

# BULLETIN

A Communication from  
the Life Insurance Division



PACIFIC LIFE

Pacific Life Insurance Company

**DATE:** March 3, 2023

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

**SUBJECT:** Revised AG 49-A Maximum Illustrated Rates for Certain Indexed Universal Life  
Insurance Products, Effective May 1, 2023

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

## Revised AG 49-A Maximum Illustrated Rates for Certain Indexed Universal Life Insurance Products, Effective May 1, 2023

To comply with revised Actuarial Guideline 49-A illustration regulatory requirements, hereafter referred to as AG 49-A (2023), Pacific Life's illustration system will be updated on March 15, 2023 to reflect the following maximum illustrated rates for some indexed accounts available with certain indexed universal life insurance products. The new maximum illustrated rates apply to policies sold on or after May 1, 2023.

Please update Navigator illustration software to reflect the revised maximum illustrated rates or request a personalized illustration from your Pacific Life representative.

### Important Dates:

- **March 15, 2023** – We will update Navigator, allowing users to choose between the old AG 49-A rates and the new AG 49-A (2023) rates. To help minimize the risk of needing new signed illustrations, consider using the AG 49-A (2023) rates beginning on this date.
- **April 21, 2023** – Last day to run illustrations at the old AG 49-A maximum illustrated rates.
- **April 21, 2023** – To ensure we can process all applications before the deadline, policies must be paid by this date and all delivery requirements, including delivery receipt must be received. Any pending cases not paid by this date will require a new signed illustration reflecting the revised AG 49-A (2023) rates.
- **May 1, 2023** – Revised AG 49-A (2023) maximum illustrated rates become effective.

Any pending IUL policy not paid by 4/21/2023 will require a new signed illustration reflecting the revised maximum illustrated rates. The signed illustration can be a delivery requirement.

[See page 2 for revised maximum illustrated rates.](#)

## Changes to Maximum Illustrated Rates for Certain IUL Products<sup>1</sup>

Revised maximum illustrated rates apply only to the indexed accounts and products listed below for new business sold on or after 5/1/2023.

Applies to new business for 2020 versions of Pacific Discovery Xelerator IUL 2, Pacific Indexed Accumulator 6, Pacific Indexed Estate Preserver 3			
Indexed Account	1-Year High Par	1-Year Select Volatility Control	1-Year High Par Volatility Control
Maximum Illustrated Rate Prior to 5/1/2023	4.36%	4.69%	4.69%
<b>NEW Maximum Illustrated Rate on or After 5/1/2023</b>	<b>4.34%</b>	<b>3.86%</b>	<b>4.37%</b>

Applies to new business for Pacific Horizon IUL 2022, Pacific Horizon ECV IUL, Pacific Horizon Survivorship IUL		
Indexed Account	1-Year High Par Volatility Control	1-Year Volatility Control
Maximum Illustrated Rate Prior to 5/1/2023	5.44%	5.44%
<b>NEW Maximum Illustrated Rate on or After 5/1/2023</b>	<b>4.89%</b>	<b>4.55%</b>

For any indexed accounts or products NOT listed, there is no change to the maximum illustrated rate. The maximum illustrated rates do not impact the policy's actual performance.

### Endnotes:

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

<sup>1</sup> Pacific Life Insurance Company's indexed universal life insurance products are Pacific Discovery Xelerator IUL 2 (form series P15IUL, S18PDX2), Pacific Indexed Accumulator 6 (form series P15IUL, S18PIA6), Pacific Indexed Estate Preserver 3 (form series P15SIL, S19IEP3), Pacific Horizon IUL 2022 (form series P21IUL, S22NGI), Pacific Horizon ECV IUL (form series P21IUL, S22ECV), Pacific Horizon Survivorship IUL (form series P15SIL, S22SHZN). In any instance where there is more than one form number shown, form number varies based on product and 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**

**Pacific Life Insurance Company  
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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.

This material reflects the Pacific Life Insurance Company policy features and benefits. All policy features and benefits may not be available through some Broker Dealers.

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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