

Life

Accelerated Death Benefit Endorsements for Whole Life

Financial protection against critical, chronic, and terminal illnesses

Issued by Midland National® Life Insurance Company





Financial protection against critical, chronic, and terminal illnesses

As common as they seem to be, illnesses wreak havoc on the lives of Americans every day – disrupting both family life and financial plans. A life-changing ordeal, illnesses can often cause financial disruption — from paying medical expenses to covering child care and the mortgage.

There is a way, though, to help protect your financial security. Life insurance provides a death benefit to beneficiaries when the insured passes away. But what kind of protection do you have while alive? Unlike many other carriers, Midland National offers accelerated death benefit endorsements for critical, chronic and terminal illnesses with the purchase of our Select Whole Life 5 (SWL5) insurance product, at no additional premium.

How it works

Accelerated death benefits attached to a life insurance policy allow the policyowner to accelerate a portion of the death benefit*, in order to use the benefit while the insured is still living. There can be several triggers for this to occur: the insured (the person whose life is covered under the policy) is diagnosed with a qualifying critical, chronic or terminal illness. For those who qualify, these benefits are added to the policy at no additional premium at the time of issue. This endorsement is subject to eligibility requirements.

Prepare for the unexpected accelerated death benefit endorsements

The unexpected can and does happen. How do you plan to pay for extended nursing care for a chronic condition or the high cost of treatment if you are diagnosed with a critical illness like cancer? If you plan to use your own funds, keep the potential costs in mind.

The death benefit will be reduced by the amount of the death benefit accelerated. Since benefits are paid prior to death, a discount will be applied to the death benefit accelerated. As a result, the actual amount received will be less than the amount of the death benefit accelerated. There is an administrative fee at time of election. Talk to your agent for specific details.

Here are some of the costs you might expect to pay:

- Private room in a nursing home – \$105,850 per year¹
- Licensed home health aide (non-Medicare certified) – \$54,912 per year¹
- Average out-of-pocket expenses for cancer patient – \$703 per month²

* Throughout this document, “death benefit” means the face amount or proceeds payable to the beneficiary upon proof of insured’s death.

1. Source: Genworth 2020 Cost of Care Survey, August 2020. Median cost is quoted.

2. Source: “Even Insured Patients Are Overwhelmed by The Cost of Cancer Care” Forbes, August 10, 2017.

A real-life example of accelerated death benefits

We never think the worst could happen to us, until it does. Mike Anderson* was a healthy, physically fit 63-year-old. Unexpectedly, Mike suffered a cerebral hemorrhage and was completely paralyzed. This life-threatening condition put his family into immediate shock, as he had been very active and had no history of health issues. Mike and his wife, Laurie*, had educated their four children and had recently purchased a high-priced home that came with a big mortgage. Clearly, Mike's health was the most important issue; however it was hard for Laurie and her family to ignore the medical costs that were ahead of them. "This came out of nowhere and we were going to need a miracle," said Laurie.

Fortunately, Mike had a Midland National life insurance policy that had a special feature that allows an eligible policyowner to "accelerate" a portion of the death benefit annually for a chronic illness. For the Andersons, the accelerated death benefit made a world of difference. After qualifying for the benefit, the family received a check for \$145,000 to help cover the expenses for Mike's care. "I believe we got the best of both worlds because we received a portion of the policy proceeds when we needed it most and still have the remainder of the death benefit. It was truly a gift that we were able to be helped," said Laurie.

*Based on a true story. Client names were changed to protect identity.



Frequently asked questions

How do I qualify for accelerated death benefits?

A physician must provide written certification that the insured is critically, chronically, or terminally ill.

- **Critical illness:** Conditions that may qualify for the critical illness benefit include heart attack, cancer, stroke, major organ transplant, and kidney failure. Please contact your agent for complete details and definitions of benefits and conditions pertaining to this endorsement. The policyowner is allowed an election for each occurrence of a specified medical condition. The policyowner must file the claim within 12 months of the specified event occurrence.
- **Chronic illness:** In most cases, one is considered chronically ill when the insured has been certified through a written certification by a physician within the last 12 months as:
 1. Being unable to perform, for at least 90 days without substantial assistance from another person, at least two activities of daily living; or
 2. Requiring substantial supervision by another person, to protect oneself from threats to health and safety due to severe cognitive impairment.

In the state of Florida, the definition of chronic illness is:

1. Being unable to perform, for at least 90 days without substantial assistance from another person, at least two activities of daily living due to loss of functional capacity; or
 2. Requiring substantial supervision for protection from threats to health and safety due to severe cognitive impairment. Diagnosis of severe cognitive impairment must be made by a licensed medical practitioner.
- Severe cognitive impairment means a deficiency in a person's short-term or long-term memory, orientation to person, place or time, deductive or abstract reasoning, or judgment as it relates to safety awareness.
- **Terminal illness:** In most cases, one is considered terminally ill when a physician provides written certification that the insured has been diagnosed with a medical condition which results in a life span of 24 months or less. (12 months or less in Florida).

For complete details regarding the definitions and qualifications of these benefits, please speak with your agent.

Does the severity of the illness affect the benefit payment amount?

Yes. While the chronic and critical illness benefits provided by SWL5 may provide valuable benefits, it is also important to remember that whether benefits are payable, as well as the amount of any benefit, will depend on the impact an illness has on future mortality. Many illnesses, even certain forms of cancer, actually have a minimal impact on future mortality. This means that while your illness may be serious, it could be of a nature that would result in either a small benefit or even no benefit at all. If you make a claim to receive these benefits, we will assess mortality and other factors in determining the amount of any benefit that may be payable. We may also determine that a minimum impact to mortality or another factor results in no benefit being payable.

How much of the policy death benefit can be accelerated?

The total amount of death benefit available for acceleration is \$2,000,000 per policy.

The death benefit will be based on the qualifying illness on a per policy basis. When you apply for coverage, if the policy is issued with the Critical, Chronic and Terminal Illness endorsement, or the Chronic and Terminal Illness endorsement, the lifetime policy maximum will be \$2,000,000. If the policy is issued with the Terminal Illness endorsement only, the lifetime policy maximum will be \$1,000,000. The lifetime policy maximum is the total acceleration of death benefit from multiple claims.

The death benefit will be reduced by the amount of the death benefit accelerated. Since benefits are paid prior to death, a discount will be applied to the death benefit accelerated. As a result, the actual amount received will be less than the amount of the death benefit accelerated.

Did you know?

Individuals with chronic and mental health conditions make up **90%** of health care expenses in the United States each year.³

*Policies receiving the terminal illness only endorsement can accelerate up to \$1,000,000 per policy.

- **Critical illness:** The minimum accelerated death benefit amount for each claim, except the final election, is the smaller of 10% of the death benefit amount on election date or \$100,000. The maximum accelerated death benefit for each claim is the smaller of 90% of the death benefit on election date or \$1,000,000. This amount may be smaller for a final election. A discount factor based on mortality and interest will be applied to the accelerated death benefit payment. Only one election can be made for each occurrence of a specified medical condition.
- **Chronic illness:** The minimum accelerated amount at each election, except the final election, is 5% of the death benefit or \$50,000, whichever is less. The maximum per election is 24% of the death benefit on the initial election date or \$480,000, whichever is less. One election is available every 12 months. A discount factor based on mortality and interest will be applied to the accelerated death benefit payment. The payment will be made in a lump sum. The accelerated death benefit may be limited when policy changes are made.
- **Terminal illness:** The minimum accelerated amount is 10% of the death benefit or \$100,000, whichever is less on the election date. The maximum that can be accelerated is 90% of the death benefit on the election date or \$1,000,000, whichever is less. Only one election per policy can be made for terminal illness. A discount factor based on mortality and interest will be applied to the accelerated death benefit payment. All accelerated death benefits will terminate with the policy. Termination will not affect accelerated death benefit payments for any qualifying event that occurred while the endorsement is in effect.

How much does the accelerated death benefit cost?

There is no additional premium at issue for the accelerated death benefit feature. However, for each election, we charge an administrative fee.

An accelerated death benefit payment the owner may receive will be less than the face amount accelerated. The following occurs when a policyowner elects to accelerate the death benefit.

1. The policy face amount is reduced by the accelerated amount.
2. The benefit payment is determined by reducing the accelerated amount by:
 - a. An actuarial discount.
 - For terminal illness elections, the discount is based on current interest rates using an 18-month time period.
 - For critical and chronic illness elections, the discount amount is determined through an underwriting process at the time of election. See the **Underwriting at time of election** section below.
 - b. An administrative fee.
 - c. Debt repayment amount

Underwriting at time of election

For critical and chronic illness elections, the actuarial discount is based primarily upon our evaluation of the insured's life expectancy. A shorter life expectancy will result in a larger payment and a longer life expectancy will result in a smaller payment *which may be as low as zero dollars*. Our evaluation of the insured's health may be based upon several sources including our underwriting manual, published survival rates from medical data, reinsurer review, medical records, and any other underwriting techniques in use at the time of election. The actuarial discount also takes into account the value of all future premiums Midland National expected to receive on the accelerated amount prior to the death of the insured, as well as lost investment income.

How can these benefits be offered with no additional premium charge?

The payment is designed to be actuarially equivalent to the death benefit that would have been paid at the time of death. Because of the time value of money (present money has a higher value than future money) we discount the actual payment made from the full death benefit accelerated.

A payment the policyowner may receive will be less than the amount of death benefit accelerated because the benefit is paid prior to death. An actual payment depends on factors such as life expectancy and the interest rate environment at the time of election. A shorter life expectancy and/or a lower interest rate will lead to a higher accelerated death benefit payment.

Did you know?

More than **5 million** Americans have Alzheimer's disease.⁴

3. Source: Center for Disease Control. Confirmed February 15, 2021, from <https://www.cdc.gov/chronicdisease/about/costs/index.htm>

4. Source: Center for Disease Control. Confirmed February 15, 2021, from <https://www.cdc.gov/aging/caregiving/alzheimer.htm>

5. Source: Centers for Disease Control and Prevention. Confirmed February 15, 2021, from <https://www.cdc.gov/chronicdisease/resources/publications/factsheets/heart-disease-stroke.htm>

What effect does acceleration of the death benefit have on the life insurance policy?

The death benefit of the life insurance policy will be reduced by the full amount that is accelerated, prior to the discount. The account value, cash value, and loan balance will be reduced by the same proportion as the death benefit.

Please note that if the policy has policy debt (i.e., loans against the policy), policy debt must be reduced in the same proportion to the amount of death benefit accelerated with a portion of the accelerated death benefit payment used to pay down policy debt. Since benefits are paid prior to death, a discount will be applied to the death benefit accelerated. As a result, the actual amount received will be less than the amount of the death benefit accelerated.

During a critical illness or chronic illness election period, the policyowner may not increase or decrease the specified death benefit amount, change the death benefit option, or take withdrawals; however, loans are available (except upon a final election for Chronic Illness).

Do I have to pay premiums after electing a benefit?

For terminal illness accelerated death benefits, we waive all premium requirements after we pay an accelerated death benefit.

For a chronic or critical illness election, premiums will not be waived during the election period. After each election date, premiums will continue to be payable, but will be calculated at the reduced face amount. Premiums for riders, other than a Waiver of Premium rider, and any policy fee, will not be reduced.

Did you know?

One-third of all deaths in the United States are caused by heart disease, stroke, and cardiovascular diseases.⁵



May I elect to receive an accelerated death benefit right away?

There is no waiting period after you elect to accelerate the death benefit, as long as a physician certifies that the insured meets the qualifications for the benefit as defined in the endorsement form.

Do I have to spend the money on medical-related expenses?

Midland National does not require you to submit receipts or use the benefit to cover specific costs. Generally, the accelerated benefit payment can be used for any purpose with few limitations or restrictions on benefits. See the **“Are there tax consequences?”** section below for details on tax treatment.

Is it possible to qualify for a life insurance policy, but not the accelerated death benefit feature?

Yes. You will not qualify for critical or chronic illness accelerated death benefits if your health is rated too far below a certain underwriting risk classification or if you have a specific health condition that requires an extra premium charge known as a “medical flat extra.” If you qualify for life insurance coverage, then the terminal illness accelerated death benefit endorsement will be issued with the policy. Ask your Midland National agent to help determine which benefit is available in your case.

Are these endorsements the same as long-term care insurance?

No. The Accelerated Death Benefit Endorsement for critical, chronic, and terminal illness provides a portion of the life insurance policy's death benefit in advance, so the ultimate policy death benefit paid to the beneficiary is reduced. Traditional long-term care insurance can be a stand-alone policy or optional rider with its own premiums. Please keep in mind that these benefits are not intended to replace health or disability insurance. As a reminder, this is not long-term care insurance and it is not intended to replace long-term care insurance.

Are there tax consequences?

Unlike conventional life insurance proceeds, amounts payable as accelerated death benefits could be taxable in some circumstances. We recommend that you consult your personal tax advisor prior to electing an accelerated death benefit to assess the tax treatment in your individual circumstance. Midland National does not give legal or tax advice.

Did you know?

In the United States, **60 percent** of adults have a chronic disease and **40 percent** have multiple chronic diseases.⁶

6. Source: Centers for Disease Control and Prevention. Confirmed February 15, 2021, from <https://www.cdc.gov/chronicdisease/about/index.htm>

7. A.M. Best is 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 obligations to policyholders. S&P Global Ratings is an independent, third-party rating firm that rates on the basis of financial strength. Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company's ability to meet its financial obligations. The ratings above apply to Midland National's financial strength and claims-paying ability. A.M. Best rating affirmed on August 19, 2020. For the latest rating, access ambest.com. Awarded to Midland National® as part of Sammons® Financial Group Inc., which consists of Midland National® Life Insurance Company and North American Company for Life and Health Insurance®. Standard & Poor's rating assigned Feb. 26, 2009 and affirmed on May 14, 2020. Fitch Ratings, a global leader in financial information services and credit ratings, on May 1, 2020, affirmed an Insurer Financial Strength rating of A+ Stable for Midland National. This rating is the fifth highest of 19 possible rating categories. The rating reflects the organization's strong business profile, low financial leverage, very strong statutory capitalization, and strong operating profitability supported by strong investment performance. For more information access fitchratings.com.

Texas Residents: Receipt of acceleration-of-life-insurance benefits may affect you, your spouse's or your family's eligibility for public assistance programs such as medical assistance (Medicaid), Aid to Families with Dependent Children (AFDC), supplementary social security income (SSI), and drug assistance programs. You are advised to consult with a qualified tax advisor and with social service agencies concerning how receipt of such a payment will affect you, your spouse's and your family's eligibility for public assistance.

Select Whole Life 5 (policy form LISI) and Accelerated Death Benefit Endorsements for Critical, Chronic, and Terminal Illness (form series TRI72), Accelerated Death Benefit Endorsements for Critical and Chronic Illness (form series TRI71) and Accelerated Death Benefit Endorsement for Terminal Illness (form series TRI70) are issued by Midland National Life Insurance Company, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Products, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

Midland National does not give legal or tax advice. Please consult with and rely upon a qualified legal or tax advisor.

Accelerated Death Benefits are subject to eligibility requirements.

ACCELERATED DEATH BENEFITS ARE NOT HEALTH, DISABILITY OR LONG TERM CARE INSURANCE NOR ARE THEY INTENDED TO REPLACE HEALTH, DISABILITY, OR LONG TERM HEALTHCARE INSURANCE.

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Midland National[®] is a Sammons Financial Group company.

We are committed to our customers, distribution partners, employees and communities – and the deeply rooted belief that we grow stronger together.

With so much change happening in the world, people are looking for companies that can stand the test of time. They need a partner that can weather life's storms. That's us. For over a century, we have been here for our customers and honoring our commitments. And because we're privately owned, we don't measure our impact by the number of years we've been in business, investor goals or size of the company. We are proud of our impact of the financial futures we help secure, and the legacies we help establish.

We believe that we aren't here to serve just today's customers, but customers for generations to come. As we look ahead to our next hundred years, that fundamental principle remains rich in its vision. No matter how much change happens in the world around us, we strive to find new ways to create value for our customers.

Just like always.



Midland National has continued to earn high ratings, based on our financial strength, operating performance, and ability to meet obligations to our policyholders and contract holders. Midland National currently holds the following ratings:



“A+”

A.M. Best⁷ (Superior) (Second category of 15)

S&P Global Ratings⁷ (Strong) (Fifth category of 22)

Fitch Ratings⁷ (Stable) (Fifth category of 19)