



DATE: March 25, 2024

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

SUBJECT: Introducing Pacific Life's Next Flagship IUL Product

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

Introducing Pacific Life's Next Flagship Indexed Universal Life Insurance Product—Pacific Horizon IUL 2

Pacific Life Insurance Company is pleased to announce the launch of Pacific Horizon IUL 2, subject to state availability, effective March 25, 2024.¹

This new indexed universal life insurance (IUL) product combines competitive performance with the versatility to help meet your clients' death benefit protection, wealth transfer, and supplemental retirement income needs.

Product Highlights

- **Competitiveness:** Strong performance potential across ages and risk classes for both males and females
- **Versatility:** One product, many uses—including supplemental income planning, business planning, legacy planning, premium financing, and protection against chronic illness or long-term care expenses
- **Design Flexibility:** Three coverage design options for a choice of higher early cash surrender values, greater long-term accumulation potential, or a balance between the two
- **Enhanced Performance Potential:** Three rider designs—including the new Plus design with a level rider charge rate—offer a potential boost to policy performance in exchange for a monthly rider charge²
- **Three Ways to Plan for Chronic Illness Expenses:** Choose between two optional chronic illness riders³ or long-term care rider⁴
- **New Fixed Charge Indexed Loan:** Offers clients an indexed loan type with a guaranteed loan interest charge rate of 4.5%⁵
- **Guaranteed Protection:** Included no-lapse guarantee up to age 90 on eligible policies⁶ with an option to extend the guarantee up to lifetime⁷
- **Choice of Crediting Strategies:** Five indexed accounts, including one-year, multi-year, and volatility control indexed accounts as well as a fixed account

Pacific Horizon IUL 2 will replace Pacific Horizon IUL 2022⁸ and Pacific Discovery Xelerator IUL 2,⁹ subject to state approval, beginning 3/25/2024.

See pages 2-3 for Transition and Submission Guidelines.

[Download marketing materials and learn more about Pacific Horizon IUL 2.](#)

Transition Guidelines

Date	Requirement
<p data-bbox="201 289 358 319">5/24/2024</p> <p data-bbox="201 491 428 604">Prior to Policy Issue or within 60 Days of State Availability</p>	<p data-bbox="449 289 1295 344">To Be Eligible for Pacific Horizon IUL 2022 or Pacific Discovery Xelerator IUL 2</p> <p data-bbox="449 344 1414 464">Cases submitted for Pacific Horizon IUL 2022 or Pacific Discovery Xelerator IUL 2 must have the ticket or application and all associated forms signed and dated on or before 5/24/2024. Submissions signed and dated after 5/24/2024 will not be processed and the cases will be closed.</p> <p data-bbox="449 491 1377 520">To Request Pacific Horizon IUL 2 When Another IUL Case Is Pending</p> <p data-bbox="449 520 1398 604">For pending cases that would now like Pacific Horizon IUL 2, the request must be submitted on or after 3/25/2024 in writing and include an illustration for Pacific Horizon IUL 2.</p> <p data-bbox="449 636 1414 741">For policies previously issued that would now like Pacific Horizon IUL 2, the normal 90-day reissue requirements would apply, pending state availability. All submission and underwriting requirements must be completed and received within the 90-day window from original policy mail date.</p>

Submission Guidelines

Date	Requirement
<p data-bbox="201 942 342 972">3/25/2024</p>	<p data-bbox="384 942 1338 997">To Request Pacific Horizon IUL 2 Without the Premier LTC Rider or the Premier Chronic Illness Rider:</p> <p data-bbox="384 997 699 1026">Include Signed Copies of:</p> <ul data-bbox="435 1031 1393 1121" style="list-style-type: none"> <li data-bbox="435 1031 716 1060">• Product Illustration <li data-bbox="435 1064 964 1094">• Application for Individual Life Insurance <li data-bbox="435 1098 1393 1121">• Replacement paperwork and any applicable supplemental application forms

Submission guidelines continued on next page.

3/25/2024 To Request Pacific Horizon IUL 2 with the Premier Chronic Illness Rider (not available in California):

Include a copy of the product illustration, including the Premier Chronic Illness Rider.

Include Signed Copies of:

- Application for Individual Life Insurance
- HIPAA Authorization to Obtain Medical Information
- Notices of replacement for Life (if applicable) and any supplemental applications
- W-9 Request for Taxpayer ID & Certification Form (or W-8 beneficiary version)

Provide to Client:

- Life Disclosures Book
- LTC Disclosures Booklet (CD)

Additional Underwriting Requirement for Insureds Age 61 and Older:

As part of the underwriting process the following is required for the Premier Chronic Illness Rider:

- Insureds age 61 and older, attending physician statement(s) (APS) will be required.
- Insureds age 65 and older, a Med Plus (older age assessment) is required for both the formal applications and Tele-APP Life Tickets. Order the Med Plus through ExamOne or APPS.
- Insureds 71 and older, a Functional Assessment will also need to be completed.

3/25/2024 To Request Pacific Horizon IUL 2 with the Premier LTC Rider:

Include signed copies of:

- Product illustration including LTC Rider Supplemental Illustration Report
- Application for Individual Life Insurance
- LTC Rider Supplement Application
- LTC Rider Personal Suitability Worksheet
- HIPAA Authorization to Release Medical Information
- HIPAA Authorization to Obtain Medical Information
- Notices of replacement for Life and LTC Coverage (if applicable)
- W-9 Request for Taxpayer ID & Certification Form (or W-8 beneficiary version)

Provide to Client:

- Life Disclosures Book, LTC Disclosures Booklet (CD), and any other applicable forms listed in the LTC Rider Supplement Application (Form #A15LCR)
- Must acknowledge receipt by initializing the LTC Rider Supplement Application (form #A15LCR)

Additional Underwriting Requirement for Insured Age 65 and Older:

As part of the underwriting process for the Premier LTC Rider, a Cognitive Assessment is required for insureds age 65 and older for both the formal applications and Tele-APP Life tickets.

- Insureds age 65 and older, a Med Plus (older age assessment) is required for both the formal applications and Tele-APP Life Tickets. Order the Med Plus through ExamOne or APPS.
 - Insureds 71 and older, a Functional Assessment will also need to be completed.
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Footnotes:

- 1 Pacific Horizon IUL 2 (form series P21IUL, S23HZN2-B, S23HZN2-E, or S23HZN2-L, varies based on coverage design option and state of policy issue).
- 2 Enhanced Performance Factor Rider (form series R18EPF, S23EPF, varies based on state of policy issue).
- 3 Choice of Premier Living Benefits Rider 2 (form series R18ADB, S18ADB, varies based on state of policy issue) or Premier Chronic Illness Rider (form series R22CHR, S23CHR, varies based on state of policy issue). The Premier Chronic Illness Rider is not available in California.
- 4 Premier LTC Rider (form series R15LTC, R15LTC SP, varies based on state of policy issue).
- 5 Fixed Charge Indexed Loan Rider (form series R23FALR, S23FALR, varies based on state of policy issue).
- 6 Age 90 No-Lapse Guarantee Rider (form series R22NLG, S22NLG, varies based on state of policy issue). Age 90 No-Lapse Guarantee Rider is issued with all policies electing Death Benefit Option A or B with insureds issue ages 79 and under. Paying only the Age 90 No-Lapse Premiums will guarantee the death benefit to the insured's attained age 90 but will not guarantee cash value accumulation. If your client discontinues paying the no-lapse guarantee premiums, the no-lapse feature will terminate before the guaranteed duration. If this occurs, additional premiums in an amount equal to the shortfall 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. Additional premiums may be required to continue the policy beyond the guaranteed duration to age 90.
- 7 Flexible Duration No-Lapse Guarantee Rider (form series R17FNL, S18FNL, varies based on state of policy issue). The Flexible Duration No-Lapse guarantee, depending on how your client structures their policy, has a maximum duration of the insured's lifetime, subject to certain limits. If your client's 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 client's policy is being maintained solely by the no-lapse guarantee, your client's policy will not build cash value.
- 8 Pacific Horizon IUL 2022 (form series P21IUL, S22NGI, varies based on state of policy issue).
- 9 Pacific Discovery Xelerator IUL 2 (form series P15IUL, S18PDX2, varies based on 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

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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.

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.

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

Riders will likely incur additional charges and are subject to availability, restrictions and limitations. Clients should be shown policy illustrations with and without riders to help show the rider's impact on the policy's values.

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

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