

# PACIFIC PROTECTOR VUL

Flexible Premium Variable Universal Life Insurance



PACIFIC LIFE

Pacific Life Insurance Company

*Take Care of Tomorrow,  
Take Care of Your Legacy*



CLIENT GUIDE

# Pacific Protector VUL

**Guaranteed death benefit protection designed for efficient wealth transfer planning and market-driven growth potential.**

**What kind of legacy do you want to leave for your family, business, or beloved charities? How will you transfer wealth to the next generation or help your family maintain their current lifestyle if something happens to you? What will your life be like 20 years from now? These are some of life's tough questions. With Pacific Protector VUL, you can protect your legacy and find peace of mind in answering the tough questions with no-lapse guarantees, growth potential, and living benefits to help achieve your financial goals.**

## GUARANTEES YOU CAN DEPEND ON

With the Flexible Duration No-Lapse Guarantee Rider,<sup>1</sup> your policy's greatest asset—its death benefit—is guaranteed for a duration you choose (up to lifetime), no matter how the market performs. Plus, guaranteed interest crediting floors in the policy's fixed accounts can help provide you protection against market-based losses and may also help reduce volatility on your policy's cash value for even greater peace of mind.

Policy charges may exceed the interest credited to the accumulated value in the fixed and indexed accounts.

## ADDED PROTECTION WHEN YOU NEED IT

You also have the choice of adding living benefits to help enhance your protection while you're still alive in case of chronic or terminal illness.<sup>2</sup> Living benefit riders can be used to help safeguard the legacy you intend to leave to heirs or charities by providing access to funds to help you pay for certain care-related services. Talk to your financial professional to learn what rider options may be available to you.

The primary purpose of life insurance is to provide death benefit protection for your beneficiaries.

## BENEFITS OF VARIABLE UNIVERSAL LIFE (VUL) INSURANCE



### Guaranteed Death Benefit Protection

Protect your legacy, estate, or business with a no-lapse death benefit.



### Market-Driven Investment Options

In addition to guaranteed fixed accounts, you may allocate your cash value among variable investment options for market-driven performance.



### Value-Added Benefits

Choose among optional living benefits riders<sup>2</sup> to enhance your coverage.

<sup>1</sup> The optional Flexible Duration No-Lapse Guarantee Rider (Form series #R21FNL, S21FNL varies based on state of policy issue) is available at policy issue for additional cost. For the rider's guarantee to remain in place, the policyowner must not request an unscheduled increase in face amount and must remain 100% allocated among the Fixed Option or any of the other Allowable Investment Options specified in the prospectus. The no-lapse guarantee, depending on how you structure your policy, has a maximum duration of up to the insured's lifetime, subject to certain limits. If your 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 policy is being maintained solely by the no-lapse guarantee, your policy will not build cash value. Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. When considering a rider, request a policy illustration from your life insurance producer to see the rider's impact on your policy's values.

<sup>2</sup> Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. When considering a rider, request a policy illustration or quote from your life insurance producer to see the rider's impact on your policy's values.



## Growth Potential That Works For You

### Explore Your Options for Cash Value Accumulation

Pacific Protector VUL helps protect your legacy and, if funded properly, also has the potential to accumulate cash value. With greater cash value accumulation comes greater financial flexibility. As long as your cash value is sufficient to pay ongoing policy charges, you may be able to skip or suspend additional premium payments. And—if an emergency arises—you may access your policy’s accumulated cash value via policy loans or withdrawals. Keep in mind, that if your policy’s cash value is less than your policy’s ongoing charges, you will need to pay additional premiums to keep your policy in force. Additionally, taking policy loans and withdrawals can shorten or negate your no-lapse guarantee. Consult with your financial professional for details if you are considering accessing your policy’s cash value.

Choose among the following to help drive your policy’s ability to accumulate cash value. Our lineup gives you access to variable investment options with a focus on cost-efficient funds from some of the top investment managers in the industry, including Vanguard®, Fidelity®, and Dimensional.

<b>VARIABLE INVESTMENT OPTIONS</b> Range of market-driven options, streamlined for simplicity	<b>FIXED ACCOUNTS</b> Fixed account options offer a competitive interest crediting rate
<ul style="list-style-type: none"> <li>• Ideal if you desire growth potential through direct market exposure</li> <li>• Fund lineup includes passively-managed funds for the benefit of:                             <ul style="list-style-type: none"> <li>• diversification</li> <li>• cost-efficiency</li> <li>• simplicity</li> </ul> </li> <li>• Covers major asset classes and a range of risk tolerances without an overwhelming array of options</li> </ul>	<ul style="list-style-type: none"> <li>• Ideal if you wish to safeguard a portion of your assets from market fluctuations</li> <li>• Credit a competitive current interest rate declared by the strength of Pacific Life Insurance Company</li> <li>• Guaranteed 1% minimum interest rate</li> <li>• The first year declared rate is guaranteed for the first policy year; the current interest rate is also guaranteed at each policy anniversary</li> </ul>

Variable 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.

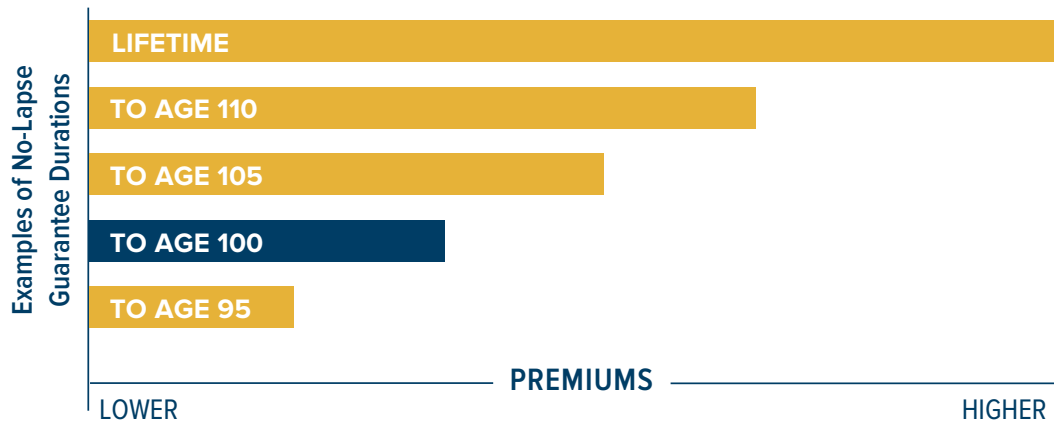
## A NO-LAPSE GUARANTEE YOU CAN COUNT ON

**Pacific Protector VUL** gives you options for a range of policy approaches that can be adjusted for protection throughout your lifetime. Your policy offers an optional no-lapse guarantee that will help keep your policy's death benefit in place, no matter how the underlying investment options perform. You may choose a duration up to lifetime. The longer the

guaranteed duration, the higher the premium as shown in the chart below.

This key feature ensures that your beneficiaries will get the policies' death benefit; and it will do so regardless of market performance.

### You Choose Your No-Lapse Guarantee Duration



**Secure your protection with a guarantee against lapse.**



In order to sell life insurance products, a financial professional must be a properly licensed and appointed life insurance producer.

The fixed account options are part of Pacific Life Insurance Company's general account and is backed by the company's financial strength and claims-paying ability. A monthly asset-based charge is assessed across all investment options, which may reduce the effective yield earned in the fixed accounts. The guaranteed maximum asset charge for all Investment Options is 0.60% annually (0.05% monthly) of the unloaned accumulated value.

Every variable investment option has some degree of risk depending on what it invests in and what strategies it uses. While all variable investment options are subject to market risk, some investment options may be subject to greater volatility than others. The variable investment options are not FDIC insured or guaranteed.

Before investing you should talk to your financial professional and carefully read the applicable product and fund prospectuses for the risks, charges, and expenses associated with the investment options of any variable universal life insurance product.

## Protect Your Legacy

Pacific Protector VUL can be a fundamental aspect of any financial plan. Explore your options in wealth transfer planning including the following:

### ESTATE & LEGACY PLANNING

If you plan on leaving assets to your beneficiaries, they may owe estate taxes<sup>4</sup>—depending on the value of the asset. Additionally, many states impose a state-level estate or inheritance tax. For high-net-worth individuals with assets such as businesses or real estate, it isn't always possible or practical for beneficiaries to liquidate these assets into cash. Pacific Protector VUL can provide death benefit proceeds to help your beneficiaries pay estate taxes without burden.

Another estate planning benefit this policy may provide is using the death benefit proceeds to equalize the financial legacy you leave. For example, one beneficiary may receive a share in a business, while the other may receive the policy's death benefit proceeds. When determining how much your heirs will receive and what form the inheritance will take, Pacific Protector VUL can help by providing resources to divide assets equally among heirs. It's your legacy. Your choice.

### MAXIMIZING WEALTH TRANSFER

Protection-focused cash value life insurance is an efficient way to maximize the distribution of assets to a spouse, children and grandchildren, or a charity. Combined with a will or a trust, Pacific Protector VUL can help increase the amount you pass on to heirs or beloved causes. It can also help provide a shelter that protects your assets from higher taxation if you're concerned about potential future estate and income tax increases or changes to the federal estate tax exemption.

### WANT TO LEARN MORE?

Talk with your financial professional about the many ways life insurance may help your financial wellbeing and wealth transfer needs or refer to the prospectus.

Or, visit [paclife.co/variable](https://paclife.co/variable) where you can download a prospectus or locate a financial professional.



<sup>4</sup> According to the Tax Cuts and Jobs Act of 2017, the federal estate, gift, and generation-skipping transfer (GST) tax exemption amounts are all \$10,000,000 per person (indexed for inflation effective for tax years after 2011); the maximum estate, gift, and GST tax rates are 40%. In 2026, the federal estate, gift, and GST tax exemption amounts are scheduled to revert to \$5,000,000 per person (indexed for inflation for tax years after 2011).

# The Power of Pacific

For more than 150 years, Pacific Life has helped millions of individuals and families with their financial needs through a wide range of life insurance products, annuities, and mutual funds, and offers a variety of investment products and services to individuals, businesses, and pension plans. Whether your goal is to protect loved ones or grow your assets for retirement, Pacific Life offers innovative products and services that provide value and financial security for current and future generations. Pacific Life counts more than half of the 100 largest U.S. companies as its clients and has been named one of the 2022 World’s Most Ethical Companies® by the Ethisphere Institute. For additional company information, including current financial strength ratings, visit [www.PacificLife.com](http://www.PacificLife.com).

*Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. Client count as of June 2022 is compiled by Pacific Life using the 2022 FORTUNE 500® list.*

**Pacific Life, its affiliates, their distributors and respective representatives do not provide tax, accounting or legal advice. Any taxpayer should seek advice based on the taxpayer’s particular circumstances from an independent tax advisor or attorney.**

***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**

Pacific Life Insurance Company  
Newport Beach, CA  
(800) 800-7681 • [www.PacificLife.com](http://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, but they do not protect the value of the variable investment options. 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. Variable insurance products are distributed by **Pacific Select Distributors, LLC (member FINRA & SIPC)**, a subsidiary of Pacific Life Insurance Company and are available through licensed third-party broker-dealers.

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

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’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 life insurance producer can help you determine which optional riders and investment options are available and appropriate for you.

DFA Securities LLC, Fidelity Distributors Corporation, Vanguard LLC, and the products each distributes, are not affiliated with Pacific Life Insurance Company and Pacific Select Distributors, LLC.

Fidelity is a registered trademarks of FMR LLC. Vanguard is a registered trademark of The Vanguard Group, Inc.

“World’s Most Ethical Companies” and “Ethisphere” names and marks are registered trademarks of Ethisphere LLC.

***This material must be preceded or accompanied by the variable life insurance product prospectus. Contact your life insurance producer or visit [www.PacificLife.com](http://www.PacificLife.com) for more information, including product and underlying fund prospectuses that contain more complete information about Pacific Life Insurance Company and a variable life insurance policy’s risks, charges, limitations, and expenses, as well as the risks, charges, expenses and investment goals/objectives of the underlying investment options. Read them carefully before investing or sending money.***

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