



**Contact information**

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# Protective® Series Balance Annuity

## Quick facts

<b>Product type</b>	Single premium deferred fixed annuity						
<b>Offered by</b>	Protective Life Insurance Company						
<b>Owner(s) issue ages</b>	<ul style="list-style-type: none"> <li>Ages 0-85 when funded by non-qualified funds</li> <li>Ages 18-85 when funded by qualified funds</li> </ul>						
<b>Return of premium guarantee</b>	Provides an option, prior to annuitization, to surrender the contract and receive 100% of the purchase payment, less any prior withdrawals, as applicable. Contracts including this option may earn a lower interest rate than those without it.						
<b>Premium amount</b>	<b>Minimum: \$10,000</b> <b>Maximum: \$1 million</b> Larger amounts may be available with prior home office approval.						
<b>Qualified plans/ rollover</b>	Protective Series Balance Annuity accepts the rollover of 401(k), 403(b), 457(b), IRA, and SEP IRA funds and will be set up as a rollover IRA annuity.						
<b>Initial guarantee</b>	After the initial five year guarantee period, the rate is set annually for each contract year.						
<b>First year interest rate bonus</b>	A lump-sum amount is added to the contract value on the issue date equal to the bonus percentage multiplied by the purchase payment amount.						
<b>Rate enhancement</b>	Annuities with contracts valued at \$100,000 or more will generally earn a higher interest rate than those with a value of less than \$100,000.						
<b>Withdrawal charges</b>	<b>Contract years</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
		7%	7%	7%	6%	5%	0%
<b>Access to contract values</b>	<ul style="list-style-type: none"> <li><b>Partial withdrawals:</b><sup>1</sup> The free-withdrawal amount is the amount that may be withdrawn each contract year without being subject to the withdrawal charge (described above). The method we use to determine the free-withdrawal amount is set on the issue date and will not change. The free-withdrawal amount is equal to 10% of the contract value on each contract anniversary. During the 1st contract year, the free-withdrawal amount is equal to 10% of the initial purchase payment. During a withdrawal charge period the free-withdrawal amount is cumulative. Any portion not used during a contract year carries forward to future contract years. When the free-withdrawal includes amounts carried forward from a prior year, the free withdrawal amount is limited to the lesser of: a) the total remaining free-withdrawal amount available; or, b) 20% of the contract value. Withdrawals that exceed the free-withdrawal amount are subject to the withdrawal charge.</li> <li><b>Systematic withdrawals:</b><sup>1</sup> May be taken annually, semiannually, quarterly, or monthly. The minimum withdrawal amount is \$100 and a minimum account value of \$10,000 must be maintained.</li> <li><b>Annuitization:</b> The payment of proceeds option allows the owner of the contract to elect to start receiving a stream of income payments which are fixed at the time the option is elected. Options include life only, life with period certain, or period certain, subject to IRS limits on qualified money.</li> <li><b>Terminal condition:</b><sup>2</sup> Covers the owner or the owner's spouse. If either is determined to be terminally ill, the account value may be withdrawn partially or in full without a withdrawal charge.</li> <li><b>Nursing facility confinement:</b><sup>2</sup> Covers the owner or the owner's spouse. If either enters a hospital or nursing facility after the issue date and remains there for at least 30 days, the account value may be withdrawn partially or in full without a surrender charge.</li> <li><b>Unemployment:</b> Covers the owner or the owner's spouse. If either meets the conditions that they were employed on the issue date, then unemployed for at least 60 consecutive days and still unemployed when a withdrawal is requested, the account value may be withdrawn partially or in full without a withdrawal charge.</li> </ul>						

**Additional information on next page.**

Protective refers to Protective Life Insurance Company.

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**Use the information below to help determine if the Protective Series Balance Annuity is appropriate for your customer.**

**Target market**

Your customer desires the basic traditional annuity features:

- Long-term accumulation vehicle
- Limited need for special features
- Desire to put portion of assets into retirement savings
- Source of funds currently in vehicle with limited access
- Limited need for access to account values
- Opportunity for bonus first-year interest rate

**Additional features**

Your customer desires access to account values for unanticipated expenses:

- No foreseeable need for access to cover routine health-related expenses
- Comfortable with withdrawal-charge-free access of 10 percent per year and ability to defer that access for up to one year to allow withdrawal-charge-free access to 20 percent of account values as supplement to meeting liquidity needs

Your customer desires access to account values to help cover expenses in the event of serious illness:

- Significant concern for availability of funds in the event of serious illness
- Has a family member who has a chronic illness late in life
- Has some general health concerns that may develop into a medical condition that may present a need for waiver of withdrawal charges

**Return of premium guarantee**

Return of premium guarantee is for customers who desire a retirement savings vehicle but are also concerned with losing access to principal (i.e., the single premium payment being made) and want to obtain a refund of premiums paid before end of withdrawal charge period:

- Significant concern with possible need for funds during withdrawal charge period in case of unforeseen emergency or extraordinary expense
- Understands and willingly accepts potential loss of return on premium paid as cost of access to account values
- Likely not to need amount of premium, but not entirely comfortable taking risk of loss of principal in the event that such need arises

<sup>1</sup>Up to 10 percent of the beginning of the year account value may be withdrawn without withdrawal charges. Withdrawals are subject to tax on any gain in the contract and, if taken before age 59½, may be subject to a 10 percent federal tax penalty. In addition, withdrawals will reduce the death benefit and account value. Clients should consult a tax advisor regarding financial implications.

<sup>2</sup>Does not apply to pre-existing conditions. May not be available in all states. Certain qualifications must be met.

Protective refers to Protective Life Insurance Company (PLICO), Nashville, TN. Product guarantees are backed by the financial strength and claims-paying ability of PLICO.

Protective® is a registered trademark of PLICO. The Protective trademarks, logos and service marks are property of PLICO and are protected by copyright, trademark, and/or other proprietary rights and laws.

Single premium deferred fixed annuity contracts issued under policy form series LDA-P-2015 (PLICO). Policy form numbers, product availability and features may vary by state.

Annuities are long-term insurance contracts intended for retirement planning.

Withdrawals reduce the annuity's remaining death benefit, contract value, cash surrender value and future earnings. Withdrawals may be subject to income tax and, if taken prior to age 59½, an additional 10% IRS tax penalty may apply. More frequent withdrawals may reduce earnings more than annual withdrawals. During the withdrawal charge period, withdrawals in excess of the penalty-free amount may be subject to a withdrawal charge.

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Not FDIC/NCUA Insured	Not Bank or Credit Union Guaranteed	Not a Deposit
Not Insured By Any Federal Government Agency		May Lose Value