

Annuity



# Summit<sup>SM</sup> Navigate 7

Fixed Index Annuity | Issued by Midland National<sup>®</sup> Life Insurance Company



Protection. Stability. Growth.

# Chart your course to retirement confidence

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## The Summit Navigate Fixed Index Annuity may be a good fit if you want:

- ✓ **Growth potential** through BOTH annual and term credits
- ✓ **Protection** against losses during stock market downturns
- ✓ **Tax deferral**, you pay no taxes until a withdrawal is taken
- ✓ **Stability**, provided by A+ (Superior) rated Midland National<sup>®</sup> Life Insurance Company<sup>1</sup>
- ✓ **Provide a legacy** for loved ones or a favorite cause

<sup>1</sup> Midland National<sup>®</sup> is rated A+ (Superior) by A.M. Best – effective August 7, 2019. A+ is the 2nd of 15 categories.

In planning for retirement, there are very few guarantees. And finding a balance between protecting money against market fluctuations and growing it may fill you with uncertainty. The Summit Navigate fixed index annuity (FIA) can help.

Here's how ...

The Summit Navigate uniquely layers two types of interest credits to optimize growth potential: annual performance credits and a term participation credit.

## Layered crediting method

**Annual performance credits (APCs) are applied in years 1-6:** You'll receive an annual performance credit each year the index performs positively. The credit rate is declared at the beginning of your contract and will not change for the first six years, offering year-over-year growth potential to your accumulation value.

**Term participation credit (TPC) is applied in year 7:** At the end of year seven, you may receive a term participation credit. This credit is based on the performance of the index over your seven-year term.

## Is the Summit Navigate right for you?

It may be if you're ...

- Concerned about significant market volatility
- Interested in protecting money from market declines
- Uneasy about the limited growth potential available through traditional fixed income options

### The power of protection

No matter the market conditions:

- You won't lose the premium you paid in due to market declines
- Any interest credits you earn are "locked" in each year on your contract anniversary



# Opportunities for growth potential

## Layered crediting strategy can provide steady growth

The Summit Navigate's layered crediting strategy offers a unique way to grow your accumulation value—with credits that may be applied annually ... PLUS a potential credit at the end of your seven-year term.

**Annual performance credits**



**Term participation credit**



**Accumulation value growth**

(Accumulation value: initial premium plus any credits minus any withdrawals)

### Annual performance credit (APC)

*Applies in years 1-6*

At the end of years one through six, an interest credit is calculated using your remaining premium and applied to your accumulation value if the underlying index performs positively for that year.

If the index resulted in zero growth or is negative for that year, no credit is applied, but no money is lost either.

The interest credit is based on an APC rate which is declared at the beginning of your contract, and will not change during your term. This APC does not apply in year seven. After your seven-year term, the APC is declared annually.

### Term participation credit<sup>1</sup> (TPC)

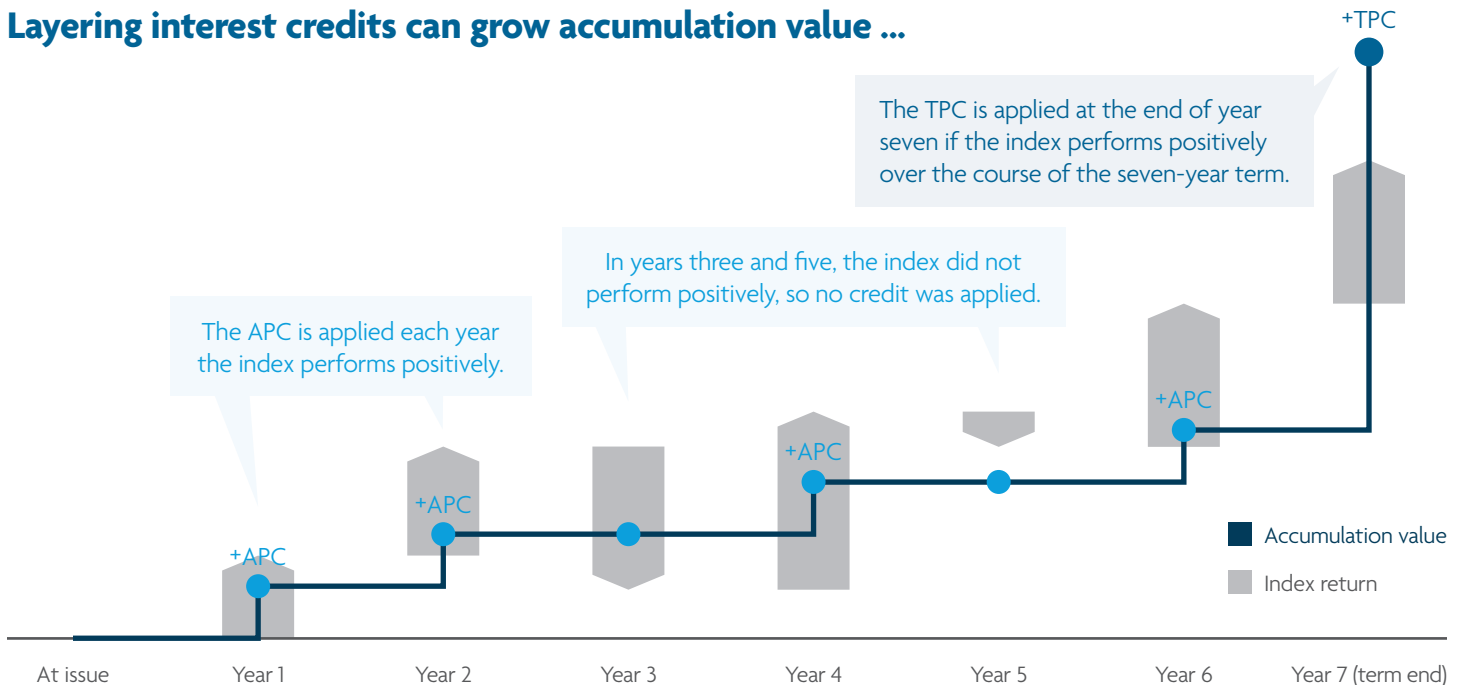
*Applies in year 7 only*

At the end of your seven-year term, an interest credit is calculated using your remaining premium and applied to your accumulation value if the underlying index performs positively over the course of the term.

The index growth is determined by calculating the difference between the average monthly index value in year seven and the index value when the contract was issued. Your credit will be 100%<sup>2</sup> of that amount.

If the index resulted in zero growth or is negative for those seven years, no credit is applied, but no money is lost either.

## Layering interest credits can grow accumulation value ...



This chart is meant to serve as a general guide. It is not a guarantee of performance.

<sup>1</sup> Known as term participation performance credit in the contract.

<sup>2</sup> The term participation credit (TPC) percentage is subject to change. Please confirm the current TPC rate with your financial professional.



# Take a closer look

## Choose a method that best fits your financial goals

The Summit Navigate was built with options to help meet your individual retirement needs. That's why it offers both a term participation with annual performance credits crediting method and a fixed account option. You can allocate your premium any way you choose, though once your strategy is set, it may not be changed during your seven-year term.

### 1 Layered crediting strategy with the Fidelity Multifactor Yield Index 5% ER<sup>SM</sup> (FIDMFYDN)\*

Known as term participation with annual performance credits

The Fidelity Multifactor Yield Index 5% ER<sup>SM</sup> (the "Index") is a multi-asset, rules-based index that blends a multifactor equity starting universe with U.S. Treasuries, and uses a dynamic allocation approach that seeks to reduce volatility to deliver more consistent returns over time. The starting portfolio is a combination of 6 factors with pre-determined weights and a tilt towards high dividend yielding companies. A fixed income overlay is applied, the volatility levels of the combined portfolio are analyzed daily, and components are adjusted with a goal to meet a 5% volatility target.

\* Past index performance is not intended to predict future performance and the index does not include dividends.

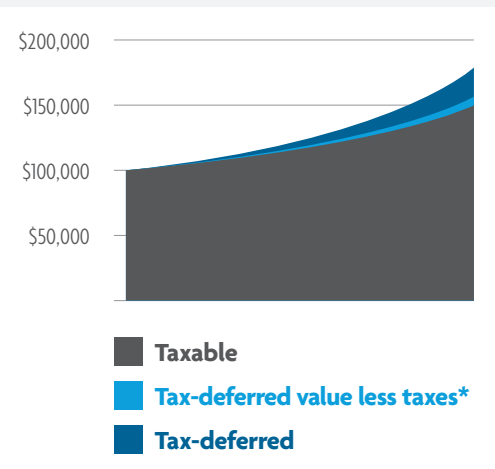
### 2 Fixed account option

Separate from the layered crediting strategy, you can allocate all or a portion of your premium to a fixed account. Premium allocated to the fixed account will be credited interest at a declared fixed account interest rate regardless of market conditions. The fixed rate is declared at issue, is guaranteed for seven years, and will change annually after the initial term. **If you choose to allocate all of your premium to the fixed account, you will not be eligible for the APC or TPC interest credits during the initial term.** After the initial term, you can allocate to the index account and receive APCs if the index is positive; however, TPC interest credits only apply in the initial term.

### Tax deferral improves growth potential

Funds grow on a tax-deferred basis, meaning more of it is working for you. Tax-deferred growth means you don't owe taxes until you take a withdrawal, allowing more time for growth potential. Work with your tax professional to find out how this might work for you.

The chart is a hypothetical example of tax deferral and assumes an initial premium of \$100,000 earning a 4.00% compounded annual rate of return for 15 years. It is not intended to predict or project performance. \*The tax-deferred value less taxes represents the increase in value, due to tax deferral, less taxes at an assumed rate of 33% with no surrender charge or market value adjustment (MVA) applied. Under current law, annuities grow tax-deferred. An annuity is not required for tax deferral in qualified plans. Annuities may be subject to taxation during the income or withdrawal phase. Please note that neither Midland National, nor any agents acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on your own qualified professional.





# Layered crediting strategy in action

## Molly's story

Molly is 56 years old and plans to retire in 10 years. She's concerned about the impact of a stock market decrease as she nears retirement, so she's interested in a product that provides protection from market declines, but she also doesn't want to give up on the potential for growth if the stock market keeps performing well. She has \$100,000 to purchase an annuity.

After talking with her financial professional, Molly selects the Summit Navigate 7, which includes 2.00% annual performance credits (APCs). By choosing the Summit Navigate, Molly is guaranteed to earn 2.00% APCs in each of the first six years the index performs positively. She will also earn a term participation credit (TPC) at the end of seven years if the Fidelity Multifactor Yield Index 5% ER<sup>SM</sup> increases in value over the course of her term.



## Performance over Molly's seven-year term

During her first six years, \$2,000 was applied to her accumulation value each year the index performed positively (years one, two, three, four, and five). Then, at the end of year seven, \$57,480 was added because the change in the index value was 57.48% over the course of the seven-year term.

## Molly's results

Molly's accumulation value is **\$167,480** at the end of seven years, resulting in an annualized return of **7.65%**.

Layered crediting strategy	Contract year	Index value	Interest credit rate	Interest credit amount	Total accumulation value
	At issue	141			\$100,000
	End of year 1	157	2.00%	\$2,000	\$102,000
	End of year 2	173	2.00%	\$2,000	\$104,000
APC	End of year 3	186	2.00%	\$2,000	\$106,000
	End of year 4	194	2.00%	\$2,000	\$108,000
	End of year 5	215	2.00%	\$2,000	\$110,000
	End of year 6	210	0%	\$0	\$110,000
TPC	Average monthly value in year 7	222	57.48%	\$57,480	\$167,480
<b>Annualized return=</b>					<b>7.65%</b>

Assumes \$100,000 premium with 100% allocation to the Fidelity Multifactor Yield Index 5% ER<sup>SM</sup> with a 2.00% hypothetical APC rate and 100% TPC rate using index performance from 12/31/2009 to 12/31/2016. The use of alternate assumptions could produce significantly different results. For more information about how the index value is calculated, as well as low, medium, and high scenarios, please see the product disclosure. Ask your financial professional for an illustration (if available).



# Options for more control

## Flexibility for when it's needed

### Penalty-free withdrawals

After your first contract anniversary, you may take a penalty-free withdrawal of up to 10% of your beginning-of-year accumulation value each year. If you withdraw more than that, a surrender charge and market value adjustment (MVA) may apply. However, by current company practice<sup>1</sup>, we'll waive surrender charges and market value adjustments on any portion of an IRS-required minimum distribution (RMD) that goes beyond what's available to you penalty-free. After the surrender charge period, surrender charges and a market value adjustment no longer apply.

### Payout options

After your first contract anniversary, you may decide to begin receiving income payments from your annuity based on the surrender value. These optional payouts are available in deferred annuities like the Summit Navigate, but are not required. Once a payout option is elected, however, it can't be changed, and all other rights and benefits under the annuity end.

In all states but Florida, income options are available from five to 20 years. Choose from income for a specified period, income for a specified amount, life income, life income with a period certain, joint and survivor life income, or joint and survivor life income with a period certain.

For Florida, you may select an annuity payout option based on the accumulation value at any time after the first year. Choose from life income, life income with a 10-year or 20-year period certain, joint and survivor life income, or joint and survivor life income with a 10-year or 20-year period certain.

### Nursing home confinement waiver<sup>2</sup>

After your first contract year, if you become confined to a qualified nursing care facility for 90 consecutive days, you can withdraw 100% of your accumulation value without a surrender charge and without application of an MVA. You cannot be confined at the time your contract is issued. This feature is automatically included with your annuity at no additional charge.

### Leaving a legacy

Making the most of retirement savings often includes the idea of leaving a legacy—whether it's for loved ones or a cause you believe in. Summit Navigate gives that flexibility with a death benefit feature based on your account's accumulation value.

### Understanding surrenders

If you need money before you planned, you may run the risk of incurring surrender charges, which are assessed on any amount withdrawn in excess of the penalty-free amount. These charges may result in loss of premium.

The surrender charge schedule is shown on the next page, and may vary by state.

### Your surrender value is calculated:

**Accumulation value**

**+/- MVA**  
(if applicable)

**- Surrender charges**  
(if applicable)

**- State premium taxes**  
(if applicable)

**= Surrender value**

<sup>1</sup> A feature offered "by current company practice" is not a contractual guarantee of this annuity contract and can be removed or changed at any time.

<sup>2</sup> Not available in all states.

# Facts at a glance

<b>Issue age</b>	0-85														
<b>Type of money</b>	Nonqualified, Traditional IRAs, Roth IRAs, SEP IRAs														
<b>Minimum premium</b>	Single premium deferred annuity \$10,000 for nonqualified and qualified money														
<b>Surrender charge schedule</b> <small>(based on issue date; may vary by state)</small>	<table border="1"> <thead> <tr> <th>Y1</th> <th>Y2</th> <th>Y3</th> <th>Y4</th> <th>Y5</th> <th>Y6</th> <th>Y7</th> </tr> </thead> <tbody> <tr> <td>8%</td> <td>8%</td> <td>8%</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>4%</td> </tr> </tbody> </table> <p>The surrender charge period will determine the duration of the initial term for the index accounts and the fixed account guarantee period.</p>	Y1	Y2	Y3	Y4	Y5	Y6	Y7	8%	8%	8%	7%	6%	5%	4%
Y1	Y2	Y3	Y4	Y5	Y6	Y7									
8%	8%	8%	7%	6%	5%	4%									
<b>Penalty-free withdrawals</b>	Beginning in the second contract year, up to 10% of the beginning-of-year accumulation value may be taken each year. Surrender charges and market value adjustments on any portion of the IRS-required minimum distributions (RMDs) exceeding the available penalty-free withdrawal amount will be waived by current company practice. <sup>1</sup>														
<b>Market value adjustment (MVA)</b>	The MVA is a positive or negative adjustment based on the change in the MVA index value of the MVA external index since the annuity purchase. It does not apply to penalty-free withdrawals, RMDs, the death benefit, or withdrawals after the surrender charge period. <small>See product annuity disclosure for more information.</small>														
<b>Index account</b>	Fidelity Multifactor Yield Index 5% ER <sup>SM</sup> (FIDMFYDN)														
<b>Crediting methods</b> <small>After the seven-year surrender charge period, you may elect to transfer your values between the fixed and index account crediting method. Transfers to and from the fixed account or the index account must occur after the end of the seven-year term.</small>	<p><b>1) Term participation with annual performance credits:</b> This strategy offers a layered approach to interest credits, including the opportunity for annual increases plus a participation in the growth, if any, that occurs over the duration of the initial term.</p> <ul style="list-style-type: none"> <li><b>Annual performance credits (APC): Applied each contract year if index performs positively</b> At the end of each contract year during the initial seven-year term, except for the final year of the term, an APC credit will be applied when the underlying index performs positively in that year. The APC credit is calculated using the remaining premium and the APC rate declared at issue. After the initial seven-year term, an APC will still be credited in years when the underlying index performs positively. The APC rate will be declared annually at the company's discretion and is subject to the minimum guaranteed APC rate.</li> <li><b>Term participation credit (TPC): Applied at the end of the seven-year term</b> On the contract anniversary at the end of the initial seven-year term, an interest credit is calculated based on the remaining premium and the underlying index value at issue date compared to the average monthly index value in the fifth year of the initial seven-year term. The index growth, if any, is calculated based on the remaining premium and the underlying index value with no cap or margin rate.</li> </ul> <p><b>2) Fixed account:</b> This strategy credits interest daily using a declared fixed rate set at contract issue for the initial seven-year guarantee period. After the initial guarantee period, the fixed rate will be determined on an annual basis and will be subject to the minimum guaranteed fixed rate.</p>														
<b>Death benefit</b>	Upon death of the owner, or annuitant if the owner is a non-natural entity, the death benefit will be the accumulation value plus potential interest credits calculated using a fixed rate through the date of death if the contract meets certain requirements. No APC or TPC will apply if death occurs before the end of the relevant year or term. See the contract for more information. <small>The death benefit will never be less than the minimum surrender value set forth by the state.</small>														
<b>Nursing home confinement waiver</b> <small>(included at no additional charge)</small>	100% of the accumulation value is available penalty-free for qualified confinement to a nursing care center for at least 90 days. This feature is not available in all states.														

<sup>1</sup> A feature offered "by current company practice" is not a contractual guarantee of this annuity contract and can be removed or changed at any time.

# Helping you imagine retirement with confidence

At Midland Retirement Distributors®, we know you want to be confident in retirement. In order to do that, you need your retirement funds to last. The problem is many people are outliving their savings, which may make you feel anxious about your financial future.

Midland Retirement Distributors offers a unique suite of fixed rate and fixed index annuities that can help individuals build confidence in achieving their retirement goals. Through our affiliation with Midland National® Life Insurance Company and their long history and proven financial track record, Midland Retirement Distributors is a trusted partner positioned to stand strong well into the future.

For more than a century, Midland National, the issuing company of all annuities distributed by Midland Retirement Distributors, has focused on providing growth, income, and financial protection—in all types of markets and economic conditions. Independent rating agencies have awarded the following ratings:

“A+”

**A.M. Best<sup>A,B</sup>** (Superior) (Second category of 15)

**S&P Global Ratings<sup>B,C</sup>** (Strong) (Fifth category of 22)

**Fitch Ratings<sup>B,D</sup>** (Stable) (Fifth category of 19)

**Let's work together.** Now is the time to work with your financial professional to develop a strong retirement plan you feel confident about, so you can enjoy a retirement that dreams are made of—where “every day is a Saturday.” In the meantime, see if your values align with ours and if our suite of fixed rate and fixed index annuities may be right for you. Visit [midlandnational.com](http://midlandnational.com).

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**Contact your financial professional for additional details.**

**If you're a financial professional and are interested in more details,  
please call the Midland Retirement Distributors® Sales Desk at 833-451-7692.**

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This brochure is for solicitation purposes only. Please refer to your contract for any other specific information. With every contract that Midland National issues there is a free-look period. This gives you the right to review your entire contract and if you are not satisfied, return it and have your premium returned.

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.

Neither Midland National® Life Insurance Company, Sammons Institutional Group<sup>SM</sup>, Inc., nor any financial professionals acting on its behalf, should be viewed as providing legal, tax or investment advice.

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 indices, 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 could under certain scenarios 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 Summit<sup>SM</sup> Navigate 7 is issued by Midland National® Life Insurance Company, West Des Moines, IA on form MC402A/ICCI9-MC402A (contract), MEI14A/ICCI9-MEI14A, MEI22A/ICCI9-MEI22A, and MEI23A/ICCI9-MEI23A (riders/endorsements) or appropriate state variation.

Insurance products issued by Midland National® Life Insurance Company, West Des Moines, Iowa. Product and features/options may not be available in all states or appropriate for all clients. See product materials for further details, specific features/options, and limitations by product and state.

A surrender during the surrender charge period could result in a loss of premium. Surrender charge structure may vary by state.

All guarantees are backed by the financial strength and claims-paying ability of Midland National® Life Insurance Company.

Withdrawals during the surrender charge period will be subject to surrender charges and possibly a market value adjustment.

A feature offered “by current company practice” is not a contractual guarantee of this annuity contract and can be removed or changed at any time.

The Fidelity Multifactor Yield Index 5% ER (the “Index”) is a multi-asset index, offering exposure to companies with attractive valuations, high quality profiles, positive momentum signals, lower volatility and higher dividend yield than the broader market, as well as U.S. treasuries, which may reduce volatility over time. Fidelity and its related marks are service marks of FMR LLC. Fidelity Product Services LLC (“FPS”) has licensed this index for use for certain purposes to Midland National® Life Insurance Company (“the Company”) on behalf of the Product. The Index is the exclusive property of FPS and is made and compiled without regard to the needs, including, but not limited to, the suitability needs, of the Company, the Product, or owners of the Product. The Product is not sold, sponsored, endorsed or promoted by FPS or any other party involved in, or related to, making or compiling the Index. The Company exercises sole discretion in determining whether and how the Product will be linked to the value of the Index. FPS does not provide investment advice to owners of the Product, nor to any other person or entity with respect to the Index and in no event shall any Product contract owner be deemed to be a client of FPS.

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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. Fitch Ratings is a global leader in financial information services and credit ratings. 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 above ratings apply to Midland National's financial strength and claims-paying ability. **A)** A.M. Best rating affirmed on August 7, 2019. For the latest rating, access [ambest.com](http://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 Ratings' rating assigned February 26, 2009 and affirmed on August 14, 2019. **D)** Fitch Ratings' rating affirmed an Insurer Financial Strength rating of A+ Stable on April 17, 2019. 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](http://fitchratings.com).