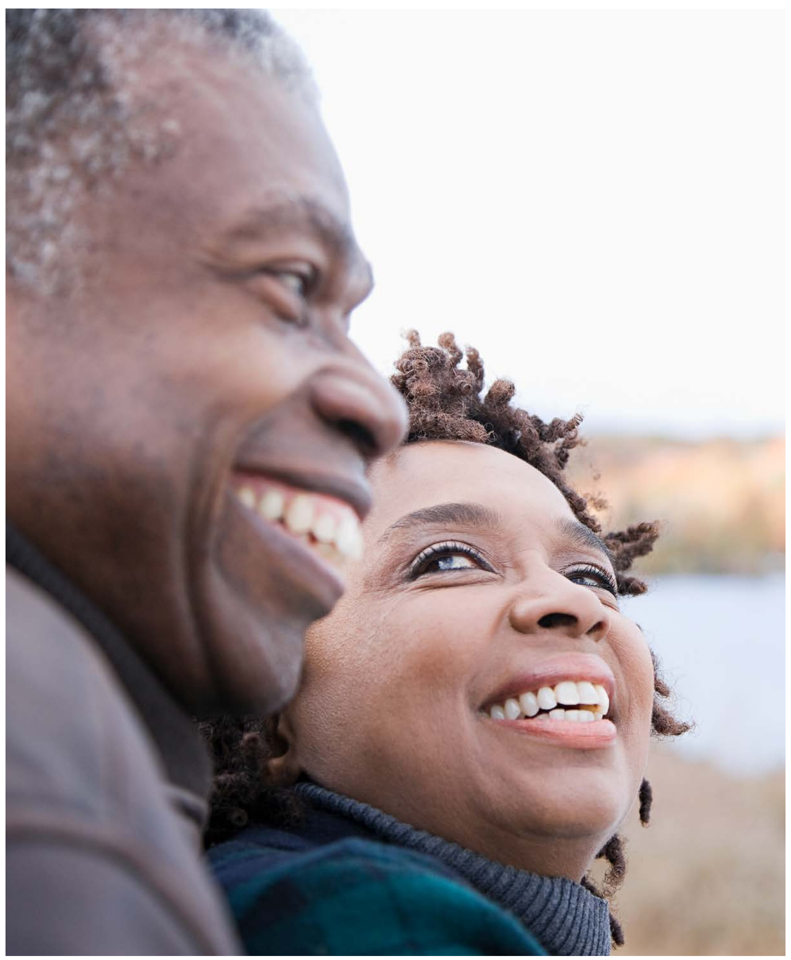
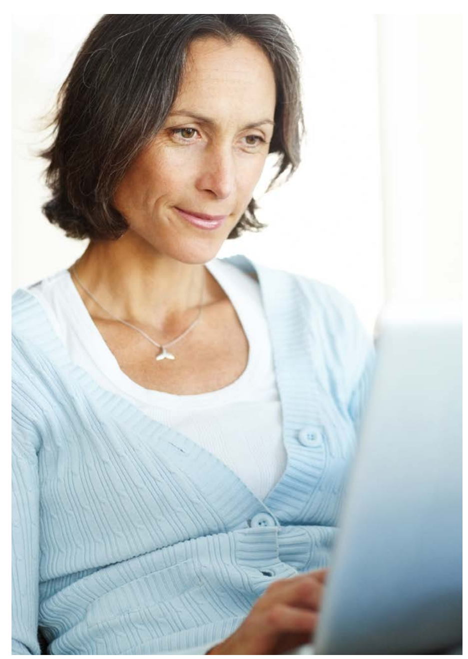
Choosing a mix that works for you

A guide to understanding asset allocation and variable investing principles for your MultiOption® annuity





Customers should consider all of their assets, income and investments when considering an asset allocation model or strategy.

Not a deposit – Not FDIC/NCUA insured – Not insured by any federal government agency – Not guaranteed by any bank or credit union – May go down in value

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Asset allocation and diversification

Asset allocation means dividing the money you intend to invest among the major asset categories such as equities, fixed income — and money market. You can further diversify by choosing multiple options within each category.

Asset allocation and diversification are thoroughly researched strategies that help limit your overall risk and provide the potential for more consistent returns over time — so you can focus on moving closer to your retirement goals. Neither asset allocation nor diversification guarantee against loss. They are methods used to manage risk.

Learn more

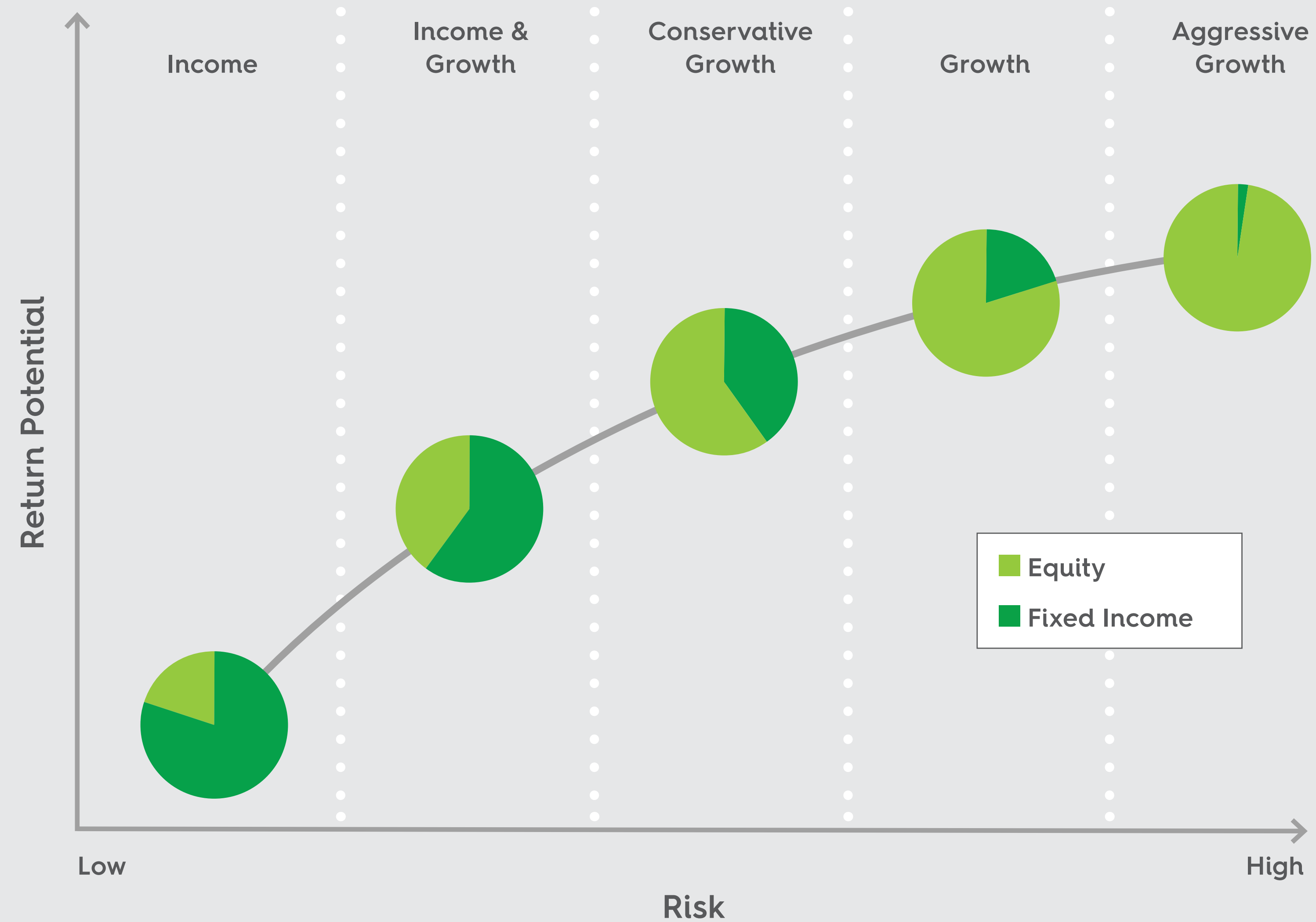
Avoid extremes with diversification >
Why a diversified portfolio works >

Striking the right balance

The “efficient frontier” is the set of optimal portfolios that offers the highest expected return for a defined level of risk or the lowest risk for a given level of expected return.

There is no single mix of investments that is best for everyone, so the goal is to balance risk and return by finding the most appropriate asset allocation for your individual needs. How you do that will depend a lot on your time horizon and your ability to tolerate risk.

The efficient frontier



Work with your financial professional

to help measure your comfort level with risk and your timeframe to determine the asset allocation mix that will work best for you.

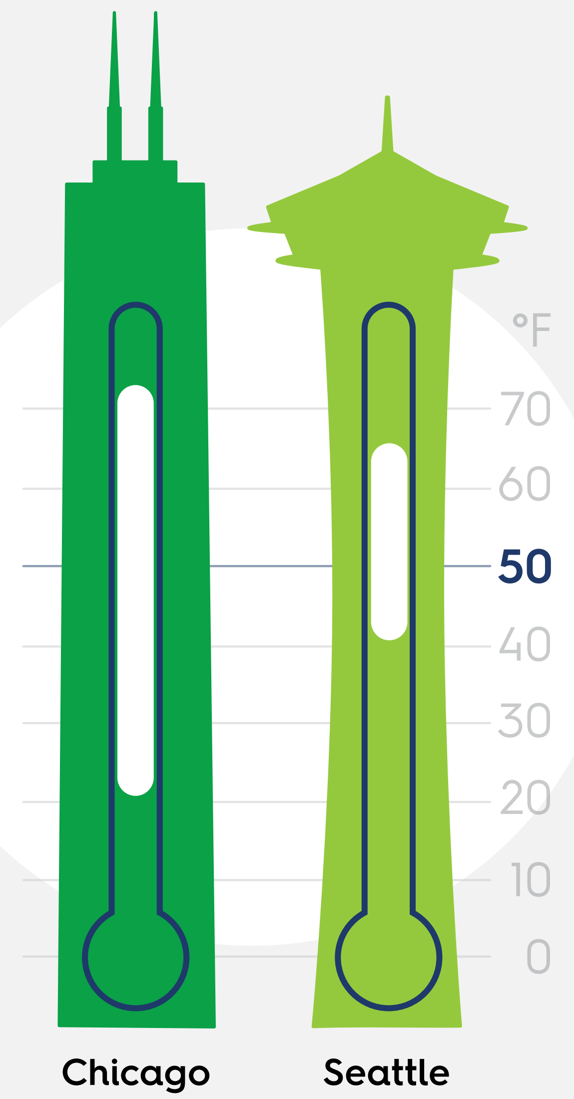
Understanding volatility, a tale of two cities

Volatility describes the range of positive and negative returns an investment experiences over time. The more extreme the ups and downs, the more volatile the investment. Here's another way to look at it:

Two cities, Chicago and Seattle, experience average annual temperatures of approximately 50°F. Yet Chicago endures monthly averages that fluctuate dramatically from 21° to 73°. In contrast, Seattle's average monthly temperatures only fluctuate from 41° to 66°. That's half the variance of Chicago's.

Source: cityrating.com, 2020.

If volatility is relatively high compared to other investment options, the level of potential gains or losses is also expected to be higher.



Volatility, risk and return

Volatility, risk and return all go hand in hand. We know that investments with greater volatility typically carry more risk because there is an increased chance of losing money. However, the risk of investing is reduced if you have a long time horizon. Historical data tells us that although there are ups and downs (sometimes extreme) along the way, the market generally trends upward over long periods. Therefore, investors with a long time horizon are usually rewarded for taking on risk with a higher return.

Past performance is not indicative of future results.

Learn more

History of stocks, bonds, bills and inflation >
The higher the peak, the lower the valley >
Rewards for taking risk >

Stay invested to avoid pitfalls

In order to be rewarded with higher returns for taking risk, one should follow a well-known rule of investing — buy low and sell high. Emotions cause many people to buy and sell at the wrong time. This can keep you from achieving your retirement savings goals. Over the long run, staying invested can be the most rewarding strategy.

Learn more

Emotional cycles of the market >
The folly of emotional investing >
Annuities as a strategy against market slumps >
Why staying invested can increase returns >

Market slumps can certainly be hard to stomach. Annuities are beneficial because they can be structured to offer some downside protection. For example, some annuities may offer indexed or guaranteed interest options. Additionally, certain annuities may offer optional living benefits, available for an additional cost, that can offer guarantees not available through other investments.

Guarantees are subject to the financial strength and claims-paying ability of Minnesota Life. The guarantees have no bearing on the variable investment performance.

Take advantage of dollar cost averaging

Your variable annuity offers a guaranteed option that transfers your assets into the variable investments you select over a period of time – a practice called dollar cost averaging. And it's a valuable investing tool to have.

Dollar cost averaging does not assure a profit and does not protect against loss in declining markets. Also, since such a program involves regular investment purchases regardless of fluctuating price levels of the investment, consider your financial ability to continue purchases through periods of low price levels.

Learn more

The benefits of dollar cost averaging >

Rebalance your portfolio to stay on course

When markets change, so does your investment allocation. Auto rebalancing helps you maintain the intended level of risk represented by your chosen investment allocation. You can rebalance assets in your variable annuity on a monthly, quarterly, semi-annual or annual basis.

Learn more

Stay on course with automatic rebalancing >

Choose your mix

Team up with your financial professional and Securian Financial to create a diversified investment portfolio for your variable annuity that helps you strike a balance between risk and return. The right asset allocation strategy can help take the emotion out of investing, while also helping you focus on your long-term goals for retirement.

View

MultiOption Variable Investment Lineup at a glance >

At Securian Financial, we're here for family. And we're here because of it.

We're guided by our purpose: helping customers build secure tomorrows. Since 1880, we've been building a uniquely diversified company that has outlasted economic ups and downs while staying true to our customers. We're committed to the markets we serve, providing insurance, investment and retirement solutions that give families the confidence to focus on what's truly valuable: banking memories with those who matter most.

Learn more

For more information about us, our financials and ratings, visit securian.com/about-us.

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An annuity is intended to be a long-term, tax-deferred retirement vehicle. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59½, may be subject to a 10% federal tax penalty. If the annuity will fund an IRA or other tax qualified plan, the tax deferral feature offers no additional value. Qualified distributions from a Roth IRA are generally excluded from gross income, but taxes and penalties may apply to non-qualified distributions. Please consult a tax advisor for specific information. There are charges and expenses associated with annuities, such as deferred sales charges for early withdrawals. Variable annuities have additional expenses such as mortality and expense risk, administrative charges, investment management fees and rider fees. The variable subaccounts of variable annuities are subject to market fluctuation, investment risk and loss of principal.

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Diversification and asset allocation are methods used to manage risk. They do not guarantee against loss. Past performance is not indicative of future results.

Auto rebalancing is not a substitute for investment advice from a financial professional. Consult a financial professional on your own personal circumstances.

A purpose of the method of marketing is solicitation of insurance and that contact will be made by an insurance agent or agency.

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. You may obtain a copy of the prospectus from your representative. Please read the prospectus carefully before investing.

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues. Securities offered through Securian Financial Services, Inc., member FINRA/SIPC, 400 Robert Street North, St. Paul, MN 55101-2098, 1-800-820-4205.

Policy form numbers: ICC12-70232, 12-70232, ICC11-70203, 11-70203, ICC17-70341, 17-7034, 20-70632, ICC20-70632

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