

# Life Insurance in Retirement Planning and *Defined Objectives*<sup>SM</sup>

**Life Insurance in Retirement Planning (LIRP)**, using variable universal life insurance (VUL) from Protective Life, offers an exciting solution to your clients' need for death benefit protection and a supplementary retirement cash flow.

**Protective Life** has an innovative program called *Defined Objectives*<sup>SM</sup> that was created to help keep your clients' variable universal life insurance policies on track to meet their long-term needs. While LIRP alone can help clients prepare for their future needs, combining LIRP with Protective Life's *Defined Objectives* program may give your clients more flexibility and more opportunity to accomplish their goals.

## Let's look at how some LIRP characteristics compare to LIRP with *Defined Objectives*.

Characteristic	LIRP	LIRP <u>with</u> Defined Objectives
<b>Retirement Income</b>	The premium amount is specified in advance. The income amount, which will be a function of actual market performance and the resulting account value, will not be known until distributions begin.	The income objective is specified in advance. The owner may adjust premium payments from year to year* based on market performance and account value fluctuations.  *Premium adjustments subject to premium limitations imposed by tax guidelines.
<b>Premium Flexibility</b>	The owner typically cannot increase future premium payments to offset adverse market performance.	The slightly higher face amount allows the owner to increase future premium payments in the event of adverse market performance.
<b>Maintenance and Reporting</b>	The Owner receives an annual report that shows policy values and a summary of policy activity. It does not indicate whether the policy is on track to achieve desired income objectives.	The comprehensive annual Performance Analysis compares actual performance against expectations, and recommends adjustments appropriate to achieving their desired income objectives.  The Owner also receives the standard annual report that shows policy values and a summary of policy activity.
<b>Costs</b>	<p><b>Client Objective:</b> \$50,000 annual income</p> <p><b>Client Data:</b></p> <ul style="list-style-type: none"> <li>● Male age 45, preferred</li> <li>● Paying premium to age 65</li> <li>● Gross 8% and endowing at age 100</li> <li>● Option B to age 65, and switching to Option A at age 66</li> </ul> <p><b>Annual Premium Requirements</b> \$14,578</p> <p><b>Initial Face Amount</b> \$329,605</p>	<p><b>Client Objective:</b> \$50,000 annual income</p> <p><b>Client Data:</b></p> <ul style="list-style-type: none"> <li>● Male age 45, preferred</li> <li>● Paying premium to age 65</li> <li>● Gross 8% and endowing at age 100</li> <li>● Option B to age 65, and switching to Option A at age 66</li> </ul> <p><b>Annual Premium Requirements</b> \$14,795</p> <p><b>Initial Face Amount</b> \$362,592</p>



The values shown are for the Protective Premiere III variable universal life insurance policy, policy form number VUL-12 and state variations thereof. They are for illustrative purposes only, and do not predict future results. Actual income and premium amounts may be higher or lower. All payments or guarantees are subject to the claims paying ability of Protective Life Insurance Company. Product features and availability may vary by state.

# LIRP and *Defined Objectives*

**LIRP** combined with the advantages of our **Defined Objectives** program gives policy holders a valuable tool they can use to help achieve retirement security.

**Defined Objectives** simplifies the process of monitoring the performance of your clients' policies by assessing that performance against expectations and recommending adjustments appropriate to their long-term goals.

## Here's how *Defined Objectives* works.

### Your clients simply...

- Determine their cash flow needs during retirement
- Select how many years they want to receive the cash flow
- Select an assumed annual rate of return ranging from 5% to 9%
- Select how long they want to pay premiums

**AND** →

### Protective Life will...

- Monitor the performance of your clients' VUL policies
- Provide your clients with annual reports that show their individual progress toward their retirement goals
- Make recommendations on any policy adjustments needed to keep each client on track toward his/her retirement goals

For more information about LIRP and the *Defined Objectives* Program, contact our Life Sales Desk at (800) 628-6390, option 2.

Variable universal life insurance involves the risk of investing in equity securities, including market risk and loss of principal. If the investment performance of underlying investments is poorer than expected (or if sufficient premiums are not paid), the policy may lapse or not accumulate sufficient value to fund the intended application. Investments in variable universal life insurance policies are subject to fees and charges from both the insurance company and the managers of underlying investments.

Investors should carefully consider the investment objectives, risks, charges, and expenses of the variable universal life insurance policy and any underlying investment options before investing. This and other information is contained in the prospectuses for the variable universal life insurance policy and any underlying investment options. Investors should read the prospectuses carefully before investing. Prospectuses may be obtained by contacting PLICO at (800) 628-6390.

Variable universal life insurance policies are issued by Protective Life Insurance Company (PLICO). Securities are offered by Investment Distributors, Inc. (IDI). Both are located at 2801 Highway 280 South, Birmingham, AL 35223. PLICO and IDI are each subsidiaries of Protective Life Corporation, which is a separate company and is not responsible for the financial condition or contractual obligations of PLICO or IDI.

