

BULLETIN

A Communication from
the Life Insurance Division



PACIFIC LIFE

Pacific Life Insurance Company

DATE: May 3, 2021

TO: Life Insurance Producers, Management, Office Administrators, and
Technical Staff

SUBJECT: NEW! Pacific Trident IUL

Category	
<input type="checkbox"/>	Administration
<input type="checkbox"/>	Compliance
<input type="checkbox"/>	Marketing
<input checked="" type="checkbox"/>	Product
<input type="checkbox"/>	Risk Selection
<input type="checkbox"/>	Miscellaneous

Indexed Universal Life Insurance Designed for Clients Who Want Competitive Guarantees and Cash Value Growth Potential

Introducing Pacific Trident IUL,¹ the next indexed universal life insurance (IUL) product from the leader in IUL²—Pacific Life Insurance Company. Pacific Trident IUL offers death benefit protection with optional no lapse guarantees up to lifetime,^{3,4} guaranteed early year cash surrender values,⁵ and a range of indexed account options, including two optional accounts⁶ with segment adjustment factors for additional interest crediting potential.

APPLICATIONS MAY BE SUBMITTED, BEGINNING MAY 3, 2021:

- Pacific Trident IUL will be available for new business applications on 5/3/2021 subject to state availability. Applications cannot be submitted prior to this date. Please see Submission and Transition Guidelines on pages 2.

KEY FEATURES

- Optional no-lapse guarantee protection up to lifetime via No Lapse Guarantee Rider^{3,4}
- No premium load, guaranteed. A surplus premium load may apply on very large premiums received in the first policy year.
- Range of interest crediting potential in one fixed account and eight indexed accounts, including two optional accounts with segment adjustment factors for greater interest crediting potential.⁶
- Flexible policy access options including withdrawals, standard loans, alternate loans,⁷ and long-term care⁸ or chronic illness rider⁹ benefit payments.
- Guaranteed cash surrender values equal to 85% of premiums paid for up to the first 10 policy years via Limited Return of Premium Guarantee Rider.⁵

For additional product details, and to contact your Pacific Life representative, go to <https://Lifeinsurance.PacificLife.com/Trident>.

ADMINISTRATIVE NOTES

- Use the new application #A20IUW beginning 5/3/21.
- For current state availability, go to Lifeline.PacificLife.com or contact your Pacific Life representative.
- Illustrations available on [Navigator](#), 5/3/2021.
- Sales materials available on [Lifeline](#), 5/3/2021.

Submission Guidelines

Date	Requirement
5/3/2021	<p>To Apply for the New Pacific Trident IUL <u>without</u> the Premier LTC Rider</p> <p>Include <u>signed</u> copies of:</p> <ul style="list-style-type: none">• Product illustration• A20IUW application <p>Replacement paperwork and any applicable supplemental applications</p>
5/3/2021	<p>To Apply for the New Pacific Trident IUL <u>with</u> the Premier LTC Rider (long-term care rider)</p> <p>Include <u>Signed</u> Copies of:</p> <ul style="list-style-type: none">• Product illustration including Premier LTC Rider Supplemental Illustration Report• Application for Individual Life Insurance (form #A20IUW)• LTC Rider Supplement Application (form #A15LCR)• LTC Rider Personal Suitability Worksheet (form #M15PWR)• HIPAA Authorization to Release Medical Information• HIPAA Authorization to Obtain Medical Information• Notices of replacement for Life and LTC Coverage (if applicable)• W-9 Request for Taxpayer ID & Certification Form (or W-8 beneficiary version) <p>Give to Client:</p> <ul style="list-style-type: none">• Life Disclosures Book, LTC Disclosures Booklet (CD), and any other applicable forms listed on the LTC Rider Supplement Application (form #A15LCR)• Must acknowledge receipt by initializing the LTC Rider Supplement Application (form #A15LCR) <p>Additional Underwriting Requirement for Insureds Age 65 and Older</p> <p>As part of the underwriting process the Premier LTC Rider, a Cognitive Assessment is required for insureds age 65 and older for both formal applications and Tele-APP Life Tickets.</p> <ul style="list-style-type: none">• If using the formal application process, when placing your order, please notify the Paramed Facility not to order the Med Plus, because the Medical Examiner's Report along with the Minnesota Cognitive Acuity Screening (MCAS), will satisfy the Med Plus requirement. To order the MCAS from LTCG, call (888) 302-8291.• If using the Tele-APP Life Ticket expedited process, please note this additional underwriting requirement may require more than one phone interview for insureds age 65 and older.

Indexed universal life insurance does not directly participate in any stock or equity investments.

- 1 Flexible premium indexed universal life insurance. Policy Form #P15IUL, S20TRI or ICC15 P15IUL, ICC20 S20TRI, based on state of policy issue.
- 2 Source: LIMRA International Q4, 2009–Q4, 2020 Confidential Sales Survey of Participating Life Insurance Companies. Sales rankings are based on recurring premium as measured against 34 participating companies.
- 3 Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. Clients should be shown policy illustrations with and without riders to help show the rider's impact on the policy's values.
- 4 No-Lapse Guarantee Rider, Form #R17FNL, S18FNL or ICC17 R17FNL, ICC18 S18FNL) based on state of policy issue, depending on how your client structures their policy, has a maximum duration of the insured's lifetime, subject to certain limits. If your client's net no-lapse guarantee value is zero, the no-lapse feature terminates. If the no-lapse feature terminates, additional premiums would be required to resume the no-lapse guarantee. If policy performance is such that your client's policy is being maintained solely by the no-lapse guarantee, your client's policy will not build cash value.
- 5 Limited Return of Premium Guarantee Rider (LROPG), Form #R20ROP or ICC20 R20ROP, based on state of policy issue.
- 6 Additional Indexed Account Rider (AIAR), Form #R20AIA or ICC20 R20AIA, based on state of policy issue.
- 7 Alternate Loan Rider, Form #R10ALR
- 8 Long-term care protection is provided by optional Premier LTC Rider, Accelerated Death Benefit Rider for Long-Term Care, Form #R15LTC, R15LTC SP, R15LTC NLGI SP or ICC15 R15LTC, ICC15 R15LTC SP, ICC15 R15LTC NLGI SP
- 9 Chronic and Terminal Illness protection is provided by optional Premier Living Benefits Rider 2 ("PLBR 2"), Accelerated Death Benefit Rider for Chronic and Terminal Illness, Form #R18ADB and S18ADB or ICC18 R18ADB and ICC18 S18ADB, based on state of policy issue

Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.



PACIFIC LIFE

(800) 800-7681 • www.PacificLife.com

Pacific Life Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state. Insurance products and their guarantees, including optional benefits and any crediting rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. Look to the strength of the life insurance company with regard to such guarantees as these guarantees are not backed by the broker-dealer, insurance agency, or their affiliates from which products are purchased. Neither these entities nor their representatives make any representation or assurance regarding the claims-paying ability of the life insurance company.

Life insurance is subject to underwriting and approval of the application and will incur monthly policy charges.

Pacific Life Insurance Company's individual life insurance products are marketed exclusively through independent third-party life insurance producers, which may include bank affiliated entities. Some selling entities may limit availability of some optional riders and investment options based on their client's age and other factors. Your broker-dealer or firm can help you determine which optional riders and investment options are available and appropriate for your clients.

Pacific Life Insurance Company's Home Office is located in Newport Beach, CA.

Investment and Insurance Products: Not a Deposit	Not Insured by any Federal Government Agency	
Not FDIC Insured	No Bank Guarantee	May Lose Value

21-VER-48

BT-51041-00 5/21 E524