

<i>Features</i>	Select Universal Life-G (Form Series L131)	Innovation Universal Life 2.3 (Form Series L123)	Executive Universal Life 5 (Form Series L124)	Premier Universal Life 4 (Form Series L117A1)
Markets	Focused on lower premiums for clients seeking lifetime guaranteed death benefit protection.	Low-cost very flexible death benefit product with good compensation. Applies to a wide range of face amounts.	Good long-term product when highly funded, with best combination of cash value accumulation and access (i.e., loan/withdrawal). Attractive compensation with the highest target premium and compensation rate of our Universal Life portfolio.	No-load, early-cash-value product – ideal for lump-sum business and competitive situations.
Highlights	Low-cost death benefit guarantee to any age up to 121 included on all policies. Flexible guaranteed death benefit product.	Band 3 also credits an additional 0.15% interest rate above Bands 1 and 2. Flexible long-term death benefit guarantees through the Innovation Premium Guarantee Rider 2.3 (IPGR2.3). Prepayment Discount based on minimum premium paying requirement with the IPGR2.3.	Band 3 also credits an additional 0.15% interest rate above Bands 1 and 2. Additional Insured Rider available on base insured and up to nine additional insureds.	No Load or Per \$1,000 charge. Additional Insured Rider available on base insured and up to nine additional insureds.
Underwriting Classes	Preferred Plus, Preferred Non-Tobacco, Non-Tobacco, Preferred Tobacco and Tobacco	Preferred Plus, Preferred Non-Smoker, Non-Smoker, Preferred Smoker and Smoker	Preferred Plus, Preferred Non-Smoker, Non-Smoker, Preferred Smoker and Smoker	Preferred Plus, Preferred Non-Smoker, Non-Smoker, Preferred Smoker and Smoker
Underwriting/ Table Ratings	Through Table P for issue ages under 76 Through Table F for issue ages 76-80 Through Table D for issue ages 81+	Table P for issue ages under 76 Table F for issue ages 76-80 Table D for issue ages 81+	Table P	Table P
Issue Ages	20-85 for Preferred Classes; 0-85 for Non-Tobacco Class; 15-85 for Tobacco Class (Age Nearest Birthday)	20-85 for Preferred classes; 0-85 for Non-Smoker class; and 15-85 for Smoker class (Age Last Birthday)	20-75 for Preferred classes; 0-75 for Non-Smoker class; and 15-75 for Smoker class (Age Last Birthday)	20-75 for Preferred classes; 0-75 for Non-Smoker class; and 15-75 for Smoker class (Age Last Birthday)
Minimum Face Amount	\$25,000 for all issue ages and classes, except for issue ages 20-44 of the Preferred Classes where the minimum is \$100,000	\$25,000 – Non-Smoker and Smoker; \$100,000 Preferred ages 20-44; \$25,000 – Preferred ages 45+	\$25,000 – Non-Smoker and Smoker; \$100,000 Preferred ages 20-44; \$50,000 – Preferred ages 45+	\$100,000 Can be reduced to \$50,000 after 10 policy years
Maximum Face Amount	Limited only by Underwriting considerations.	Limited only by Underwriting considerations.	Limited only by Underwriting considerations.	Limited only by Underwriting considerations.
Banding	Band 1: \$25,000 to \$99,999 Band 2: \$100,000 to \$999,999 Band 3: \$1,000,000 and above (not available for ages 0-19)	Band 1: Less than \$100,000 Band 2: \$100,000 to \$999,999 Band 3: \$1,000,000 or more	Band 1: Less than \$100,000 Band 2: \$100,000 to \$999,999 Band 3: \$1,000,000 or more	No Banding
No-Lapse Guarantee	Initial No-Lapse Guarantee: 5 policy years for all issue ages Automatic Extended No-Lapse Guarantee: For any length up to age 121	Earlier of 15 years or attained age 65 (10 years for issue ages 55+) when No-Lapse Guarantee requirements are met; death-benefit guarantees are available for any period up to age 100 with the Innovation Premium Guarantee Rider 2.3. IPGR2.3 is issued on form Series TR124.	Earlier of 15 years or attained age 95; when No-Lapse Guarantee premium requirements are met.	10 years for all ages; when No-Lapse Guarantee premium requirements are met.
Interest Bonus	None	Automatic Interest Bonus in years 11+ of 1.0% (<i>no Interest Bonus in Texas</i>) as long as the company is crediting interest above the guaranteed rate for the product.	Interest Bonus varies by band. Band 1 & 2: Additional 1% Interest Bonus in years 11-20; 1.15% in years 21+. Band 3: Additional 1% Interest Bonus in years 11+. (No additional bonus in years 21+ due to higher .15% initial crediting rate.) Interest Bonus applies as long as the company is crediting interest above the guaranteed rate for the product. (<i>No Interest Bonus in Texas.</i>)	Automatic Interest Bonus in years 11+ (<i>no Interest Bonus in Texas</i>) as long as the company is crediting interest above the guaranteed rate for the product.
Premium Bonus	None	None	Guaranteed years 11-15	Guaranteed years 11-15
Expense Charges	Per \$1,000 Expense Charge: Varies by underwriting class, issue age and gender. On a current basis, this charge applies to the earlier of 30 years to go age 100. On a guaranteed basis, the charge applies in all years up to age 100. Monthly Expense Charge: \$7 a month (\$84 annually). This charge applies in all years to age 100 on a current and guaranteed basis. Premium Load: 20% of paid premium to age 100.	Per Policy Expense Charge: \$5 per month in all years (current and guaranteed). Monthly Per \$1,000 Expense Charge: varies by issue age, band, and underwriting class. (See product ratesheets.) On a guaranteed basis, the charge applies in all years. Premium Load: 7.5% is deducted from paid premium. On a current basis, this load is deducted in years 1 through 10 only. On a guaranteed basis, the 7.5% premium load is deducted in all years. Per Policy Expense Charge: \$5 per month in all years.	Premium Load: on a current basis, 5.0% is deducted through year 15 with no premium load after year 15. On a guaranteed basis, the premium load is 5.0% in all years. Per \$1,000 Expense Charge: varies by issue age, underwriting class, and gender. On a current (non-guaranteed) basis, the charge applies in years 1-10 only. On a guaranteed basis, it applies in all years.	Per Policy Expense Charge: on a current basis, this charge is \$4 per month (\$48 annually) if the face amount is less than \$250,000; \$2 per month (\$24 annually) for face amounts greater than or equal to \$250,000. This charge applies in all years. On a guaranteed basis, the policy expense charge is \$4 per month for all amounts and all years. No Premium Load. No per \$1,000 Charge.
Surrender Charge	Earlier of 20 years or attained age 95. Varies by age, gender, tobacco status, and duration.	Earlier of 20 years or attained age 95. Varies by gender, age, smoking status, and duration.	Earlier of 15 years for issue ages 0-80; later of 10 years or age 95 for issue ages 81+. Varies by gender, age, underwriting (premium) class, and duration.	10 years for all ages Varies by gender, age, underwriting (premium) class, and duration.
Policy Loans	The loan value equals the net cash surrender value less the interest on policy loans that will accumulate until the next policy anniversary. On a guaranteed basis, the minimum loan that can be requested is \$100; on a current basis no minimum loan amount is required. After 10 years: guaranteed Zero-Cost Loans (loans charged and credited at 2.5% for a net zero cost) are available on the total cash value.	In the majority of states, up to 94% (100% in Arizona, California, Indiana, Tennessee, and Virginia) of the Cash Surrender Value of the policy can be taken as a cumulative loan. First 10 years: the guaranteed loan rate is 6.0% (the current loan rate is 5.0%), and 3.5% is credited on borrowed funds. After 10 years: guaranteed Zero-Cost Loans (loans charged and credited at 3.5% for a net zero cost) are available on the amount equal to the policy fund minus the total premiums paid. Loans on the remaining portion remain subject to the same rates as during the first 10 years.	In most states, up to 94% (100% in Arizona, California, Indiana, Tennessee, and Virginia) of the policy's cash value (contract fund minus surrender charges) can be taken as a cumulative loan. First Five Years: the guaranteed loan rate is 6.0% (the current loan rate is 5.0%), and 3.5% is credited on the borrowed funds, for a current net loan rate of 1.5% and a guaranteed net loan rate of 2.5%. After Five years: guaranteed Zero-Cost Loans (loans charged and credited at 3.5% for a net zero cost) are available on the full loan value (policy fund including premiums paid) of the policy.	In the majority of states, up to 94% (100% in Arizona, California, Indiana, Tennessee, and Virginia) of the Cash Surrender Value of the policy can be taken as a cumulative loan. First 10 Years: the guaranteed loan rate is 6.0% (the current loan rate is 5.0%), and 3.5% is credited on borrowed funds. After 10 years: guaranteed Zero-Cost Loans (loans charged and credited at 3.5% for a net zero cost) are available on the amount equal to the policy fund minus the total premiums paid. Loans on the remaining portion remain subject to the same rates as during the first 10 years.
Policy Withdrawals	Up to 50% of the Net Cash Surrender Value may be withdrawn without a surrender charge in any one policy year, unless such a withdrawal would reduce the Specified Amount below the required minimum. On a guaranteed basis, there is no withdrawal charge for the first withdrawal in any policy year. There is a \$25 charge for each subsequent withdrawal made in that contract year.	Up to 50% of the Net Cash Surrender Value may be withdrawn , without a surrender charge, in any one policy year, unless such a withdrawal would reduce the Specified Amount below the required minimum. On a guaranteed basis, there is no withdrawal charge for the first withdrawal in any policy year. There is a \$25 charge for each subsequent withdrawal made in that contract year.	Up to 50% of the Net Cash Surrender Value may be withdrawn , without a surrender charge, in any one policy year, unless such a withdrawal would reduce the Specified Amount below the required minimum. On a guaranteed basis, there is no withdrawal charge for the first withdrawal in any policy year. There is a \$25 charge for each subsequent withdrawal made in that contract year.	Up to 50% of the Net Cash Surrender Value may be withdrawn , without a surrender charge, in any one policy year, unless such a withdrawal would reduce the Specified Amount below the required minimum. On a guaranteed basis, there is no withdrawal charge for the first withdrawal in any policy year. There is a \$25 charge for each subsequent withdrawal made in that contract year.
First Year Commission Rates	Option A: high base first year, no trail Option B: base first year, higher renewal commission rate Two-Year Rolling Target Premium	Option A: high base first year, no trail Option B: base first year, plus a trail commission. Target Premiums lower than Executive UL 5. Two-Year Rolling Target Premium	Option A: high base first year, no trail Option B: base first year, plus a trail commission. Highest Target Premiums of Midland National's universal life portfolio.	One commission option. Base Commission and Target Premium less than Innovation UL2.3 and Executive UL 5.

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Survivorship Innovation Universal Life (Form Series L125)

Low-cost second-to-die product with competitive compensation and flexible, long-term guarantees
Underwriting Challenged Cases
Estate Planning, Wealth Accumulation

Band 2 credits 0.15% more than Band 1.
Flexible long-term death benefit guarantees through the Survivorship Innovation Premium Guarantee Rider (SIPGR) (Form Series TR110).
Prepayment discounts based on minimum premium paying requirements with the SIPGR.
Estate Tax Repeal Option and Estate Preservation Rider (Form Series TR90A1).

Preferred Plus, Preferred Non-Smoker, Non-Smoker,
Preferred Smoker and Smoker

Sub-standard available through Table P (can have one uninsurable life, provided the other insured is Table F or better).

Individual Ages: 0-90 (Smoker and Non-Smoker); 20-85 (Preferred and Preferred Smoker); 20-80 (Preferred Plus); Joint Equal Ages: 20-90.

\$200,000

Limited only by Underwriting considerations.

Band 1: \$200,000 to \$999,999
Band 2: \$1,000,000 or more

15 years for Joint Equal Ages 20-50; 10 years for Joint Equal Ages 51-75; and five years for Joint Equal Ages 76+.

Automatic Interest Bonus in years 11+ (*no Interest Bonus in Texas*) as long as the company is crediting interest above the guaranteed rate for the product.

None

Monthly Policy Charge: \$10 a month (\$120 annually). On a current basis, this charge applies in years 1-10, decreasing to \$5 a month in years 11+. On a guaranteed basis, this charge applies in all years.

Per \$1,000 Expense Charge: varies by joint equal age; applies in years one through four only on a current basis and in years one through 20 on a guaranteed basis.

Premium Load: 8% of all paid premium. On a current basis, this load applies in years 1-8 only. On a guaranteed basis, the load applies in all years.

Earlier of 20 years or joint equal age 89 (minimum of at least eight years).
Varies by Joint Equal Age and duration.

Up to 94 percent of the cash surrender value of the policy can be taken as a loan (in most states).

First 10 Years: current loan rate is 5.5%; guaranteed loan rate is 6.0%; 3.5% is credited on borrowed funds for a net current loan rate of 2%.

After 10 years: guaranteed **Zero-Cost Loans** are available on the amount of the policy fund minus the total premiums paid. Loans on remaining portion are subject to same rates as during the first 10 years.

Up to 50% of the Net Cash Surrender Value may be withdrawn, without a surrender charge, in any one policy year, unless such a withdrawal would reduce the Specified Amount below the required minimum. On a guaranteed basis, there is no withdrawal charge for the first withdrawal in any policy year. There is a \$25 charge for each subsequent withdrawal made in that contract year.

High base first year, no trail
Two-year Rolling Target premiums



Life at its Best

Universal Life

Quick Reference Guide

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Universal Life

Universal Life is a flexible premium adjustable life insurance product that offers death-benefit protection, value, choice and flexibility. Combining the best features of both whole life and term life insurance, universal life offers...

- The security of permanent life insurance protection

- A generally tax-free death benefit

- Tax-deferred growth

- Flexibility in the amount and timing of premium payments

- Flexibility in the ability to increase or decrease coverage

- Choice and flexibility of adding or removing riders

Midland National's Universal Life portfolio goes a step further than most, offering you a variety of products specifically designed for the varied goals of your clients. With Midland National's Universal Life, you can choose a policy that most closely matches your clients' financial priorities and objectives...now and in the future.

The inside grid is designed to provide general product information for about Midland National's Universal Life. Not all products are available in all jurisdictions. Slight variations in features may exist in certain circumstances. Check your contract and other resources for specific details.

Universal Life from Midland National may be the only choice your clients will ever need...for life insurance.

Why choose Midland National?

Stability

- In business since 1906
- Privately held – not publicly owned or traded
- Private ownership allows us to focus on long-term results and makes us less susceptible to the short-term earnings pressures and expectations of Wall Street.

Strength¹

- A+ (Superior) from A.M. Best since 1979
- AA- (Very Strong) from Standard & Poor's

Integrity

- Because we are less susceptible to the short-term earnings pressures and expectations of Wall Street, Midland National has the ability to make long-term decisions that are good for everyone.
 - Example: history of adding enhanced benefits to new sales and existing policies.

Broad Range of Competitive Products

- Midland National offers the full range of product lines
 - Universal Life, Indexed Universal Life, Whole Life, Term – with market-specific products in each line and unique, competitive compensation structures.

Relationship-driven Service and Support

- Private ownership (with employee-shareholders) results in service like it used to be (personal and conscientious) and support like it needs to be (sophisticated and proficient).
 - When you call our company, you reach a live person – not an automated system. (You can talk directly to the departments and individuals you need.)

- Sophisticated support tools include real-time Pending Business Reports – available 24/7.

¹**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. A+ is the second highest rating out of 15 categories and was assigned to Midland National Life Insurance Company on August 31, 2006. For the latest rating, access www.ambest.com. **Standard and Poor's** awarded its "AA-" rating (Very Strong) for insurer financial strength on December 5, 2006 to Midland National as part of the Sammons Financial Group. The AA- rating, which is the fourth highest out of 22, reflects the financial strength of Midland National Life Insurance Company and North American Company for Life and Health Insurance, members of the Sammons Financial Group.

This grid is designed to provide general product information for your convenience. Not all products or features are available in all states. Slight variations in features may exist. Check other resources for specific details.

Information presented is based on current tax laws. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. In some situations loans and withdrawals may be subject to federal taxes. Midland National does not give legal or tax advice. Your client should always consult with and rely on his or her own legal or tax advisor.