

# PACIFIC TRIDENT IUL

Flexible Premium Indexed Universal Life Insurance



**PACIFIC LIFE**

Pacific Life Insurance Company



Client Guide

# Guaranteed Death Benefit Protection with the Flexibility to Meet a Lifetime of Needs

What does the future hold for you? New adventures? New challenges and opportunities? Without a crystal ball, it's hard to know for sure.

One thing you do know—it's important to be prepared.

Consider **Pacific Trident IUL** for death benefit protection now and the flexibility to provide financial benefits for the future. **Pacific Trident IUL** combines competitive guarantees with the potential for cash value accumulation and optional features to expand your policy's flexibility even more.

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## Benefits of Indexed Universal Life (IUL) Insurance



### Death Benefit Protection

Protect your family and assets with tax-free<sup>1</sup> death benefit.



### Index-Based Performance

Indexed accounts credit interest based in part on the performance of major stock market indexes, excluding dividends.<sup>2</sup> Each account guarantees a 0% minimum rate to help protect your policy from index-based losses.



### Financial Flexibility

Flexible options allow your policy to respond to changing needs.

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<sup>1</sup> For federal income tax purposes, life insurance death benefits generally pay income tax-free to beneficiaries pursuant to IRC Sec. 101(a)(1). In certain situations, however, life insurance death benefits may be partially or wholly taxable. Situations include, but are not limited to: the transfer of a life insurance policy for valuable consideration unless the transfer qualifies for an exception under IRC Sec. 101(a)(2)(i.e. the transfer-for-value rule); arrangements that lack an insurable interest based on state law; and an employer-owned policy unless the policy qualifies for an exception under IRC Sec. 101(j).

<sup>2</sup> Indexed accounts do not directly participate in any stock or equity investment.

# Guarantees You Can Depend On

## No-Lapse Guarantees

To help keep your death benefit in force regardless of interest crediting rate, your policy comes with four to 20 years of no-lapse protection at no additional charge.<sup>3,4</sup> If you would like longer no-lapse guarantee coverage, elect the optional No-Lapse Guarantee Rider for an additional charge and choose a flexible no-lapse duration up to lifetime.<sup>3,5</sup>

## Guaranteed Minimum Interest Crediting Rates

For steady interest crediting, your Pacific Trident IUL policy features a fixed account with a 1% guaranteed minimum interest crediting rate. The fixed account's current crediting rate may be higher on a nonguaranteed basis.

Your policy also offers a variety of indexed accounts that credit interest based in part on the performance of a stock market index. Each indexed account guarantees a minimum interest crediting rate of 0%, so your policy will never lose cash value due to index performance. Your policy's cash value is only reduced by policy charges and any policy loans, withdrawals, and other distributions you take.<sup>6</sup>

## Guaranteed Cash Surrender Values

Depending on how the policy ownership is established, you may use your available policy's cash value as a personal or business asset. You can guarantee your cash surrender value in early policy years by electing the Limited Return of Premium Guarantee Rider.<sup>3,7</sup> This rider guarantees that your policy's cash surrender will equal 85% of your premiums paid for up to the first ten policy years if certain minimum premium and other requirements are met.

Additionally, your policy's Interest Guarantee on Termination Rider<sup>8</sup> provides an alternate accumulated value (AAV) that, if higher than the policy's actual accumulated value, is used to determine the amount available at the insured's death, policy surrender, or to help prevent policy lapse. This rider is included in the policy at no additional charge.

*Live more confidently knowing you have guarantees.*

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<sup>3</sup> 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>4</sup> The Short-Term No-Lapse Guarantee Rider (Form #R02NL5) is issued with all policies with insureds issue ages 75 and younger electing Death Benefit Option A or B at policy issue. Paying only the Short-Term No-Lapse Premiums will guarantee the death benefit from four to 20 years but will not guarantee cash value accumulation. If you discontinue paying the Short-Term No-Lapse Premiums, the no-lapse feature will terminate before the guaranteed duration. If this occurs, additional premiums in an amount equal to the short-fall can be paid to bring the no-lapse feature back in-force. If policy loans or withdrawals are taken, additional premiums may be required to keep the no-lapse feature in force.

<sup>5</sup> The No-Lapse Guarantee Rider (Form #R17FNL, S18FNL or ICC17 R17FNL, ICC18 S18FNL, based on state of policy issue), depending on how you structure the policy, has a maximum duration of the insured's lifetime, subject to certain limits. If your policy's net no-lapse guarantee value is zero, the no-lapse feature terminates. If policy performance is such that your policy is being maintained solely by the no-lapse guarantee, your policy will not build cash value. If the no-lapse feature terminates, additional premiums would be required to resume the no-lapse guarantee.

<sup>6</sup> Monthly policy charges include an Administrative Charge, Coverage Charge, Cost of Insurance Charge, and any applicable rider and indexed account charges. Additionally, a premium load may be deducted from each premium payment. Surrender charges will apply upon policy surrender within 10 years of policy issue or Basic Coverage layer issue date. To understand how the policy charges will affect your policy's cash value, request a personalized illustration that includes the "Policy Charges" report.

<sup>7</sup> Limited Return of Premium Guarantee Rider (Form #R20ROP), varies based on state of policy issue.

<sup>8</sup> Interest Guarantee on Termination Rider (Form #R20IGT), varies based on state of policy issue.

# Flexibility to Meet a Lifetime of Needs

## Multiple Allocation Strategies

In addition to the fixed account, Pacific Trident IUL offers a wide variety of indexed accounts for greater interest crediting potential in a variety of market conditions.

## Cash Value Flexibility

Over time, your policy's cash value may grow tax-deferred. With sufficient accumulated cash value, you may be able to enjoy greater flexibility to reduce premium payments provided you have sufficient remaining cash value to pay ongoing policy charges.

Provided your policy has enough cash value, you may take income tax-free<sup>9</sup> withdrawals or loans from your policy's cash value to supplement your income or cover unexpected expenses.<sup>10</sup>

## Additional Optional Benefits

You may elect optional riders to enhance the protection and flexibility of your policy. Talk to your financial professional<sup>11</sup> about the optional riders available with your policy to help meet chronic illness or other expenses should they arise.

<sup>9</sup> For federal income tax purposes, tax-free income assumes, among other things: (1) withdrawals do not exceed tax basis (generally, premiums paid less prior withdrawals); (2) policy remains in force until death (any outstanding policy debt at time of lapse or surrender that exceeds the tax basis will be subject to tax); (3) withdrawals taken during the first 15 policy years do not cause, occur at the time of, or during the two years prior to, any reduction in benefits; and (4) the policy does not become a modified endowment contract. See IRC Sec. 72, 7702(f)(7)(B), 7702A. Any policy withdrawals, loans, and loan interest will reduce policy values and may reduce benefits.

<sup>10</sup> Taking a withdrawal in the first 10 policy years will terminate the Limited Return of Premium Guarantee Rider.

<sup>11</sup> In order to sell life insurance, a financial professional must be a properly licensed and appointed life insurance producer.



# How Will You Use Your Policy?



## Protect Your Loved Ones and Gain Future Financial Flexibility

No one likes to think about their own mortality but planning ahead with a Pacific Trident IUL policy can be a smart play. The policy's no-lapse guarantees can help protect your loved ones from the financial impact of your death, while its interest crediting potential increases your future financial flexibility. Tax benefits may include tax-deferred accumulation of the policy's cash value and tax-free<sup>12</sup> policy distributions (policy loans and withdrawals) from the available cash value. Because it guarantees minimum interest crediting rates, the policy is also protected from index-based losses, making it an attractive addition to a retirement income portfolio.

## Cover Key Executives and Gain Business Assets

If you own a business, a robust executive benefits plan may help you attract and retain key executives. For example, you may reward top talent by using an endorsement split dollar arrangement to buy cash value life insurance on key executives. As the policyowner, your business pays the premiums<sup>13</sup> and generally retains access to the cash value as an asset, providing the business with potential access to funds if it needs cash in the future. The remainder of the death benefit will be paid to the beneficiary named by the executive<sup>14</sup>.

*To learn more about the flexible uses of this policy, request a personalized illustration from your financial professional.*

<sup>12</sup> For federal income tax purposes, tax-free income assumes, among other things: (1) withdrawals do not exceed tax basis (generally, premiums paid less prior withdrawals); (2) policy remains in force until death (any outstanding policy debt at time of lapse or surrender that exceeds the tax basis will be subject to tax); (3) withdrawals taken during the first 15 policy years do not cause, occur at the time of, or during the two years prior to, any reduction in benefits; and (4) the policy does not become a modified endowment contract. See IRC Sec. 72, 7702(f)(7)(B), 7702A. Any policy withdrawals, loans, and loan interest will reduce policy values and may reduce benefits.

<sup>13</sup> Indexed 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.

<sup>14</sup> The executive will pay premiums equal to the Reportable Economic Benefit (REB) on his or her portion of the death benefit and the employer will pay the remainder of the premiums; or the employer will pay all premiums due. Then the executive will pay no premiums but the REB on his or her portion of the death benefit will be taxable to the executive. Final Split Dollar Regulations (Treas. Reg. Sec. 1.61-22(d)(3)(ii)) reserved the issue of the cost of current life insurance protection for future guidance. Until such guidance is issued, Notice 2002-8 states that taxpayers may continue to use the insurance carrier's published one year term rates or the Table 2001 rates for arrangements entered into prior to January 28, 2002. For arrangements entered into after that date, taxpayers are generally limited to the Table 2001 rates.

# The Power of Pacific

Your life insurance policy is only as solid as the company behind it. When you purchase a life insurance policy from Pacific Life, you are buying a promise that today, tomorrow, and many years from now, we will be there. For more than 150 years, we've fulfilled that promise, and you can count on us to be there throughout your lifetime.

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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.

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.

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.

The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.

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Not FDIC Insured	No Bank Guarantee	May Lose Value