

# Learn the Advantages Of: FIXED INDEXED ANNUITIES

## An Educational Workshop

Presented by: Jim Grazioli - President  
Comprehensive Financial Group Inc.  
Financial Service Professional – 33 Yrs.

**A Discussion For The Person That Is Most Interested in, Earnings, & Free Withdrawals as needed, With No Losses & Only Gains Applied:**

**The Index Annuity Includes:**

- 1. Diversified Index Strategy – With: Fidelity Investments, S&P 500, and Black Rock**
- 2. No Losses – Share of Market Earnings - Potential Double-Digit Earnings**
- 2. Annual Withdrawals Up To 10%**
- 4. *Death Benefit = Accumulation Value sent directly to Beneficiaries and avoids Probate***



# NATIONAL ETHICS ASSOCIATION

**REGISTERED MEMBER**

James R Grazioli

*The aforementioned individual is a registered member of the National Ethics Association, a community of business owners and professionals who support enhanced transparency and ethical business practices.*

*This Certificate of Membership is valid through:*

**01/06/2025**




**National Ethics  
Association™**

ethics.net



# What to look for when selecting an *Insurance Company*

- ▶ Solvency (*Assets over Liabilities to meet all obligations*)
  - ▶ Liquid Assets (*To meet unforeseen emergency cash requirements that may arise*)
  - ▶ Capital & Surplus to Assets (*Capital & surplus divided by total assets*)
  - ▶ AM Best Rating (*Performance in Investment Quality, Policy Reserves, Cost Control, Management Experience*)
- 

- ▶ WE REPRESENT MANY COMPANIES

- ▶ ONE OF OUR MAIN COMPANIES WE ARE PROUD TO FEATURE IS:

- ▶ MIDLAND NATIONAL - Over 110 Years Old
  - ▶ A+ Superior Rated

- ▶ Managed by The Following Diversified Strategies:
  - ▶ Fidelity Investments – S&P 500 – Black Rock
    - ▶ Potential Double-Digit Earnings
      - ▶ (With a Contractual Guarantee of No Market Losses)
    - ▶ Withdrawals Up To 10% After 1<sup>st</sup> Year
  - ▶ **NO LOSSES:** SAFETY OF PRINCIPAL & EARNINGS

Over 110 years of strength and stability

## You can have confidence in Midland National®

### We focus on what matters most

With 114 years of business under our belt, Midland National's continued and consistent financial strength is a result of our conservative and disciplined investment strategy, our private ownership structure, and doing what's right for our distribution partners and policyowners.

### Speaking of policyowners, did you know...

Midland National holds over **1.0 million annuity and life insurance policies**, with assets of over **\$67.2 billion** in 2020.<sup>1</sup>

### History of strength

As an affiliate of the privately held Sammons® Financial, we are not subject to the short-term earning pressures that publicly held companies often face. As we reflect on over a century of life insurance business, we are proud of our history of making decisions for the long-term and of our continued tradition of financial strength and stability. The high ratings we've maintained from the major rating agencies are testaments to that strength:

# “A+”

**A.M. Best**<sup>SM</sup> (Superior) (Second category of 15)  
**S&P Global Ratings**<sup>SM</sup> (Strong) (Fifth category of 22)  
**Fitch Ratings**<sup>SM</sup> (Stable) (Fifth category of 19)

With a track record like this, you can have confidence in Midland National.



The above ratings apply to Midland National's financial strength and claims paying ability. These ratings do not apply to the safety or performance of the variable accounts, which will fluctuate in value.

# Measures of strength - 2020 fact sheet

While we celebrated our 114th year of business in 2020 and are eagerly looking ahead to the future, here is a glance at the success we enjoyed in asset quality for the year 2020.

## Balance sheet<sup>1</sup>: Midland National Life and Annuity business

### Assets As of Dec. 31, 2020 (In thousands)

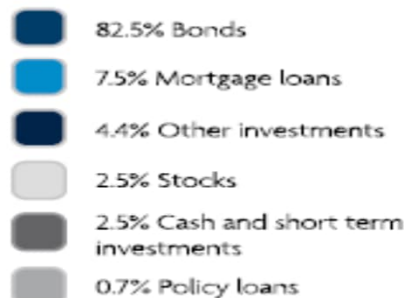
Bonds	\$48,737,704
Stocks	\$1,484,666
Cash and short-term investments	\$1,448,036
Mortgage loans	\$4,403,274
Loans to policyholders	\$404,383
Other invested assets	\$2,616,698
Accrued investment income	\$461,240
Separate account assets	\$5,779,605
All other assets	\$1,926,897
<b>Total assets</b>	<b>\$67,262,503</b>

### Liabilities and capital As of Dec. 31, 2020 (In thousands)

Life and annuity reserves	\$43,814,697
Interest maintenance reserve (IMR)	\$60,632
Asset valuation reserve (AVR)	\$506,759
Funds withheld under coinsurance	\$4,079,473
Accounts payable and other liabilities	\$9,054,569
Separate account liabilities	\$5,541,314
<b>Total liabilities</b>	<b>\$63,057,444</b>
<b>Capital and surplus</b>	<b>\$4,205,059</b>
<b>Total liabilities, capital, and surplus</b>	<b>\$67,262,503</b>

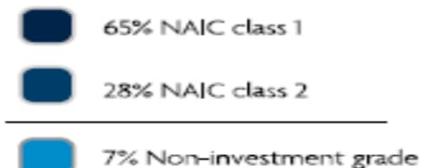
## Strength

### Investments by type



### Bonds by NAIC quality rating

#### 93% Investment grade



Stated as a percent of total invested assets.




Visit [MidlandNational.com](https://MidlandNational.com) to learn more.

Sammons Financial<sup>®</sup> is the marketing name for Sammons<sup>®</sup> Financial Group, Inc.'s member companies, including Midland National<sup>®</sup> Life Insurance Company. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, Midland National Life Insurance Company.

1. Midland National<sup>®</sup> balance sheet as of Dec. 31, 2020 (in thousands). Information presented is on a Statutory Accounting basis.

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)** A.M. Best rating affirmed on July 30, 2021. For the latest rating, access [ambest.com](https://ambest.com). **b)** Awarded to Midland National<sup>®</sup> as part of Sammons<sup>®</sup> Financial, which consists of Midland National<sup>®</sup> Life Insurance Company and North American Company for Life and Health Insurance<sup>®</sup>. **c)** Standard & Poor's rating assigned Feb. 26, 2009 and affirmed on June 2, 2021. **d)** Fitch Ratings, a global leader in financial information services and credit ratings, on April 23, 2021, 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](https://fitchratings.com).

# Fidelity Investments & Midland National

- ▶ Fidelity Investments and Midland National have teamed up to offer Fixed Indexed Annuities with the expertise of the Fidelity Management and the Midland National Indexed Annuities with a contractual guarantee of never a dollar lost from market declines or crashes.
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# **Next 2 Slides: Sample Illustration\***

**Diversified Investment Strategy with the following companies:**

**Fidelity Investments, S&P 500 & Black Rock**

**Annual Average Returns: 9.31%\*\***

**Annual Withdrawals If Needed:  
Up to 10% of Accumulation Value**

▶ **FULL ILLUSTRATION WILL BE PROVIDED AT APPOINTMENT**

▶ \*Rates Are Subject To Change

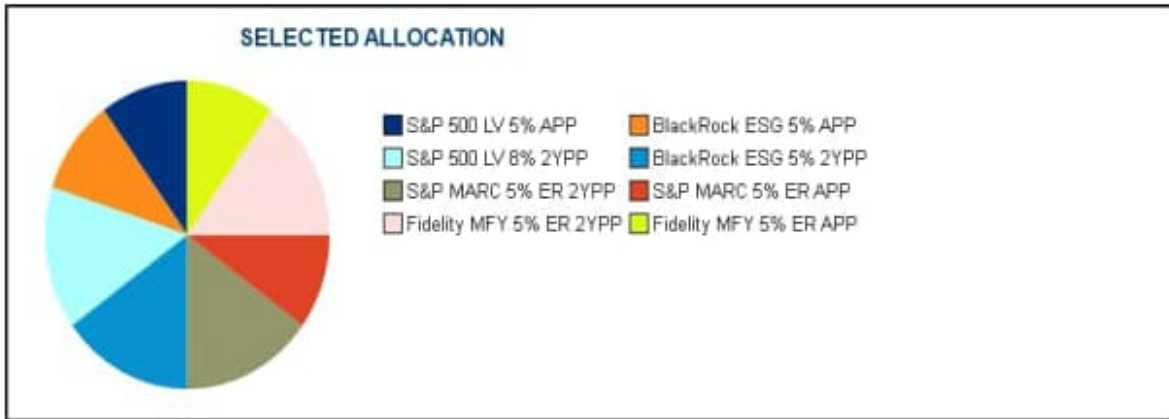
▶ \*\* Not a Guarantee – Based on Last 10 Year Returns

▶



**ALLOCATION SELECTION INFORMATION**

Allocation Option	Current Declared Rate	Strategy Fee Annual Percentage	Allocation Percentage
S&P 500 Low Volatility Daily Risk Control 5% (APP)	0.25% Annual Index Margin	N/A	10%
BlackRock ESG US 5% Index ER (APP)	0.00% Annual Index Margin	N/A	10%
S&P 500 Low Volatility Daily Risk Control 8% (2YPP)	1.25% Annual Margin times 2 (applied at end of term)	N/A	15%
BlackRock ESG US 5% Index ER (2YPP)	275.00% Two-Year Participation Rate	N/A	15%
S&P Multi-Asset Risk Control 5% Excess Return (2YPP)	275.00% Two-Year Participation Rate	N/A	15%
S&P Multi-Asset Risk Control 5% Excess Return (APP)	205.00% Annual Participation Rate	N/A	10%
Fidelity MFY 5% ER (2YPP)	355.00% Two-Year Participation Rate	1.00%	15%
Fidelity MFY 5% ER (APP)	0.00% Annual Index Margin	N/A	10%



S&P MARC 5% ER is the S&P Multi-Asset Risk Control 5% Excess Return Index.  
 Fidelity MFY 5% ER is the Fidelity Multifactor Yield Index 5% ER.  
 S&P 500 LV 5% is the S&P 500 Low Volatility Daily Risk Control 5% Index.  
 S&P 500 LV 8% is the S&P 500 Low Volatility Daily Risk Control 8% Index.  
 BlackRock ESG 5% is the BlackRock ESG US 5% Index ER.

**Diversification with the following Strategies:  
Fidelity Investments, S&P 500, Black Rock**

**Contractual Guarantee:  
No Market Losses Applied  
To Principal or Interest Earned**

**ILLUSTRATION SNAPSHOT**

Annuitant (Age): **Mr. Client - 60 (60)**  
 Premium: **\$300,000.00**  
 Agent Name: **JAMES GRAZIOLI**  
 State: **FL**

**NON-GUARANTEED ANNUITY CONTRACT VALUES**  
**MOST RECENT PERIOD** from 12/31/2012 to 12/31/2022

**Annual Effective Rate: 9.31%<sup>+</sup>**

This chart illustrates values based on the 10 most recent years of historical index performance, selected withdrawals, the initial allocation, current Strategy Fees and current rates. The Accumulation Value reflects Strategy Fees. Please refer to page 6 for Guaranteed Annuity Contract Values.

END OF YEAR	Youngest Annuitant Start Age/End Age	Premium	Annual Withdrawals <sup>1</sup> (Beginning of Year)	Accumulation Value/Death Benefit	Surrender Value <sup>^</sup>	Credited Interest Rate <sup>**</sup>
<b>At Issue</b>	<b>60</b>	<b>\$300,000</b>		\$300,000		
1	60 / 61	-	\$0	\$307,689	\$279,997	2.56%
2	61 / 62	\$0	\$0	\$385,145	\$350,482	25.47%
3	62 / 63	\$0	\$0	\$385,145	\$353,948	0.00%
4	63 / 64	\$0	\$0	\$411,096	\$377,797	7.10%
5	64 / 65	\$0	\$0	\$432,897	\$401,728	5.30%
6	65 / 66	\$0	\$0	\$496,610	\$460,854	15.07%
7	66 / 67	\$0	\$0	\$525,159	\$492,074	5.75%
8	67 / 68	\$0	\$0	\$708,366	\$670,114	35.25%
9	68 / 69	\$0	\$0	\$716,414	\$690,623	1.14%
10	69 / 70	\$0	\$0	\$719,382	\$719,382	0.83%
11	70 / 71	\$0	\$0	\$733,904	\$733,904	2.02%
12	71 / 72	\$0	\$0	\$865,450	\$865,450	18.33%
13	72 / 73	\$0	\$0	\$882,023	\$882,023	1.91%
14	73 / 74	\$0	\$0	\$1,044,664	\$1,044,664	18.86%
15	74 / 75	\$0	\$0	\$1,063,592	\$1,063,592	1.81%
16	75 / 76	\$0	\$0	\$1,265,184	\$1,265,184	19.40%
17	76 / 77	\$0	\$0	\$1,286,818	\$1,286,818	1.71%
18	77 / 78	\$0	\$0	\$1,537,291	\$1,537,291	19.93%
19	78 / 79	\$0	\$0	\$1,562,037	\$1,562,037	1.61%
20	79 / 80	\$0	\$0	\$1,873,959	\$1,873,959	20.46%
30	89 / 90	\$0	\$0	\$5,278,460	\$5,278,460	22.89%
55	114 / 115	\$0	\$0	\$80,508,906	\$80,508,906	0.39%
<b>Total Withdrawals:</b>		<b>First 30 Yrs: Cumulative:</b>	<b>\$0</b> <b>\$0</b>			<b>9.31%<sup>+</sup></b>

Certain Index Crediting Options include a Strategy Fee, which is assessed against the Accumulation Value allocated to that option each crediting term.

You should carefully consider the potential credited interest rate benefits of these Crediting Options and the corresponding Strategy Fees assessed.

<sup>+</sup> Annual Effective Rate over first 10 years.

<sup>^</sup> Does not reflect applicable Market Value Adjustment (MVA). See page 12 for more information.

<sup>\*</sup> Credited Interest Rate does not reflect Strategy Fees.

<sup>\*\*</sup> During years 11+ the annual effective rate over the first 10 years is used for the credited interest rate.

<sup>1</sup> Subject to any applicable penalty-free withdrawal provisions.

**ILLUSTRATION SNAPSHOT**

Annuitant (Age): **Mr. Client - 60 (60)**

Premium: **\$300,000.00**

Agent Name: **JAMES GRAZIOLI**

State: **FL**

Illustration Date: **12/30/2023**

This illustration is not valid unless all pages are present.

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# Next Slide

- ▶ The Next Slide Shows the following Annual Average rate of returns:
- ▶ The Highest 10 Year Period – 14.79%\*
- ▶ The Most Recent 10 Year Period – 9.31%\*
- ▶ The Lowest 10 Year Period – 9.09%\*
- ▶ \* Not a Guaranteed of Future Results

**NON-GUARANTEED ANNUITY CONTRACT VALUES  
INDEX GROWTH PERIOD COMPARISON - MOST RECENT, HIGH, LOW**

The Annual Effective Rates reflect initial allocations and application of current Index Strategy Rates to historical index returns, unless otherwise noted. The Accumulation Value reflects strategy fees and selected withdrawal activity.

**Annual Effective Rate Most Recent: 9.31%<sup>†</sup>**

**Annual Effective Rate Highest: 14.79%<sup>†</sup>**

**Annual Effective Rate Lowest: 9.09%<sup>†</sup>**

Contract Year	MOST RECENT		HIGHEST		LOWEST			
	Credited Interest Rate*	Accumulation Value	Credited Interest Rate*	Accumulation Value	Credited Interest Rate*	Accumulation Value		
At Issue		\$300,000		\$300,000		\$300,000		
1	2.56%	\$307,689	4.92%	\$314,766	1.75%	\$305,262		
2	25.47%	\$385,145	33.99%	\$420,842	20.62%	\$367,294		
3	0.00%	\$385,145	2.40%	\$430,956	0.71%	\$369,894		
4	7.10%	\$411,096	22.64%	\$526,888	9.27%	\$402,776		
5	5.30%	\$432,897	3.34%	\$544,493	4.40%	\$420,492		
6	15.07%	\$496,610	17.31%	\$636,486	14.56%	\$480,170		
7	5.75%	\$525,159	2.11%	\$649,909	5.76%	\$507,841		
8	35.25%	\$708,366	38.49%	\$897,177	38.04%	\$699,098		
9	1.14%	\$716,414	2.10%	\$915,974	0.56%	\$703,033		
10	0.83%	\$719,382	28.52%	\$1,172,872	0.62%	\$704,419		
<b>Annual Effective Rate 10 Years:</b>		<b>9.31%</b>	<b>Annual Effective Rate 10 Years:</b>		<b>14.79%</b>	<b>Annual Effective Rate 10 Years:</b>		<b>9.09%</b>
<b>Net Annual Effective Rate 10 Years:</b>		<b>9.14%<sup>^</sup></b>	<b>Net Annual Effective Rate 10 Years:</b>		<b>14.61%<sup>^</sup></b>	<b>Net Annual Effective Rate 10 Years:</b>		<b>8.91%<sup>^</sup></b>


Index	Highest Index Growth Period	Lowest Index Growth Period
S&P 500 LV 5%	12/31/2011 to 12/31/2021	12/31/2006 to 12/31/2016
BlackRock ESG 5%	12/31/2009 to 12/31/2019	12/31/2012 to 12/31/2022
S&P 500 LV 8%	12/31/2011 to 12/31/2021	12/31/2006 to 12/31/2016
S&P MARC 5% ER	12/31/2002 to 12/31/2012	12/31/2012 to 12/31/2022
Fidelity MFY 5% ER	12/31/2009 to 12/31/2019	12/31/2012 to 12/31/2022

**ILLUSTRATION SNAPSHOT**

Annuitant (Age): **Mr. Client - 60 (60)**  
Premium: **\$300,000.00**  
Agent Name: **JAMES GRAZIOLI**  
State: **FL**

<sup>†</sup> Annual Effective Rate over 10 years.  
<sup>\*</sup> Credited Interest Rate does not reflect Strategy Fees.  
<sup>^</sup> Reflects applicable Strategy Fees.

# Next Slide – S&P 500

- ▶ Next Slide Shows the S&P 500 Last 20 Years in Review.
  - ▶ Notice the Market Losses in **RED**
    - ▶ With the Midland RetireVantage 10 Contractual Guarantee:
    - ▶ You Never Have to Worry About the **Red** Again: Sleep at Night Insurance!
- 

# S&P 500® - Last 20 years in review

Are your retirement assets prepared for the next market downturn?




Contact your financial professional to see how a fixed index annuity can offer upside potential with downside protection from market losses.

Source for charts: <https://finance.yahoo.com/quote/%5EGSPC/history?p=%5EGSPC>

The term financial professional is not intended to imply engagement in an advisory business in which compensation is not related to sales. Financial professionals that are insurance licensed will be paid a commission on the sale of an insurance product. These numbers depict historical returns and do not guarantee future performance. Fixed Index Annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indexes, without the risk of loss of premium due to market downturns or fluctuation. Although Fixed Index Annuities guarantee no loss of premium due to market downturns, deductions from your Accumulation Value for additional optional benefit riders or strategy fees associated with allocations to enhanced crediting methods could exceed interest credited to the Accumulation Value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index. The "S&P 500®" Index is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI") and have been licensed for use by Midland National® Life Insurance Company ("the Company"). Standard & Poor's® and S&P® are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"); and this trademark has been licensed for use by SPDJI and sublicensed for certain purposes by the Company. Fixed index annuities are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, or their respective affiliates and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the Indices.

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including Midland National® Life Insurance Company. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, Midland National Life Insurance Company.

# Important Questions to Consider

- ▶ If things don't work out in your current brokerage account, and you lose your savings investments, do they send you an apology to say we are sorry for the loss of your money?
  - ▶ Does your Brokerage company carry any of the risk of your money? No, you carry all the risk, as they get their fees and charges even if you lose.
  - ▶ With where you are today, would it be prudent to transfer this risk to the Annuity Company, and sleep at night with no worry of loss, or do you choose to maintain the risk?
- 

# Remember the Nature of **Procrastination**

People Don't Plan to Fail  
*They Fail to Plan*





# Thank You for Attending the Fixed Index Annuity Presentation

- ▶ What to do next?
- ▶ If the concepts of the Fixed Index Annuity makes sense to you then contact us to get a full illustration

James R. Grazioli – President

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