the policy, even if the accumulation value is insufficient to cover policy charges.

### Premium Deposit Account Agreement<sup>16</sup>

Provides the opportunity to fund a life insurance policy through a single deposit that will result in a series of fixed payments into the policy. Interest is earned on the funds in the premium deposit account.

<sup>12</sup> Policyholders who add the Guaranteed Income Agreement (GIA) should take into consideration that the policy accumulation value on the exercise-effective date may not be sufficient to continue providing the minimum benefit payment until the insured's age 100. If this occurs, it will not be possible to exercise the GIA. Minnesota Life and Securian Life believe the Policy will continue to qualify as life insurance under the Internal Revenue Service Code ("the Code") after the GIA exercise-effective date, and that distributions and loans made under the terms of the GIA will generally not be taxed to the policyholder. However, the IRS or the courts could reach a different result. Policyholders who have added the GIA should consult a tax advisor regarding the tax treatment of distributions and loans under the GIA. Since the Policy's death benefit will be reduced to the minimum amount allowable under the Code after the exercise-effective date, policyholders should consider the impact on their individual circumstances and their need for death benefit before exercising the GIA. There is no charge for the GIA when the Policy is purchased; however, we will assess a one-time charge against the Policy accumulation value on the exercise-effective date.

<sup>13</sup> The Income Protection Flex Agreement provides for an irrevocable settlement for all or a portion of the policy death proceeds. The beneficiary of the policy will not be able to change the manner in which the death proceeds are paid out upon the death of the insured. The Income Protection Flex Agreement installment payment could be payable for a period up to 30 years. The income protection agreement interest rate used in the calculation of the installment payment is at least equal to the Settlement Option Guaranteed Interest Rate shown on the policy data pages. A portion of the benefit that is paid out in installments will be reportable as interest income. This taxable portion represents the amount of the benefit that exceeds the policy death proceeds.

<sup>14</sup> Annual Policy Credit is not guaranteed and is calculated based on certain factors, including but not limited to accumulation value, interest, index credits, mortality, persistency, policy duration, premiums, policy indebtedness, taxes, expenses, and additional agreements.

<sup>15</sup> Policy loans and withdrawals may create an adverse tax result in the event of lapse or policy surrender, and will reduce both the surrender value and death benefit. You/Clients should consult your/their tax advisor when considering taking a policy loan.

<sup>16</sup> Interest credited when used to pay policy premiums will be reported as taxable income to the policy owner.

# TESTS FOR LIFE INSURANCE



Section 7702 of the Internal Revenue Code generally treats a contract as life insurance for federal income tax purposes if it meets either the Guideline Premium Test (GPT) or Cash Value Accumulation Test (CVAT). Orion allows for either test – but you must choose one at policy issue, and you cannot change it later.

## GPT

The GPT uses one set of corridor factors to maintain an IRS-mandated minimum amount of death benefit above the contract's accumulated value.

It places limits on the amount of premium that can be paid into the contract. These limits are set using the Guideline Level Premium and the Guideline Single Premium for life insurance. Illustration pages list both GPT test amounts when you choose this test for an illustration.

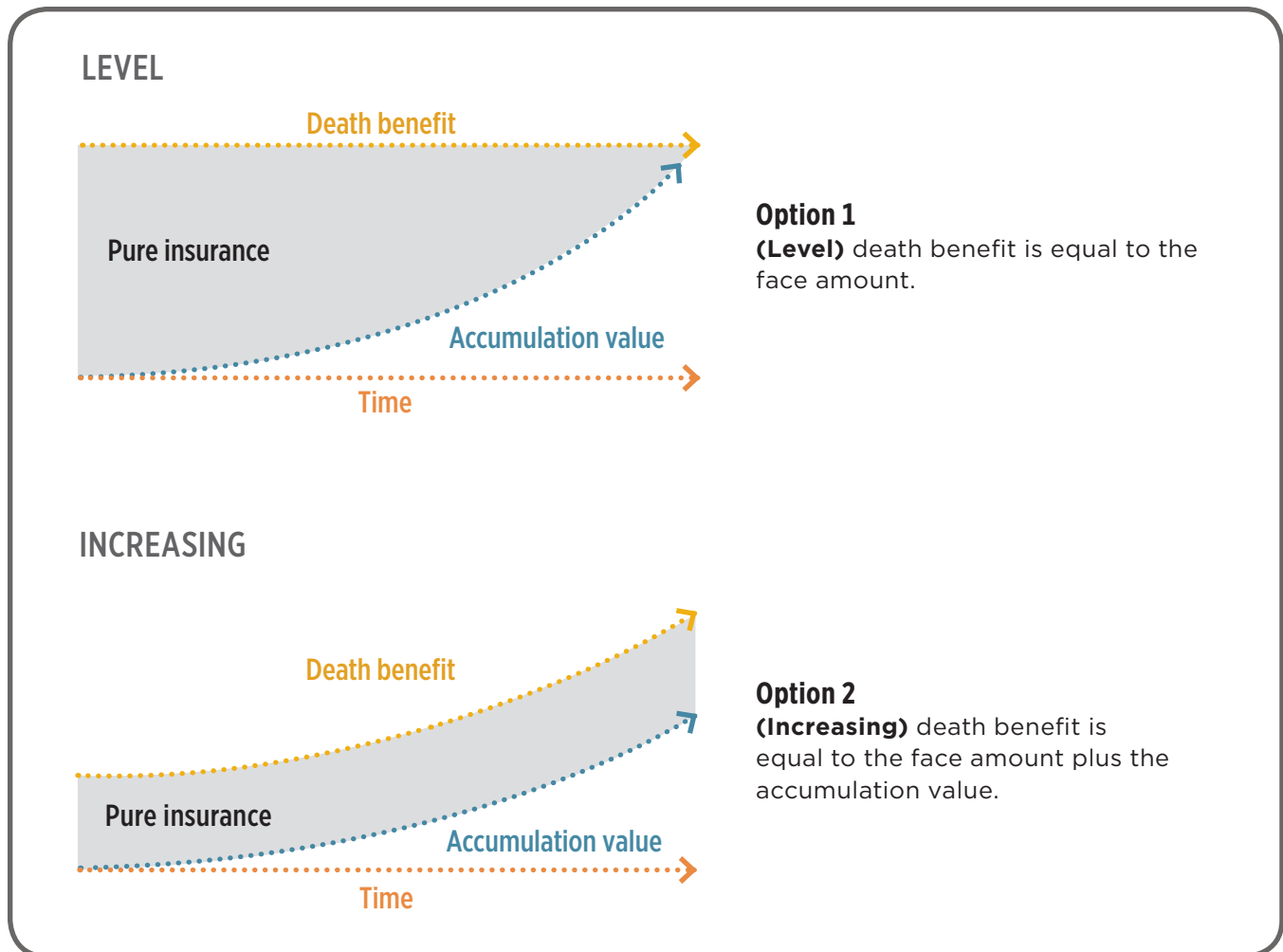
- The Guideline Single Premium amount will be the same for a policy regardless of the death benefit option chosen.
- The Guideline Level Premium amount will vary with the death benefit option that is chosen.

## CVAT

The CVAT does not place limits on the amount of premium that can be paid as long as there is a minimum death benefit maintained above the contract's accumulation value.

# Death benefit options

Orion offers the following death benefit options, which may be changed after issue:



## Premium

The client chooses the premium amount they wish to pay. This amount is flexible with the following restrictions:

- Minimum premium must be at least enough to cover insurance charges in the policy.
- Premiums that exceed the definition of life insurance tests are not allowed.
- Client authorization is needed for clients wanting to pay a premium that would cause the policy to become a MEC.<sup>17</sup>

Clients have several additional options for their premium payments, including:

- Annual, semi-annual or quarterly premium billing.
- Monthly Electronic Funds Transfer (EFT) deductions from their bank account.
- Single lump-sum payments into a Premium Deposit Account (PDA) to pay the policy premium annually.

<sup>17</sup> The Policy Design chosen may impact the tax status of the policy. Paying too much premium could result in the policy's becoming a modified endowment contract (MEC). Distributions from a MEC may be taxable, and if the taxpayer is under the age of 59½ may also be subject to an additional 10% penalty tax. Review the illustration to determine if the policy illustrated is a MEC.

# Charges

A **5.5 percent premium charge** applies to all premium payments, not to exceed a maximum guaranteed rate of 7 percent. The remaining amount becomes part of the policy's accumulation value.

**Policy charges** are deducted from the accumulation value each month. These charges are deducted first from the interim account, then from the Fixed Account, and then proportionately from the indexed account segments on a **last-in, first-out basis**.

**Transaction charges** may apply for changes made to the policy.

If a policy is surrendered, **surrender charges** apply to the first 10 years of the contract, or 10 years from a face amount increase. These charges recover the expenses not yet covered by other policy charges.

## Distributions from the contract

### Partial surrenders

- Partial surrenders cause the death benefit of the policy to decrease and are subject to transaction charges.
- Underwriting may be required if your client wants to keep the death benefit from being reduced by a partial surrender.
- Partial surrenders are taken from the interim account, then from the Fixed Account and then proportionately from the indexed accounts on a **last-in, first-out basis**.
- Any amount withdrawn from an indexed account will not receive index credits, with the exception of the S&P Low Volatility (2-year), which may receive a partial index credit.
- Annual or monthly systematic distributions are available.

# Loans

The client chooses the type of loan: fixed interest rate, indexed, variable interest rate or short-term. Only one loan type is available at one time.

	Fixed interest rate loan	Indexed loan	Variable interest rate loan	Short-term loan
<b>What happens to the loan amount</b>	Transferred from allocated accounts to the Fixed Loan Account	Transferred from allocated accounts to the Indexed Loan Account	Remains in allocated accounts	
<b>Loan charge rate calculation</b>	Fixed rate that will not change for the life of the loan		Varies based on Moody's Corporate Bond Yield Average	Fixed rate that will not change for the life of the loan
<b>Loan charge rate</b>	4%	5%	<b>Minimum: 3%</b> <b>Maximum: 1%</b> above our current fixed crediting rate	No charge if repaid within 90 days; otherwise a 5% fixed rate applies
<b>Loan crediting rate</b>	Fixed rate based on how long the policy has been in force: <b>Years 1-10:</b> 3.0% <b>Years 11+:</b> 4.0%	Directly tied to performance of the Indexed Loan Account	Directly tied to performance of client's account allocations	
<b>Changing loan types</b>	May switch between loan types once per year on a 12-month rolling period			Loan amount not repaid within 90 days plus any interest charged is converted to a variable loan

## Additional loan details

- All loan types are available to the client after the first policy anniversary.
- When a fixed loan is taken, transfers from the Fixed Account to the indexed accounts are not allowed for 12 months.
- You can illustrate the different loan options (with the exception of the short-term loan). For comparison purposes, you may wish to illustrate each loan option and note the differences.
- Short-term loans cannot be taken with any outstanding loan or within 24 months of a previous short-term loan.

Accumulation value depends on how the fixed and/or indexed accounts perform while the policy loan is effective. Because of the risk involved to the client with variable rate loans, use caution when illustrating or discussing variable rate loans.

Policy loans and withdrawals may create an adverse tax result in the event of lapse or policy surrender, and will reduce both the surrender value and death benefit.

# Suitability

**Life insurance is meant to provide benefits for beneficiaries upon death of the insured, and it is important to represent Orion appropriately.** Clients who purchase this product should have a death benefit need and a desire for potential index crediting based on changes in a selected stock market index. These guidelines are not all inclusive but a reminder of how to explain these policies.

## DO

- Emphasize the product is designed to provide life insurance or death benefit protection.
- Clearly state that the product is not an investment in the market or an index.
- Refer to the index only as a factor that partially determines the amount credited at an index segment's maturity.
- Stress the guarantees of the product.
- Be clear that surrender charges may result in a loss of the amount originally paid as premium.

## DO NOT

- Do not describe the index crediting method as a way to participate in the stock market or index.
- Do not emphasize the similarities to variable investments or mutual funds with a guaranteed floor.
- Do not describe the product as similar to variable subaccounts.
- Do not place emphasis on the index or provide a list of stocks in the index.

# Compensation

Compensation for Orion sales is based on the following information. Please refer to your compensation contract for specific details.

- Two-year rolling target approach:<sup>18</sup>
  - Two years to collect the target premium amount.
  - When less than the target premium is paid in the first year, the remaining target will receive first-year compensation in the second year.
- External 1035 exchanges apply toward target premium.
- Asset-based compensation is not available.

Premium increases do not generate new compensation, but face amount increases may generate new compensation.

# Illustrations

Orion client illustrations are available only on the web-based illustration system located on our advisor website. These illustrations follow the NAIC model law, and a client-signed illustration is required in all states.

<sup>18</sup> Not available on Securian Life indexed products in the state of New York.



# Underwriting guidelines and new business information

Accelerating the process with our WriteFit Underwriting™ program, **Orion can get you from app to underwriting to issue in days, not weeks.**

	WriteFit Underwriting™			Traditional
	WriteFit Express		WriteFit	
Face amounts	\$50,000-\$100,000	\$100,001-\$250,000	\$250,001-\$1 million	All face amounts, excluding WriteFit Express
Issue ages	0-54		18-54	0-80
Underwriting classes	Preferred (Ages 0-15); Standard	All underwriting classes Standard or better		All underwriting classes, including rated
Application method	eApp only			eApp or paper

For specific underwriting information, new business forms and application submission instructions, please visit our advisor website.



## Terms and definitions

### Index

A composite that measures the ups and downs of stocks, bonds and other markets.

### Index credit

Amount added to the accumulation value at the end of each segment term, and linked to the growth in the index during the segment timeframe.

- May be zero, but never less than zero.
- Is never more than the growth cap for a particular index segment, unless otherwise specified.

### Index segment

The portion of an indexed account created from transfers from the interim account or from a fixed account and any amount retained in an indexed account at the end of the previous segment term.

- Establishes a beginning and ending point for adding index credits based on the performance of the index.

### S&P 500® Index

A stock index that includes 500 of the largest stocks – in terms of stock market value – in the United States.

- Represents 88 separate industries.

### S&P 500® Low Volatility Index

A stock index based on the 100 least volatile stocks in the S&P 500.

### Russell 2000®

The Russell 2000® Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 is a subset of the Russell 3000® Index representing approximately 10 percent of the total market capitalization of that index. It includes approximately 2,000 of the smallest securities based on a combination of their market cap and current index membership.

### Barclays Capital U.S. Aggregate Bond Index

The U.S. Aggregate covers the investment-grade, U.S. dollar-denominated, fixed-rate taxable bond market, including Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS, and CMBS.

### EURO STOXX 50®

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