

Orion IUL **outshines the competition**

Orion ranks #1 among top competitors

Orion is the top-ranked IUL product among top competitors when comparing maximum distributions and charges at certain issue ages. The following information provides a high-level, competitive comparison of these products. Please refer to the company’s contract or product information for specific details.

Orion highlights

- Flexible death benefit protection
- Uncapped account options to maximize crediting potential
- Optimized accumulation potential when max funded
- WriteFit Underwriting™ program to help get your client’s policy approved in under 24 hours¹
- Cash value accumulation for supplemental retirement income, college tuition or other goals

Indexed universal life illustration comparison

Maximum distributions at maximum illustrated rate charges

Male, 35, Preferred Best, S&P 500^{®i} High Cap² Account

Company	Product	Maximum distribution	Cash value at age 65	Charges at age 65	Death benefit at age 65	Target premium
Securian (Minnesota Life)	Orion IUL (High Cap)	\$139,590	\$1,511,304	\$65,573	\$459,625	\$4,674
Allianz	LifePro+	\$139,372	\$1,538,178	\$67,372	\$449,031	\$4,445
Penn Mutual	Accumulation Builder Select IUL	\$138,204	\$1,479,413	\$73,147	\$501,321	\$5,013
North American	Builder IUL	\$137,680	\$1,520,864	\$61,443	\$448,034	\$4,453
Pacific Life	Pacific Discovery Xelerator IUL (High Cap)	\$129,813	\$1,423,540	\$342,425	\$446,690	\$6,000
American General	Max Accumulator+ IUL (High Cap)	\$129,138	\$1,411,643	\$70,759	\$482,085	\$5,351
National Life	NL FlexLife II	\$125,280	\$1,392,753	\$98,140	\$512,380	\$5,231
Lincoln Financial	LifeReserve IUL Accumulator 14	\$121,798	\$1,370,433	\$56,788	\$451,533	\$5,608
John Hancock	Accumulation IUL 17 (Plus Capped Account)	\$118,536	\$1,294,730	\$187,990	\$465,347	\$4,816
Nationwide	YourLife Indexed UL Accumulator	\$102,924	\$1,154,792	\$61,906	\$492,110	\$5,038

Male, age 35, Preferred Best underwriting class, pay to retirement minimum non-MEC death benefit; increasing death benefit switching to level at age 65 (S&P 500 High Cap Account when available); 20 annual distributions starting at age 66; fixed annual premium of \$15,000 to age 65; S&P 500[®] annual point-to-point

Maximum distributions at 5% illustrated rate charges

Female, age 45, Preferred, S&P 500® with Multiplier³ and Death Benefit Spread Rider (if available)

Company	Product	Maximum distribution	Cash value at age 65	Charges at age 65	Death benefit at age 65	Target premium
Securian (Minnesota Life)	Orion IUL with Multiplier and IPA Flex	\$64,961	\$808,108	\$90,599	\$713,773	\$10,635
Pacific Life	Pacific Discovery Xelerator IUL with Benefit Distribution Rider	\$64,734	\$791,951	\$240,686	\$659,465	\$10,000
Nationwide	YourLife Indexed UL Accumulator with Multiplier	\$61,620	\$762,451	\$77,090	\$743,073	\$11,703
American General	Max Accumulator+ IUL with Select Income Rider (Core Cap)	\$60,970	\$775,839	\$101,759	\$727,157	\$11,489
Allianz	LifePro+	\$60,600	\$773,933	\$79,381	\$697,485	\$9,783
Penn Mutual	Accumulation Builder Select IUL	\$57,840	\$771,635	\$92,122	\$765,409	\$10,563
John Hancock	Accumulation IUL 17	\$53,762	\$707,859	\$97,782	\$734,793	\$11,139
North American	Builder IUL	\$53,701	\$773,960	\$79,768	\$698,520	\$10,443
National Life	NL FlexLife II with Benefit Distribution Option	\$52,686	\$741,207	\$87,016	\$765,532	\$10,932
Lincoln Financial	LifeReserve IUL Accumulator 14	\$45,848	\$719,338	\$76,853	\$700,338	\$11,093

Female, age 45, Preferred underwriting class, pay to retirement minimum non-MEC death benefit; increasing death benefit switching to level at age 65 (death benefit spread riders and multiplier accounts when available); 20 annual distributions starting at age 66; fixed annual premium of \$25,000 to age 65; spread death benefit options turned on (where available); S&P 500® annual point-to-point

Maximum distributions at maximum illustrated rate charges

Male, age 55, Standard, S&P 500® with Death Benefit Spread Rider (if available)

Company	Product	Maximum distribution	Cash value at age 65	Charges at age 65	Death benefit at age 65	Target premium
Pacific Life	Pacific Discovery Xelerator IUL with Benefit Distribution Rider	\$82,971	\$819,288	\$258,658	\$526,519	\$14,000
Securian (Minnesota Life)	Orion IUL with IPA Flex	\$74,331	\$805,786	\$125,253	\$522,529	\$15,388
Penn Mutual	Accumulation Builder Select IUL	\$69,864	\$791,811	\$117,112	\$536,845	\$15,515
Allianz	LifePro+	\$69,170	\$782,211	\$110,469	\$525,661	\$15,202
National Life	NL FlexLife II with Benefit Distribution Option	\$68,121	\$746,424	\$105,340	\$533,707	\$15,872
North American	Builder IUL	\$65,372	\$763,710	\$123,136	\$513,122	\$15,881
Lincoln Financial	LifeReserve IUL Accumulator 14	\$64,539	\$757,373	\$104,751	\$453,270	\$16,853
American General	Max Accumulator+ IUL with Select Income Rider	\$60,624	\$706,470	\$154,580	\$521,802	\$16,708
Nationwide	YourLife Indexed UL Accumulator	\$60,612	\$708,230	\$91,112	\$521,810	\$13,834
John Hancock	Accumulation IUL 17	\$56,748	\$675,765	\$141,025	\$521,709	\$15,677

Male, age 55, Standard underwriting class, pay to retirement minimum non-MEC death benefit; increasing death benefit switching to level at age 70 (death benefit spread riders when available; no high cap accounts); 20 annual distributions starting at age 71; fixed annual premium of \$35,000 to age 70; spread death benefit options turned on (where available); S&P 500® annual point-to-point

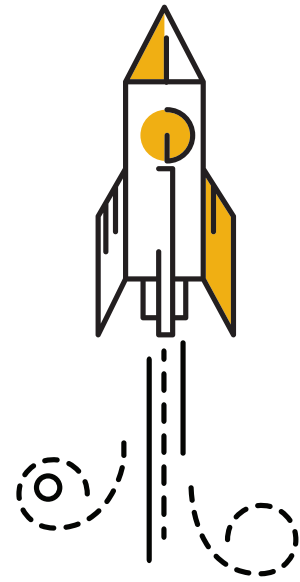
These illustrations assume that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown. Clients should be provided a complete basic illustration.

This comparison does not take all material factors into account and must not be used with the public. These factors include but are not limited to: indexed account options, rider availability, surrender periods or fees and expenses. For information regarding these and other factors please consult each company's respective policy guide.

TAKE YOUR CLIENT'S ORION POLICY TO NEW HEIGHTS WITH IPA FLEX

Securian's Income Protection Flex Agreement (IPA Flex), available exclusively with Orion, allows for an irrevocable settlement option that pays part or all of the policy's death proceeds as a monthly or annual benefit over 10-30 years.⁴

- Death benefit can be paid in a combination of a lump-sum payment and installment payments.
- May enhance the annual policy credit,⁵ which can increase the policy's cash value and allow for increased policy distributions while the insured is alive.⁶
- Clients can make the following changes at any time:
 - Decrease their lump-sum benefits.
 - Add IPA Flex to their policies.



CONTACT your Life Sales Support Team to learn more about Orion's competitive ranking and how it can light the way to a brighter future for you and your clients:

- **1-877-696-6654** (Securian and Broker-Dealer)
- **1-888-413-7860, option 1** (Independent Brokerage)

¹ Upon completion of a tele-interview.

² This indexed account employs an indexed 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.

³ 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.

⁴ 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.

⁵ 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.

⁶ 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.

All illustration data provided by Competitor Illustration Software, August 2017.

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.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods.

These are general marketing materials and, accordingly, should not be considered investment advice or a recommendation that any particular product or feature is appropriate or suitable for any particular individual. These materials are based on hypothetical scenarios and are not designed for any particular individual or group of individuals (for example, any demographic group by age or occupation). The materials were prepared for financial professionals who are experienced in investment and/or insurance matters. As a result, they should not be reviewed or relied on by any other persons. Securian Financial Group, and its affiliates, have a financial interest in the sale of their products.

The Indexed Universal Life Series is designed first and foremost to provide life insurance protection. While the indexed crediting options are attractive for cash accumulation, the product should always be promoted to first meet the death benefit needs of families and businesses with cash accumulation as a secondary benefit.

Guarantees are based on the claims paying ability of the issuing insurance company.

All indexed accounts available with the Indexed Universal Life Series employ a point-to-point interest crediting method with one-year index segments - except where noted - established monthly. Interest credits for any index segment may range from a minimum (0% or 1%) up to the maximum (which may be unlimited for some accounts) for that segment. These policies guarantee that the total interest credited over the life of the policies will not be less than a 2.00% effective annual interest rate.

The underlying indices only recognize the changes in stock prices and do not include any dividend returns. While the policy and the Indexed Accounts do not actually participate in the stock market or the S&P 500® Index, and one cannot invest directly in an Index, the performance of the underlying index may exceed the offered indexed growth caps, if applicable. Interest crediting within these accounts will vary based on the movement of the investments within the underlying index. Should the index have 0% growth or decline, policy owners bear the risk that no Index credit will be given to the account.

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