

Midland National’s Capital Income FIA is the Top-Selling Indexed Annuity for RIA distribution channel in Q2

Wink report gives Capital Income high marks in RIA and fee-based sales

West Des Moines, Iowa – September 26, 2023 – Capital Income, Midland National’s first commission-free fixed index annuity (FIA), was the [top-selling indexed annuity for the RIA distribution channel](#)¹ in second quarter 2023.

[Midland National Capital Income](#)[®] is an advisory fee-friendly solution² that can provide clients with strong lifetime income payout percentages. This solution also offers a unique health-activated income multiplier feature³ which can double income payments for up to five years to help prepare for personal care costs. Capital Income offers this feature through an income rider creating guaranteed lifetime income to help safeguard retirement lifestyles.

Since launching in 2020, Capital Income has played a key role in Midland National[®] Life Insurance Company’s aggressive growth strategy targeting the registered investment advisor (RIA) channel. The annuity’s performance as the top-selling indexed annuity in the RIA distribution channel last quarter is a testament to its relevance to advisors with clients seeking strong lifetime income.

“Our [research](#) shows clients value guaranteed retirement income and the peace of mind that it brings,” said Cooper Sinclair, vice president of advisory distribution at Midland National. “Especially amid rising inflation, savvy RIAs are looking for ways to bring immediate income to their clients in new and innovative ways. We’re proud that Capital Income has taken off in the advisory space and we look forward to continuing to bring new solutions to the market.”

If an advisor does not have an insurance license, Capital Income is available through outsourced insurance desks that can act as agents of record and allow an advisor to continue to maintain discretionary authority over the client’s account. Learn more at [MidlandAdvisory.com](#).

About Midland National Life Insurance Company

For more than 115 years, [Midland National[®] Life Insurance Company](#) has been an industry leader, crediting the company’s strength to its commitment to stability, innovation, and dedicated customer service. Midland National is accredited by the Better Business Bureau, and has earned an A+ (Superior) rating from [A.M. Best](#), a large third-party independent reporting and rating company that rates an insurance company on the basis of the company’s financial strength, operating performance, and ability to meet its ongoing obligations to policyowners. This rating is the second highest out of 15 categories and was affirmed by A.M. Best for Midland National as part [Sammons[®] Financial Group, Inc.](#) on August 29, 2023. For more information, [click here](#).

¹ [Wink’s Sales & Market Report, 2nd Quarter, 2023](#)

² Advisory fees will be treated as partial surrenders, but will not be subject to surrender charges and market value adjustments. After Lifetime Payment Election Date, advisory fees will not reduce available lifetime income or enhanced benefits under the contract.

³ Known as ADL Benefit Rider in the contract. See contract for full ADL definitions and additional conditions required to elect it. THE ADL BENEFIT RIDER (ALSO KNOWN AS THE HEALTH-ACTIVATED INCOME MULTIPLIER) IS NOT LONG TERM CARE INSURANCE NOR IS IT INTENDED TO REPLACE LONG TERM CARE INSURANCE.

The Midland National Capital Income[®] is issued on base contract form AS201A/AS202A/ICC19-AS201A, or appropriate state variation including all applicable endorsements and riders.

Insurance products issued by Midland National Life Insurance Company, West Des Moines, Iowa. Product and features/options may not be available in all states or appropriate for all clients.

Midland Advisory, part of Midland National® Life Insurance Company, specializes in retirement solutions to help meet the needs of registered investment advisors (RIAs) and their clients. Midland Advisory is not an issuer of insurance products.

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