

# PL PROMISE LIFE INSURANCE PRODUCTS AT-A-GLANCE



PACIFIC LIFE

Pacific Life Insurance Company

Pacific Life Insurance Company is striving to help you and your clients secure a better financial future with simpler, more affordable life insurance options. Explore the PL Promise suite of products.

Product Name	PL Promise Term <sup>1</sup>	PL Promise GUL <sup>2</sup>	PL Promise Conversion UL <sup>3</sup>
<b>Product Type</b>	Level Premium Term Life Insurance	No-Lapse Guarantee Universal Life Insurance	Universal Life Insurance with No-Lapse Guarantee Available Upon Conversion from PL Promise Term
<b>Product Features</b>	<ul style="list-style-type: none"> <li>Competitive pricing for no-nicotine risk classes across all terms, face amounts, ages, and sexes</li> <li>Monthly modal advantage</li> <li>25-year term</li> <li>Select class</li> <li>\$50K minimum face amount</li> <li>Substandard 20% per table vs. 25%</li> <li>Innovative conversion product</li> <li>Accelerated underwriting process offering up to \$3M in coverage</li> </ul>	<ul style="list-style-type: none"> <li>Guaranteed death benefit protection at an affordable price</li> <li>\$25K minimum face amount</li> <li>Level pay and single pay</li> <li>Shorter guarantees (age 90)</li> <li>No cost return of premium (ROP) and terminal illness riders<sup>4</sup></li> <li>Chronic illness rider<sup>4</sup></li> <li>No adverse impact if premiums paid 1 month early or late</li> <li>Up to \$2M in coverage with no medical exams with evidence of physical and labs within past 12 months (ages 18-70, all risk classes)</li> </ul>	<ul style="list-style-type: none"> <li>Up to 150% of normal compensation upon early conversion</li> <li>Up to 2 partial conversions</li> <li>Competitive premiums compared to fully underwritten no-lapse guarantee universal life (UL) products</li> <li>ROP feature in policy years 15, 20, and 25</li> <li>\$50K minimum face amount</li> <li>Ability to mine inforce data on the Producer Bay website</li> </ul>
<b>Issue Ages</b>	Minimum: 18	0–80 age nearest birthday	18–70 age nearest birthday
<b>Face Amount</b>	Minimum: \$50,000	Minimum: \$25,000	<ul style="list-style-type: none"> <li>Minimum: \$50,000</li> <li>Up to 2 partial conversions allowed per single PL Promise Term policy</li> </ul>
<b>Premium Bands</b>	1: \$25,000 (GUL)/\$50,000 (Term)–\$99,999.99; 2: \$100,000–\$249,999.99; 3: \$250,000–\$499,999.99; 4: \$500,000–\$999,999.99; 5: \$1,000,000–\$2,999,999.99; 6: ≥ \$3,000,000		Not applicable
<b>Underwriting Risk Classes</b>	<ul style="list-style-type: none"> <li>No Nicotine: Preferred Best, Preferred, Select, Standard</li> <li>Nicotine: Preferred, Standard</li> </ul>		No underwriting required: Policy will convert to an equivalent risk class
<b>Surrender Charge</b>	Not applicable	Applies upon a full policy surrender and any face amount decrease or withdrawal occurring within the policy's first 19 years (Additional fees may apply)	Applies upon a full policy surrender and any face amount decrease or withdrawal occurring within the policy's first 15 years

The primary purpose of life insurance is to protect the policy beneficiaries from the adverse financial consequences of the insured's death.

<sup>1</sup>PL PROMISE TERM Level Premium Term Life Insurance. Policy Form #P16LYT or ICC16 P16LYT and S16LYT 10, S16LYT 15, S16LYT 20, S16LYT 25, or S16LYT 30, based on level premium period chosen and state of policy issue.

<sup>2</sup>PL PROMISE GUL No-Lapse Guarantee Universal Life Insurance. Policy Form #P18PRUL and S18PRUL or ICC18 P18PRUL and ICC18 S18PRUL, based on state of policy issue.

<sup>3</sup>PL PROMISE CONVERSION UL Universal Life Insurance with No-Lapse Guarantee available upon conversion from PL Promise Term Life Insurance. Policy Form #P17LYCUL or ICC17 P17LYCUL, based on state of policy issue. There are circumstances in which converting the client's existing life insurance can benefit the client. As a life insurance producer, it is your responsibility to provide the client with detailed information as to how a conversion may affect the client's plan of insurance. Clients should be advised to make a careful comparison of the costs and benefits of the existing policy and the proposed policy to determine whether conversion is the right decision for the client.

Product Name	PL Promise Term	PL Promise GUL	PL Promise Conversion UL
<b>Riders<sup>4</sup></b>	<ul style="list-style-type: none"> <li>• Accelerated Death Benefit (#R16LYTIR or ICC16 R16LYTIR)</li> <li>• Children’s Level Term Insurance (#R18LYCT or ICC18 R18LYCT)</li> <li>• Waiver of Premium (#R16LYPW or ICC16 R16LYPW)</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerated Death Benefit (#R16LYTIR or ICC16 R16LYTIR)</li> <li>• Children’s Level Term Insurance (#R18LYCT or ICC18 R18LYCT)</li> <li>• Enhanced Surrender Value (#R17LYESV or ICC17 R17LYESV)</li> <li>• Waiver of Monthly Deduction (#R18WMD or ICC18 R18WMD)</li> <li>• Chronic Illness Care (#R18LYCHR or ICC18 R18LYCHR)</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerated Death Benefit (#R16LYTIR or ICC16 R16LYTIR)</li> <li>• Children’s Level Term Insurance (#R18LYCT or ICC18 R18LYCT)</li> <li>• Enhanced Surrender Value (#R17LYESV or ICC17 R17LYESV)</li> </ul>

<sup>4</sup>Riders may incur additional charges and are subject to availability, restrictions and limitations. Clients should be shown policy quotes with and without riders to help show the rider’s impact on the policy’s values. Rider form #s based on state of policy issue. Contact your Pacific Life representative for rider details.

Underwriting At-A-Glance	eCapabilities At-A-Glance
<p>One process, three pathways. With our streamlined underwriting—<b>Pacific Accelerated Life+ (PAL+)</b>—applications are intelligently routed for the least invasive underwriting method possible with automatic pivoting throughout. You apply, we do the rest.</p> <p><b>Accelerated underwriting—</b></p> <ul style="list-style-type: none"> <li>• Up to \$3M in PL Promise Term death benefit coverage with no medical exams<sup>5</sup></li> <li>• Ages 18-60</li> <li>• Standard or better risk classes</li> </ul> <p><b>Modified underwriting—</b></p> <ul style="list-style-type: none"> <li>• Up to \$3M in PL Promise Term and \$2M for PL Promise GUL</li> <li>• Ages 18-70</li> <li>• All risk classes</li> <li>• No medical exams with evidence of physical with labs within past 12 months</li> </ul> <p><b>Traditional underwriting—</b></p> <ul style="list-style-type: none"> <li>• For those that don’t qualify for accelerated or modified</li> </ul>	<p>Digital tools that can make it easier and faster to submit, complete, and manage business.</p> <p><b>Drop Ticket</b>—quickly submit for faster processing with less chance of data entry errors</p> <p><b>Online Health History Tool</b>—an alternate option for clients to provide health history information</p> <p><b>Case Management</b>—focus on the cases that need your attention first using Producer Bay features</p> <p><b>eXpress Requirements</b>—allows for faster, easier form collection</p> <p><b>ePolicy Delivery</b>—digital signature, payment, and delivery of policy to help complete more quickly</p> <p><b>Business Performance Tools</b>—provides direct access to cycle times, placement rates and more</p> <p><b>Inforce Management</b>—access to comprehensive data that allows you to mine your book of business</p> <p><b>Marketing Toolkits</b>—for product materials, personalized emails, sales strategies and more</p>

<sup>5</sup>The issuance of the policy may depend upon answers to the health questions contained in the application.



Contact us for more information. (888) 900-9777 or [LynInternalSales@PacificLife.com](mailto:LynInternalSales@PacificLife.com)

*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 Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state.

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

Universal Life Insurance generally requires additional premium payments after the initial premium. If either no premiums are paid, or subsequent premiums are insufficient to continue coverage, it is possible that coverage will expire.

Pacific Life Insurance Company reserves the right to change or modify any non-guaranteed or current elements. The right to modify these elements is not limited to a specific time or reason.

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

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