

BULLETIN

A Communication from
the Life Insurance Division



DATE: October 9, 2018
TO: Management, Office Administrators and Technical Staff
SUBJECT: **Year-End Procedures for 2018**

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

It's time to prepare for 2018 year-end closing. As always, our goal is to make this a successful year-end for everyone. Important dates and information about year-end closing are highlighted below.

Cutoff Dates for Non-Variable and Variable Life Insurance Business

The following table provides cutoff dates for receipt of requests and critical requirements* at the Life Insurance Division in proper form for 2018 year-end processing. Please note that these dates are based on estimated underwriting review, and service times are not guaranteed.

Cutoff Date	Non-Variable & Variable Business
Dec. 3, 2018	<ul style="list-style-type: none"> • New Business Applications / Tickets • New Business Reissues • Term Conversions • Reinstatements • Policy Changes
Dec. 10, 2018	Last day to submit underwriting and administrative requirements to issue a policy.
Dec. 13, 2018	Indexed Accounts transfer cut-off date
Dec. 14, 2018	Last day for non-variable Loan, Withdrawal and Surrender Requests for distribution in 2018.
Dec. 15, 2018	Indexed Account Transfer Date. The Free Look Transfer for variable products with the Indexed Account will be based on the state Free Look Transfer Period and must occur <u>on or before</u> the Transfer to be eligible to transfer into the indexed account in December 2018 .
Dec. 21, 2018	Last day to receive requirements for 2018 income: Initial minimum premium and all critical requirements* must be received in proper form to pay the policy regardless of funding source. The Market close for Variable Business, 1:00 PM PT /3:00 PM CT.
Dec. 24, 2018	Pacific Life Holiday
Dec. 25, 2018	Pacific Life Holiday

Dec. 28, 2018	Last commission close day for 2018 production/recognition credit (will be paid as 2019 income) Initial minimum premium and all critical requirements* must be received in proper form to pay policy regardless of funding source
Dec. 31, 2018	Pacific Life Holiday

*Critical requirements may include but are not limited to: Certificate of Health, Medical Transfer, Application, Part II Non-Medical / Personal Health History, Acceptance of a Rating, and/or Acceptance of a Decrease in Coverage.

Year-End Processing Reminders

- Initial minimum premium and all critical requirements must be received at the Life Insurance Division in proper form before a case can be paid. Cutoff time for variable life insurance business is before market close, 1:00 PM PT.
- If the initial premium is paid in 2018, all outstanding delivery requirements, including the policy receipt, must be received by the established delivery date, otherwise commissions and production/recognition credits will be reversed per our established procedures.
- For variable life insurance business, the commission cutoff date provided for 2018 income is when Pacific Life pays the broker-dealer. The timing of payments from the broker-dealer to the registered representative may differ depending on the broker-dealer.

Mailing Addresses

The following table has been provided for your convenience.

Requirements	Individual New Business Contact Information	Multilife New Business Contact Information
Delivery Requirements	Fax: (866) 964-4860 NBSUnderwriting@PacificLife.com Pacific Life Insurance Company Attn: Life Insurance Division - New Business, 5 th Floor 6750 Mercy Road Omaha, NE 68106	Fax: (949) 420-6302 MultilifeNewBusiness@PacificLife.com Pacific Life Insurance Company Attn: Multilife New Business – 7 th Floor 45 Enterprise Aliso Viejo, CA 92656-2601
Underwriting Requirements	To expedite underwriting, please fax or email requirements to New Business Services at: Fax: (866) 964-4860 NBSUnderwriting@PacificLife.com	Pacific Life Insurance Company Attn: Multilife Underwriting – 7 th Floor 45 Enterprise Aliso Viejo, CA 92656-2601
Initial Premiums & 1035 Exchange Paperwork	Pacific Life Insurance Company Attn: Life Insurance Division - New Business, 5 th Floor 6750 Mercy Road Omaha, NE 68106 Note: Original 1035 Exchange paperwork is required.	Pacific Life Insurance Company Attn: Multilife New Business – 7 th Floor 45 Enterprise Aliso Viejo, CA 92656 Note: Original 1035 Exchange paperwork is required.
Email for New Business:	NBSUnderwriting@PacificLife.com	MultilifeNewBusiness@PacificLife.com

Pacific PremierCare Products

Dedicated Sales Support team available for help prequalifying a prospect, running a quote, checking licensing requirements, or submitting a ticket.

- For Pacific Premier Care, contact the LTC Sales Desk at (855) 584-0661, press Option 1, or email LTCSalesDesk@PacificLife.com

Year End Tax Reporting

If it's important to you/your client to ensure any year end distributions are tax reported for the 2018 tax year, please make sure that we receive distribution requests no later than December 14 so that the distribution can be processed and received by the policy owner prior to the end of the year.

Delivery Services

Please be sure to check the delivery schedule if using Federal Express, UPS, etc. Critical delivery requirements must be received at the Life Insurance Division before 1:00 pm PT (3:00 pm CT) on December 28, 2018, in order for a case to be paid and earn 2018 production and recognition credits.

Individual New Business

If you have any questions or need additional information, please contact your New Business Services Representative at 800-800-7681 extension 8510 or email NBSAdmin@PacificLife.com.

Multilife New Business

Submit your Multilife cases as early as possible, since additional processing time may be required. For assistance with year-end planning and to confirm the deadlines for COLI or employer-sponsored cases, please contact one of the Case Coordinators at (800) 800-7681: Lesli Correia at extension 8071 or Michelle Le at extension 8235.

Industry Awards Certification

Certification for Million Dollar Round Table (MDRT) remains the same as in 2016. Pacific Life Insurance Company does not certify paid eligible commissions on variable life insurance products. If a life insurance producer is a registered representative, his/her broker-dealer must sign the certifying letter. Pacific Life Insurance Company will sign MDRT certifying letters from life insurance producers requesting certification for first-year commissions and commissionable premiums paid on non-variable (general account) products.

Please send all applicable industry award applications to:

Shana Boynton, Meeting & Event Marketing

Pacific Life Insurance Company

Life Insurance Division

45 Enterprise, 8th Floor

Aliso Viejo, CA 92656

(949) 420-7136 • (949) 219-8731 (FAX)

Recognition@pacificlife.com

Pacific Life 2019 Leaders Conference

The Pacific Life 2019 Leaders Conference will take place in the vibrant city of Amsterdam, the “Venice of the North,” May 4-10, 2019. A city of contrasts, Amsterdam is quaint yet expansive, traditional yet modern, filled with history and a carefree vibe. Presidents Club qualifiers will begin their excursion with an amazing three days of adventure in Reykjavík, Iceland, May 1-5, 2019, touring the extreme landscapes of this remote European island known as “the land of fire and ice,” prior to flying to Amsterdam to join the Leaders Conference program in The Netherlands.

The two-year qualification period runs from January 1, 2017 to December 31, 2018, and is based on the sale of Pacific Life’s General Account life insurance products only (Universal Life, Indexed Universal Life, Term Life, and Whole Life). The sale of Variable Universal Life and Fixed Annuity products does not count in this recognition program. In addition, Pacific Life will not count production earned from Pacific Life & Annuity Company-issued life insurance policies toward the qualification for Leaders Conference. This is necessary to maintain compliance with section 4228 of the New York Insurance Law. This does not affect the actual compensation paid on Pacific Life & Annuity Company-issued policies.

Qualification notification and registration materials will be mailed in February 2019. Leaders Conference qualifiers will receive an invitation for two, the life insurance producer and a spouse or guest.

Qualification Levels

- Individual Producers
 - Presidents Club – 1,200,000 Conference Credits (CCs)
 - Leader Level – 600,000 CCs
- Marketing Organizations
 - 3,500,000 CCs qualifies a maximum of one (1) Marketing Organization principal for the Leaders Conference.
- Wirehouse GAs
 - 600,000 CCs qualifies one (1) Leader Level invite.
 - Each additional 600,000 CCs qualifies another Leader Level invitation.
 - A maximum of four (4) Leader Level invites per office.
- Vanguard producers
 - Vanguard producers can qualify for Presidents Club with 900,000 CCs and Leader Level with 450,000 CCs.

For more information, please access the Life Insurance Division life insurance producer website *Lifeline* at Lifeline.PacificLife.com and select Resource Center/Conferences, or contact your Pacific Life Insurance Company marketing representative.

Calendar

Attached is a December calendar indicating the year-end cutoff dates shown in this bulletin. For your convenience, you may detach this calendar and display it as a reminder.

We value our relationship with you and wish you a most successful year-end.

Attachment:

- December 2018 Year-End Calendar

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

Pacific Life & Annuity Company
Newport Beach, CA
(800) 595-6996 | www.PacificLife.com

Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product availability and features may vary by state. Each insurance company is solely responsible for the financial obligations accruing under the products it issues. 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.

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

December 2018 – NSO, RLO, SC, MO
Non Variable & Variable Year End Dates
For Variable: Cutoff time is before 1:00 p.m. PT (3:00 p.m. CT)

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
					1	2
3 o New Business Applications/Tickets o New Business Reissues o Term Conversions o Reinstatements o Policy Changes	4	5	6	7	8	9
10 Last day to submit underwriting and administrative requirements to issue a policy	11	12	13 Indexed Account Transfer cut-off for 12/15/2018 transfer date	14 Last day for distribution in 2018 o Non Variable Universal Life (VUL) Loan o Withdrawal o Surrender	15 Indexed Account Transfer Date. The Free Look Transfer for variable products with the Indexed Account will be based on the state Free Look Transfer Period and must occur <u>on or before</u> the Transfer to be eligible to transfer into the indexed account in December 2018	16
17	18	19	20	21 Last day to receive 2018 income: Initial minimum premium and all critical requirements must be received to pay the policy regardless of funding source	22	23
24 Pacific Life Holiday	25 Pacific Life Holiday	26	27	28 Last Commission close for 2018 production/ recognition credit (Will be paid as 2019 income). Last day to receive initial minimum premium and all critical requirements to pay the policy regardless of funding source.	29	30
31 Pacific Life Holiday						

Variable Products With an Indexed Account:

The Free Look Transfer will be based on the state Free Look Transfer Period and must occur on or before the Transfer Date (as listed above) to be eligible to transfer into the indexed account in December 2018