



FIELD GUIDE

SENTINEL SECURITY LIFE INSURANCE COMPANY
PO Box 64435 St Paul, MN 55164-0435

FIELD GUIDE

You may also refer to the Quick Sheets, Rate Sheets, and Client Brochures for more information on each annuity product. You must ensure that you correctly represent, to a customer or prospect, the product features based on the actual wording of the applicable annuity and riders for your state.

Some features may not be available in all jurisdictions, and certain restrictions may apply. The Sales Department can provide more detailed product information and state availability.

FOR PRODUCER USE ONLY: This document is intended for producer use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable annuity and rider language.

CONTACT INFORMATION

New Business AnnuityNewBusiness@illumifin.com

Policy Services AnnuityPolicyService@illumifin.com

Commissions commissions@illumifin.com

Licensing licensing@illumifin.com

Sales sales@sslco.com

Phone: 1-800-247-1423

Fax: 1-888-433-4795

HOURS

Licensing/Commissions: 7 AM - 5 PM (MST)

All Other Departments: 7 AM - 5 PM (MST)

AGENT REQUIREMENTS

Please review the following to ensure that you are current on all requirements to sell annuity products.

- E&O Coverage (minimum amounts of \$1,000,000 single occurrence and \$1,000,000 in aggregate)
- AML Training (required every two years)
- Training as required by NAIC Suitability in Annuity Transactions Model Regulation

Please visit www.sslco.com/agents for more information.

WIRING INSTRUCTIONS

Please use only the wire details provided below. Do not substitute with ACH transfers, and advise clients not to deposit funds at any physical Wintrust Bank location under any circumstances. All wire transfers must be sent using the information listed below.

Bank Name	Village Bank & Trust, N.A.
Bank Routing Number	071925460
Bank Address	234 W Northwest Highway
Bank City	Arlington Heights
Bank State	IL
Name on Bank Account	Sentinel Security Life Insurance Company
Account Number	6293667646
Account Type	Checking
Recipient Name	Sentinel Security Life Insurance Company
Recipient Address	7805 Hudson Road Suite 180 Woodbury, MN 55125



STATE PREMIUM TAXES

To date, nine states charge premium taxes on annuities:

State	Qualified	Non-Qualified
California	0.50%	2.35%
Colorado	0.00%	2.00%
Maine	0.00%	2.00%
Nevada	0.00%	3.50%
South Dakota	0.00%	1.25% on first \$500,000 0.08% portion exceeding \$500,000
Texas	0.04%	0.04%
West Virginia	1.00%	1.00%
Wyoming	0.00%	1.00%

Note: Although Florida imposes a premium tax, the state grants exemption from the tax if the insurer can show that the savings from the exemption are passed on to Florida policy owners. Sentinel will pass on the premium tax savings to Florida policy owners so no premium taxes will be withheld.

Sentinel is not currently licensed in Maine or West Virginia.

Procedures – Colorado, South Dakota, and Wyoming

For all annuities except Personal Choice, Sentinel will pay premium taxes in the states of Colorado, South Dakota and Wyoming on a 'front-end' basis, as required by the Department of Insurance. The premium deposit will be reported at the time premiums are paid for the purchase of the deferred annuity and the premium tax amount will be deducted from the policy owner's account. The full initial premium deposit will be reflected in the contract delivered to the policy owner and the payment of the premium taxes will be reported to the policy owner when the first annual Contract Summary is delivered.

For Personal Choice annuity, Sentinel will pay premium taxes as outlined above only when the Death Benefit Rider or the Terminal Illness Rider is elected. If no Death Benefit Rider or Terminal Illness Rider is elected, premium taxes are not required. It is important that the policy owner is aware of the premium tax liability at the point of sale. Please make sure your clients are aware of this situation and how Sentinel will process the transactions.

Procedures - California, Nevada, and Texas

Premium taxes will be charged on a 'back-end' basis only upon annuitization in the states of California, Nevada, and Texas.

IMPORTANT ITEMS TO CONSIDER

1. The Owner's age is used for calculating commissions (See commissions section for more details).
 - a. the age of the older owner is used;
 - b. if non-natural owner, the age of the annuitant is used.
2. Age used for maturity/issue age – owner
3. Age used for calculating surrender charges – owner
4. Issue and rider age restrictions may apply. (See Agent Quick Sheet for product specific details).
5. When there are joint owners we assume 50%/50% ownership for tax reporting purposes.

SUITABILITY

You are required to complete the Suitability Questionnaire and review the Statement of Understanding form with each applicant. Return the Suitability form to the Home Office with the application and leave the Disclosure form with the applicant.

Suitability is based on the producer recommendation and the Company's assessment of suitability which includes:

- Age
- Annual Income
- Financial situation and needs (including funding)
- Financial experience
- Financial objectives
- Intended use of the annuity
- Investment time horizon
- Existing assets (including investment and life insurance holdings)
- Liquidity needs
- Liquid net worth
- Risk tolerance
- Tax status/Filing status

APPLICATION PROCESS

- Applications with a purchase premium of less than \$10,000 must be submitted using our E-App, accessible at <https://sslco.admin-portal.org>
- Completed paper applications with a purchase premium of \$10,000 or more can be sent by:
 - **Email:** AnnuityNewBusiness@illumifin.com
 - **Fax to Sentinel Security Life Insurance Company:** Attn New Business, 1-888-433-4795
 - Include all of the application pages and any applicable forms such as the Suitability and Ownership Identification Forms.
 - If faxed or emailed, mail the original check, attn: New Business, with a cover sheet clearly stating to which application the check should be matched.
 - If the application includes a 1035 Exchange or Transfer, mail the original 1035 or Transfer form, attn: New Business with a cover sheet clearly stating to which application the form(s) should be matched.
 - Please do not destroy any materials until a suitability underwriting decision has been made.
 - **Mail to Sentinel Security Life Insurance Company:** Attn. New Business, Po Box 64435 St Paul, MN 55164-0435
 - **Overnight mail to Sentinel Security Life Insurance Company:** Attn. New Business, 7805 Hudson Road Suite 180 Woodbury, MN 55125
- All applications are considered on an individual basis. The Company reserves the right to limit or reject any application based on the suitability of each client.
- Policies are approved to be issued once all missing requirements, including funds, are received. The Personal Choice annuities are issued daily. Summit Bonus Index annuities are issued 4 times a month on the 1st, 8th, 15th, and 22nd. Accumulation Protector PlusSM, Guaranteed Income, Personal Choice Plus, and Retirement Plus Multiplier[®] annuities are issued 9 times a month on the 1st, 4th, 8th, 11th, 15th, 18th, 22nd, 25th, and 28th. Policy contracts are mailed one to two business days after the policy's Issue Date. Policies under \$250,000 are sent by regular mail, and policies \$250,000 and higher are sent 2-day express.
- If the policy is approved other than as applied for, the Agent will be notified and allowed one business day to advise us whether or not to proceed. Otherwise, the policy will be adjusted accordingly.
- **Crediting Rate Changes** – We will notify agents in the event of a rate change via email and on our website. We will make every effort to provide notice up to two-weeks from the time of the announcement to when the changes take effect. However, in some cases a shorter notice period may be required. We will clearly communicate all effective dates including signature and receipt dates. All applications must adhere to all communicated dates in order to receive specified rates.
- **45 Day Hold** – We will process applications for up to 45 days from the effective date of any crediting rate for all applications dated prior to the effective date. This hold period should be sufficient to allow for processing and any exchanges or transfers that need to take place before the contract is issued. All applications signed on or after the effective date of a rate change will receive the current crediting rates.
- If the crediting rate increases, all applications received regardless of the date signed, will receive the higher crediting rates.
- Any applicable crediting rates and beginning values for any applicable indices will not be set until the policy date. They may be different from the Cap set when the application was signed.
- If the Owner or Beneficiary is a Trust, please complete form SSLAN-CERTTRUST-OT, Trustee Certification of Trust and include a copy of the following pages from the Trust documents with the application:
 - Page indicating Name of Trust;
 - Signature page of Trust document;
 - TIN (tax identification number) for the Trust; and
 - In addition to the Trustee Certification, please complete the SSLAN-72u Trust and Other Non-Natural Owner form.
 - Application must be signed with a designation after each signature.
- If the Owner or Beneficiary is a Corporation/Entity, please include a copy of the following with the application:
 - Certificate of Existence/Certificate of Good Standing;
 - TIN (tax identification number);
 - IRS determination letter for a 501(c)(3) tax-exempt entity, if applicable;
 - In addition to the Certification of Existence/Certificate of Good Standing, please complete the SSLAN-72u Trust and Other Non-Natural Owner form.
 - Application must be signed with a designation after each signature.
- Please remember that making sure all applicable fields are completed will help expedite processing time.

- Applications with multiple sources of funds will be issued with current funds after 90 days of no communication from the agent or transfer company. Funds must meet the product minimum premium.
- Applications without sufficient funds will be canceled after 90 days of no response.
- Funds received that need to be returned will be sent to the original sender. If the original sender will not accept the funds they will be sent to the client, which may cause a taxable event.
- Applications with missing requirements will be cancelled if there is no response after 90 days and must be resubmitted.

COMMISSION

Please see your up line for your commission schedule and any details in reference to your commission payout. Below is some general information:

- Commission is based on the owner's age. If there are joint owners, it is based on the older of the two. In the case of a non-natural owner, commissions are based on the annuitant's age or oldest annuitant if there are joint annuitants.
- Commissions are paid based on the owner's age at issue and not the owner's age at the time the application is received.
- For example, John Doe's birthday is April 15th. He signed an application on April 1st and is currently 80 years old. The Home Office received the application on April 3rd. There was a 1035 exchange request to have funds transferred from an existing annuity. The funds were received at the Home Office on April 18th and the policy was issued the same day. The issue age would be 81 and the commissions in this case would be paid based on the issue age 81 and not age 80.
- Personal Choice Annuity contracts with commission of \$15,000 or more require the delivery receipt signed & returned prior to paying commissions.
- All other annuity contracts with single premium of \$350,000 or more require the delivery receipt signed & returned prior to paying commissions.
- If a Personal Choice Annuity contract renews for another guarantee period, commissions are automatically paid at half the original commission rate.
- Commissions are paid daily upon approval.
- Currently, Sentinel Security Life Insurance Company requires proof delivery for all issued Life Policies and Annuity Contracts sold in California, Louisiana, and South Dakota. We accept a signed Policy Delivery Receipt or written record of acceptance from each Owner.

COMMISSION CHARGEBACKS

Guaranteed Income Annuity

Owner's Death:

- If the owner's issue age is 80 or younger, 100% will be charged back if the death occurs in the first six months of the first contract year and 50% will be charged back if the death occurs in the last six months of the first contract year.
- If the owner's issue age is 81 or older, 100% will be charged back if the death occurs in the first contract year and 50% will be charged back if the death occurs in the second contract year.

Withdrawals and Surrenders:

- Commissions will be charged back if a policy is surrendered or partially surrendered within the first year. The charge back is pro-rated based on the portion of the premium that is surrendered.

Retirement Plus Multiplier[®] Annuity

Owner's Death:

- If the owner's issue age is under 80, there is no charge back at death.
- If the owner's issue age is 80 or older, 50% will be charged back if the death occurs in the first contract year.

Withdrawals and Surrenders:

- 100% of commissions will be charged back if a policy is surrendered or partially surrendered in the first six months of the first contract year and 50% will be charged back if the surrender or partial surrender occurs in the last six months of the first contract year. The charge back is pro-rated based on the portion of the premium that is surrendered.

All Other Annuities

Owner's Death:

- If the owner's issue age is under 80, there is no charge back at death.
- If the owner's issue age is 80 or older, 50% will be charged back if the death occurs in the first contract year.

Withdrawals and Surrender:

- Commissions will be charged back if a policy is surrendered or partially surrendered within the first year. The charge back is pro-rated based on the portion of the premium that is surrendered.

RENEWAL PROCEDURES

- We will send a Notice of Renewal Options with a Renewal Election Form to the Contract Owner and Agent of record approximately sixty (60) days prior to the Contract Anniversary at the end of the Guarantee Period. The Renewal Election Form or Transfer Paperwork must be returned to the Home Office before the Contract Anniversary, at the end of the Guarantee Period, to process all change requests or the Contract will automatically renew and charges will apply to process.
- If the Renewal Election Form is returned to the Home Office by the end of the Guarantee Period, subsiding on the Contract Anniversary, we will allow a fourteen (14) day grace period to receive any missing items. Any missing items, including Transfer Forms, must be received and deemed in good order by day fifteen (15) or charges will apply to process.
- The Notice of Renewal Options will document a current credit rate that is applicable for forty-five (45) days from the date the letter is mailed. This rate is subject to change from the time the letter is mailed to the Contract Anniversary at the end of the Guarantee Period. Please visit <https://sslco.com/rates/> for the Home Office's current rates.
- No additional funds may be added to the Contract Value during the renewal process.
- No action is necessary if the Contract Owner does not intend to make any elections. We will automatically renew the Contract or roll-up period for another guaranteed period on the Contract Anniversary.

SENTINEL SECURITY LIFE INSURANCE COMPANY'S ANNUITIES ARE OWNER-DRIVEN CONTRACTS WITH THE FOLLOWING DEATH SCENARIOS:

Owner-driven contracts – What happens if a party to the contract dies (deferral status)

OWNERSHIP ARRANGEMENT	WHO DIES	RESULT
Annuitant and owner are the same	Annuitant/Owner	Death benefit is paid to the beneficiary
Annuitant and owner are the same and there are joint owners	One of the Joint Owners	Death benefit is paid to the beneficiary
Annuitant and owner are different individuals	Owner	Death benefit is paid to the beneficiary
Annuitant and owner are different individuals	Annuitant	The owner becomes the annuitant or the owner can choose to name a new annuitant
Annuitant and owner are different individuals and there is joint ownership of the policy	One of the joint owners	Death benefit is paid to the beneficiary
Annuitant and owner are different individuals and there is joint ownership of the policy	Annuitant	The older of the joint owners becomes the annuitant or the joint owners can choose to name a new annuitant
Annuitant and owner are different and the owner is not an individual (trust, corporation, etc.)	Annuitant	Death benefit is paid to the beneficiary

Owner-driven contracts – What happens if a party to the contract dies (payout status)

OWNERSHIP ARRANGEMENT	WHO DIES	RESULT
Annuitant and owner are the same	Annuitant/Owner	Any remaining guaranteed payments will continue to the beneficiary
Annuitant and owner are different individuals (if not an individual the trust can't "die")	Owner	Payments will continue to the beneficiary
Annuitant and owner are different individuals or are not individuals (trusts, corporation, etc.)	Annuitant	Any remaining guaranteed payments would continue to the owner
Annuitant and owner are different individuals and there is joint ownership of the policy	One of the joint owners	The remaining joint owner's portion of the payments continue to their designated beneficiary
Annuitant and owner are different individuals and there is joint ownership of the policy	Annuitant	Any remaining guaranteed payments would continue to the owner
Annuitant and owner are different and the owner is not an individual (trust, corporation, etc.)	Annuitant	Any remaining guaranteed payments would continue to the beneficiary

The Company has provided this information to help producers understand the ideas discussed. Any examples are hypothetical and are used only to help producers understand the concepts of this product. If an example is not presented here and you need clarification, please contact the Home Office for more information or further clarification. What the Company says about legal or tax matters is its understanding of current law, but the Company is not offering legal or tax advice. Tax laws and IRS administrative positions may change. This material is not intended to be used by any taxpayer to avoid any IRS penalty. Your clients should consult independent tax and legal professionals for advice based on their particular circumstances. The information presented in this guide should be used in conjunction with contract policy forms for each applicable state.

Insurance and annuity products are not deposits, are not insured by the FDIC or any other federal government agency, may decrease in value, and are not guaranteed by any bank or its affiliates.

SENTINEL SECURITY LIFE INSURANCE COMPANY

Since 1948, families have counted on Sentinel Security Life Insurance Company during their time of need. The Company was originally established to provide families a way of funding funeral expenses and burial costs. Through our final expense life insurance product, we have been honored to provide peace of mind to families for well over half a century.

Today, Sentinel offers a strong senior market portfolio including Life, Medicare Supplement and Annuity products. We continue to develop new products while improving existing products and services to better protect our customers.

Sentinel has a long history of financial strength and stability that has afforded us the opportunity to invest wisely in the growth of our company. Our strength lies not only in the quality of our insurance products, but also the level of service we provide to our policyholders, agents, and shareholders. We invite you to learn more about our company by visiting www.sslco.com or by calling 1-800-247-1423.

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■ ■ ■ SENTINEL SECURITY LIFE INSURANCE COMPANY IS A MEMBER OF THE A-CAP FAMILY