Learn the Advantages Of:

FIXED INDEXED ANNUITIES

An Educational Workshop

Presented by: Jim Grazioli - President
Comprehensive Financial Group Inc.

Financial Service Professional – 34 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, Nasdaq, & S&P 500,**
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

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 – Nasdaq, S&P 500
    - Potential Double-Digit Earnings
      - (With a Contractual Guarantee of No Market Losses)
  - Withdrawals Up To 10% After 1st Year
- NO LOSSES: SAFETY OF PRINCIPAL & EARNINGS

Annuity

MIDLAND NATIONAL®
A Sammons Financial Company

Over 117 years of strength and stability

You can have confidence in Midland National®

Issued by Midland National® Life Insurance Company

We focus on what matters most

With 117 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 million annuity and life insurance policies,** with assets of over **$78.2 billion** in 2023.[1]

History of strength

As an affiliate of the privately held Sammons® Financial Group, 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[A,B] (Superior) (Second category of 15)
S&P Global Ratings[B,C] (Strong) (Fifth category of 22)
Fitch Ratings[D] (Stable) (Fifth category of 19)

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

1906 Founded as Dakota Mutual Life Insurance Company

1925 Changed name to Midland National Life Insurance Company

PRIVATELY Held Company

1961 Established Personal Producing General Agent (PPGA Model)

1962 Purchased by C.A. Sammons and Associates of Dallas, TX

Sammons FINANCIAL

1999 Midland National Annuity division created

2006 Celebrated 100-year anniversary

MIDLAND NATIONAL. A Sammons Financial Company

2023 Approximately $38.8 billion of annuity reserves for over 378,000 contract owners.

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 - 2023 fact sheet

While we celebrated our 117th year of business in 2023 and are eagerly looking ahead to the future, here is a glance at the success we enjoyed in asset quality for the year 2023.

Balance sheet[1]: Midland National Life and Annuity business

Assets As of Dec. 31, 2023 (In thousands)

Bonds	$54,716,780
Stocks	$2,124,578
Cash and short-term investments	$1,709,358
Mortgage loans	$3,790,420
Loans to policyholders	$528,710
Other invested assets	$5,356,027
Accrued investment income	$534,434
Separate account assets	$6,655,453
All other assets	$2,815,619
Total assets	**$78,231,379**

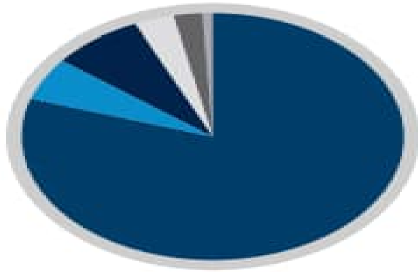
Liabilities and capital As of Dec. 31, 2023 (In thousands)

Life and annuity reserves	$44,458,688
Asset valuation reserve (AVR)	$734,535
Funds withheld under coinsurance	$12,477,074
Accounts payable and other liabilities	$9,352,558
Separate account liabilities	$6,309,931
Total liabilities	**$73,332,786**
Capital and surplus	**$4,898,593**
Total liabilities,capital, and surplus	**$78,231,379**

Strength

Investments by type

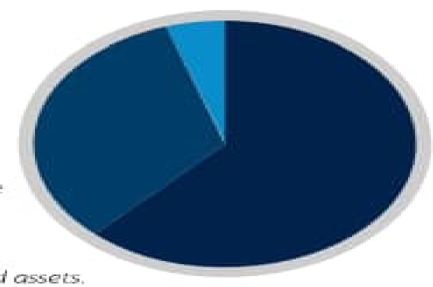
- 80.2% Bonds
- 5.6% Mortgage loans
- 7.9% Other investments
- 3.1% Stocks
- 2.5% Cash and short term investments
- 0.8% Policy loans



Bonds by NAIC quality rating

95% Investment grade

- 62% NAIC class 1
- 33% NAIC class 2
- 5% Non-investment grade



Stated as a percent of total invested assets.

MIDLAND NATIONAL®
A Sammons Financial Company

Visit MidlandNational.com to learn more.

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.

1. Midland National® balance sheet as of Dec. 31, 2023 (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 August 29, 2023. For the latest rating, access ambest.com. **B)** 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®. **C)** S&P Global rating assigned Feb. 26, 2009 and affirmed on May 24, 2023. **D)** Fitch Ratings, a global leader in financial information services and credit ratings, on Nov. 30, 2023, assigned 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.

Sample Illustrations*

Next 3 Pages:

1. Diversified Investment Strategy with the following companies:
Fidelity Investments, The Nasdaq, & The S&P 500

2. Guarantees if There are no Market Returns
3. Annual Average Returns: 7.00%**

3.

- FULL ILLUSTRATION WILL BE PROVIDED AT APPOINTMENT

- *Rates Are Subject To Change
- ** Not a Guarantee – Based on Last 10 Year Returns

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

ALLOCATION SELECTION INFORMATION

Allocation Option	Current Declared Rate	Allocation Percentage
S&P Multi-Asset Risk Control 5% Excess Return (APP)	145.00% Annual Participation Rate	25%
Fidelity MFY 5% ER (APP)	145.00% Annual Participation Rate	25%
S&P 500 Dynamic Intraday TCA (APP)	55.00% Annual Participation Rate	25%
Nasdaq-100 Volatility Control 12% (APP)	60.00% Annual Participation Rate	25%

SELECTED ALLOCATION

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.

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

Initial Deposit Example: $300,000 - Minimum Deposit = $25,000
Contractual Guarantee: No Market Losses Ever Applied

Example: This page showswith 0% Market Gains: The Value Never Goes Below $300,000

GUARANTEED ANNUITY CONTRACT VALUES

Annual Effective Rate: 0.00%+

**Example:
If Market has 0% Gains**

This chart illustrates values based on 0% growth, selected withdrawals and the initial allocation.

END OF YEAR	Youngest Annuitant Start Age/End Age	Premium	Annual Withdrawals[2] (Beginning of Year)	Accumulation Value/Death Benefit	Minimum Guaranteed Surrender Value	Credited Interest Rate
At Issue	60	$300,000		$300,000		
1	60 / 61	-	$0	$300,000	$269,456	0.00%
2	61 / 62	$0	$0	$300,000	$276,597	0.00%
3	62 / 63	$0	$0	$300,000	$283,927	0.00%
4	63 / 64	$0	$0	$300,000	$291,451	0.00%
5	64 / 65	$0	$0	$300,000	$299,174	0.00%
6	65 / 66	$0	$0	$300,000	$307,102	0.00%
7	66 / 67	$0	$0	$300,000	$315,240	0.00%
8	67 / 68	$0	$0	$300,000	$323,594	0.00%
9	68 / 69	$0	$0	$300,000	$332,170	0.00%
10	69 / 70	$0	$0	$300,000	$340,972	0.00%
11	70 / 71	$0	$0	$300,000	$350,008	0.00%
12	71 / 72	$0	$0	$300,000	$359,283	0.00%
13	72 / 73	$0	$0	$300,000	$368,804	0.00%
14	73 / 74	$0	$0	$300,000	$378,577	0.00%
15	74 / 75	$0	$0	$300,000	$388,610	0.00%
16	75 / 76	$0	$0	$300,000	$398,908	0.00%
17	76 / 77	$0	$0	$300,000	$409,479	0.00%
18	77 / 78	$0	$0	$300,000	$420,330	0.00%
19	78 / 79	$0	$0	$300,000	$431,469	0.00%
20	79 / 80	$0	$0	$300,000	$442,903	0.00%
30	89 / 90	$0	$0	$300,000	$575,305	0.00%
55	114 / 115	$0	$0	$300,000	$1,106,297	0.00%
	Total Withdrawals:	First 30 Yrs: Cumulative:	$0 $0			0.00%+

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

+ Annual Effective Rate over first 10 years.
[2] Subject to any applicable penalty-free withdrawal provisions.

NON-GUARANTEED ANNUITY CONTRACT VALUES MOST RECENT PERIOD from 12/31/2014 to 12/31/2024

Annual Effective Rate: 7.00%+

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

END OF YEAR	Youngest Annuitant Start Age/End Age	Premium	Annual Withdrawals 1 (Beginning of Year)	Accumulation Value/Death Benefit	Surrender Value ^	Credited Interest Rate♦
At Issue	60	$300,000		$300,000		
1	60 / 61	-	$0	$301,350	$274,229	0.45%
2	61 / 62	$0	$0	$316,538	$288,049	5.04%
3	62 / 63	$0	$0	$374,042	$343,745	18.17%
4	63 / 64	$0	$0	$376,916	$346,386	0.77%
5	64 / 65	$0	$0	$439,945	$408,269	16.72%
6	65 / 66	$0	$0	$484,460	$449,579	10.12%
7	66 / 67	$0	$0	$512,665	$480,367	5.82%
8	67 / 68	$0	$0	$512,665	$484,981	0.00%
9	68 / 69	$0	$0	$562,677	$542,421	9.76%
10	69 / 70	$0	$0	$589,898	$589,898	4.84%
11	70 / 71	$0	$0	$631,651	$631,651	7.08%
12	71 / 72	$0	$0	$676,453	$676,453	7.09%
13	72 / 73	$0	$0	$724,530	$724,530	7.11%
14	73 / 74	$0	$0	$776,131	$776,131	7.12%
15	74 / 75	$0	$0	$831,518	$831,518	7.14%
16	75 / 76	$0	$0	$890,977	$890,977	7.15%
17	76 / 77	$0	$0	$954,815	$954,815	7.16%
18	77 / 78	$0	$0	$1,023,363	$1,023,363	7.18%
19	78 / 79	$0	$0	$1,096,975	$1,096,975	7.19%
20	79 / 80	$0	$0	$1,176,037	$1,176,037	7.21%
30	89 / 90	$0	$0	$2,375,115	$2,375,115	7.34%
55	114 / 115	$0	$0	$14,465,878	$14,465,878	7.62%
	Total Withdrawals:	First 30 Yrs: Cumulative:	$0 $0			7.00%+

10 Year Lookback With Market Returns & Contractual Guarantee: No Market Losses Ever Applied

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

+ Annual Effective Rate over first 10 years.
^ Does not reflect applicable Market Value Adjustment (MVA). See page 12 for more information.
♦ During years 11+ the annual effective rate over the first 10 years is used for the credited interest rate.
1 Subject to any applicable penalty-free withdrawal provisions.

Next Slide

- The Next Slide Shows the following Annual Average rate of returns:

- The Highest 10 Year Period – 9.42%*

- The Most Recent 10 Year Period – 7.00%*

- The Lowest 10 Year Period – 5.99%*

- * 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 selected withdrawal activity.

Annual Effective Rate Most Recent: 7.00%+

Annual Effective Rate Highest: 9.42%+

Annual Effective Rate Lowest: 5.99%+

	MOST RECENT		HIGHEST		LOWEST	
Contract Year	Credited Interest Rate	Accumulation Value	Credited Interest Rate	Accumulation Value	Credited Interest Rate	Accumulation Value
At Issue		$300,000		$300,000		$300,000
1	0.45%	$301,350	9.94%	$329,813	0.07%	$300,203
2	5.04%	$316,538	14.55%	$377,797	5.28%	$316,043
3	18.17%	$374,042	8.92%	$411,505	6.76%	$337,397
4	0.77%	$376,916	2.56%	$422,047	4.30%	$351,916
5	16.72%	$439,945	7.86%	$455,227	11.76%	$393,301
6	10.12%	$484,460	15.20%	$524,439	6.38%	$418,377
7	5.82%	$512,665	7.03%	$561,300	11.31%	$465,680
8	0.00%	$512,665	12.40%	$630,909	6.16%	$494,366
9	9.76%	$562,677	5.33%	$664,561	4.70%	$517,581
10	4.84%	$589,898	11.10%	$738,301	3.75%	$536,998
	Annual Effective Rate 10 Years:	7.00%	Annual Effective Rate 10 Years:	9.42%	Annual Effective Rate 10 Years:	5.99%

Index	Highest Index Growth Period	Lowest Index Growth Period
S&P MARC 5% ER	12/31/2004 to 12/31/2014	12/31/2012 to 12/31/2022
Fidelity MFY 5% ER	12/31/2009 to 12/31/2019	12/31/2014 to 12/31/2024
S&P 500 Dynamic Intraday TCA	12/31/2011 to 12/31/2021	12/31/2006 to 12/31/2016
Nasdaq-100 Volatility Control 12%	12/31/2011 to 12/31/2021	12/31/2004 to 12/31/2014

ILLUSTRATION SNAPSHOT
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State: **FL**

+ Annual Effective Rate over 10 years.

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!

Annuity

MIDLAND NATIONAL®
A Sammons Financial Company

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.

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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