

Is GUL/VGUL right for your group?

Group Universal Life (GUL) and Variable Group Universal Life (VGUL) are unique life insurance products. VGUL combines life insurance protection with an investment option. GUL combines life insurance protection with a cash value account.

The investment option in VGUL or cash value account in GUL, allows employees to contribute extra premium, above and beyond the cost of insurance, into the policy. Because any gains in the investment options or cash value account grow tax

deferred, policyholders can potentially accumulate money faster than a taxable investment offering a similar rate of return.¹ At the death of the insured, the death benefit, plus any cash value accumulation in the policy, passes tax free to the beneficiary.

As a pioneer in the field of Group Universal Life products, we have found that employers and employees with the following characteristics are particularly well-suited to take advantage of the benefits a GUL or VGUL product has to offer. Many of these employees are found within industries such as law, health care, engineering, financial services, technology and pharmaceuticals.

Universal Life works particularly well with:

Employers

- Who provide executive compensation plans.
- Looking for alternatives to split-dollar compensation.
- That require employee participation in a group life plan.
- Who have payroll-deduction capabilities.
- Looking for technology solutions to streamline benefits administration, underwriting and enrollment.
- Provide online access to employees to manage benefits.

Employees

- Who are financially savvy.
- Who are highly compensated with significant discretionary income.
- Who are comfortable using web technology.
- Who have a high rate of participation in 401(k) plans.
- Who actively invest and manage their current assets.²
- Who want a tax advantaged way to supplement their retirement plan.
- Who want tax advantages and access to their assets before retirement.³

¹ There are fees and expenses associated with owning a VGUL policy, such as management fees, fund expenses, distribution fees, and mortality and expense charges.

² Investments in the variable subaccounts will fluctuate, and when redeemed, may be worth more or less than originally invested.

³ Loans and withdrawals will reduce both the policy cash value and death benefit.

This information must be preceded or accompanied by a current VGUL prospectus. You should consider the investment objectives, risks, charges and expenses of a portfolio and the variable insurance product carefully before investing. The portfolio and variable insurance product prospectuses contain this and other information. Please read the prospectuses carefully before investing.

Group Universal Life is offered under policy form series 00-30252, 01-30287T or 04-30664 or a state variation thereof; Term Life is offered under policy form series MHC-96-13180, MHC-97-130010T, 04-30686 or a state variation thereof; and Variable Group Universal Life is offered under policy form series MHC-94-18660, MHC-96-18710T, 04-30704 or a state variation thereof. Not all policies are available in all states.

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