

**From:** Ferguson, Jamie [<mailto:Jamie.Ferguson@protective.com>]

**Sent:** Wednesday, March 15, 2017 10:30 AM

**To:** Dittrich, Ralph <[Ralph.Dittrich@crump.com](mailto:Ralph.Dittrich@crump.com)>; Marder, Donna <[Donna.Marder@crump.com](mailto:Donna.Marder@crump.com)>; Patterson, Jason <[Jason.Patterson@crump.com](mailto:Jason.Patterson@crump.com)>

**Subject:** IUL rate change

FYI. IUL max illustrated rate going from 5.79 to 5.81.

Jamie.

**Jamie Ferguson**

2<sup>nd</sup> Vice President & National Account Manager  
Life and Annuity Division



**Protective Life Insurance Company**

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Monkton, MD 21111  
Phone: 804-614-6619  
Fax: 205-268-1620

# Protective Life Bulletin

DATE: March 15, 2017  
TO: Protective Life Distributors  
FROM: Protective Life Insurance Company  
RE: Updates to Protective Indexed Choice<sup>SM</sup> UL Maximum Illustrated Rate and Loan Charge Rate

Effective March 16, 2017, the maximum illustrated indexed rate for Protective Indexed Choice UL will increase from 5.79% to 5.81%. This will only impact the illustrated indexed rate on new policies, and not the actual indexed credited rates which are based upon the performance of the S&P 500®.

The maximum illustrated indexed rate for this product will be updated each year based on the formula and look-back period described in Actuarial Guideline 49 (AG49), a requirement mandated by the National Association of Insurance Commissioners (NAIC) to standardize how indexed universal life insurance policies are illustrated across the industry.

AG49 also mandates that for illustrations which include loans, the illustrated rate credited to the loan balance may not exceed the illustrated loan charge by more than 100 basis points. For Protective Indexed Choice UL illustrations under non-guaranteed assumptions, we will now charge 4.81% on policy loans and credit up to the new maximum illustrated rate of 5.81%. The change in the policy loan charge rate will take effect on the next policy anniversary after March 16, 2017.

**Protective Indexed Choice UL offers a more realistic approach to an indexed universal life solution, built with integrity. Let's deliver on our promises. Together.**

**Please contact us at 877.778.3500, option 1 to order sales materials and for additional support.**



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Protective Indexed Choice UL (UL-23) is a flexible premium universal life insurance policy issued by Protective Life Insurance Company, Birmingham, AL. Policy form numbers, product features and availability may vary by state. Consult policies for benefits, riders, charges, expense, limitations and exclusions. Subject to underwriting. Up to a two-year contestable and suicide period. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates apply. Protective Indexed Choice UL is not a security investment and is not an investment in the market. Be sure your agents provide their clients with costs and complete details about the terms, conditions, limitations or exclusions that may apply to this policy.

If amounts placed in the Indexed Account are withdrawn prior to the end of an annual term, no interest will be credited.

Interest is charged on loans. In general, loans are not taxable, but withdrawals are taxable to the extent they exceed basis in the policy. Loans outstanding at policy lapse or surrender before the insured's death will cause immediate taxation to the extent of gain in the policy. Unpaid loans and withdrawals reduce cash values and policy benefits. Clients should consult their tax advisors for advice regarding their particular situation.

The tax treatment of life insurance is subject to change. Neither Protective Life nor its representatives offer legal or tax advice. Clients should consult with their legal or tax advisors regarding their individual situations before making any tax-related decisions.

All payments and all guarantees are subject to the claims paying ability of Protective Life Insurance Company.

The S&P 500® Index is one of the most commonly used benchmarks for the U.S. equity market. It is a market capitalization weighted index of 500 of the largest U.S. companies and includes a representative sample of leading companies in leading industries of the U.S. economy. **This index is based on the stock prices of these companies and does not include dividends. Premiums allocated to fixed account do not involve the S&P 500 Index.**

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# Protective Life Bulletin

DATE: March 15, 2017  
TO: Protective Life Distributors  
FROM: Protective Life Insurance Company  
RE: New Agent Status Lookup Tool on MyProtective

Protective Life is excited to announce the launch of a new Agent Status Lookup Tool on MyProtective ([www.myprotective.com](http://www.myprotective.com)). This tool will allow you to look up your agents' status. You will be able search by Agent Name or Agent Number. The tool will provide the following details:

- Agent Number
- Agent Name
- Contract Status
- AML Status
- Appointment States
- Commission Paid To

The Agent Status Lookup Tool can be found on MyProtective by accessing **My Business > Reports & Tools > Agent Status Lookup Tool** or by clicking [here](#) (must be logged in to MyProtective first to view).

If you have questions, please contact the Contracting and Licensing Department at 800.444.2658, option 1.

