

Bulletin

DATE: December 18, 2018

Products Available for Conversion

To help meet your clients' needs, Protective Life offers policyholders who own a qualifying* life insurance policy the ability to convert or exchange their policy to an eligible Protective Life permanent insurance option without providing evidence of insurability. Protective Life maintains two portfolios of products available for conversion: Basic Conversion Products and the Expanded Conversion Products.

Please take note of the following changes, which will be effective January 1, 2019:

- Existing term (other than Protective® Classic Choice Term) and Secure-T policies issued on and after January 1, 2011 can convert to the Expanded Conversion Products set; products issued before January 1, 2011 will convert to our Basic Conversion Products portfolio.
- Protective® Classic Choice Term has options to convert to both conversion portfolios—Basic and Expanded. These conversion options are dependent upon the policy year when the conversion takes place.

Basic Conversion Products:	Expanded Conversion Products:
- ProClassic LegacySM UL (UL-26) - Non-Par Whole Life (WL-04)	- ProClassic LegacySM UL (UL-26) - Protective ProClassic IISM UL (UL-15) - Non-Par Whole Life (WL-04) - Protective Advantage ChoiceSM UL (GUL) (UL-21) - Protective Indexed ChoiceSM UL (UL-23) - Protective® Strategic Objectives VUL (VUL-14) - Protective Investors ChoiceSM VUL (VUL-13)

In Force Business:	Products Available for Conversion:
Protective Secure-T (UL-17) policies, Protective Life term policies (other than Protective® Classic Choice Term) or West Coast Life term policies, and policies dated January 1, 2011 to current date	See Expanded Conversion Products available
Protective Custom Choice SM UL (UL-22) (10-30 year options and lifetime plans)	See Expanded Conversion Products available
Protective Benefit Plan Group term policies (BPG-Worksite Marketing)	Protective Non-Par Whole Life
Athene (Liberty) term policies	Athene Non-Par Whole Life
Protective Series Passport Term	Protective Series Whole Life
All other Protective Life, West Coast Life, Empire General term policies and all other acquired term policies	See Basic Conversion Products available
Protective® Classic Choice Term 10 year	Years 1-5, see Expanded and Basic Conversion Products available Years 6-8, see Basic Conversion Products available
Protective® Classic Choice Term 15 year	Years 1-5, see Expanded and Basic Conversion Products available Years 6-13, see Basic Conversion Products available
Protective® Classic Choice Term 20/25/30 years	Years 1-5, see Expanded and Basic Conversion Products available Years 6-18, see Basic Conversion Products available
Protective® Classic Choice Term 10/15/20 year conversion rights expire earlier of the level premium term period – less two years or the anniversary nearest the insured's 70th birthday, whichever comes first.	
Protective® Classic Choice Term 25/30 year conversion rights expire earlier of 18 years, or the anniversary nearest the insured's 70th birthday, whichever comes first.	

ProClassic Legacy UL is not currently available in New York. ProClassicSM UL NY remains available in New York.

*Conversions and non-evidence internal replacements are subject to contract provisions to include age and duration restrictions. Please review the contract to ensure eligibility. Protective Life's acquired company list is accessible on www.myprotective.com under Policy Revisions on the Servicing Business page. Products available for conversion and conversion rules are subject to change at any time.



Program Details:

- No evidence of insurability is required.
- In the first 12 months of the policy being issued, the agent will receive net commissions.
- Full commissions will apply after the policy's first anniversary.
- For Protective Secure-T and Protective Custom Choice UL products, partial conversion is available after the first policy year.
- The Protective Preserver II and the Protective Preserver II Plus single premium variable life products are not available for conversion.
- For conversion information on Survivorship Term products, please contact our Policy Revisions department at 800.333.3418, option 6.
- Available conversion products and rules are subject to change at any time.

Let's deliver on our promises. Together.

Life and variable life insurance products issued by Protective Life Insurance Company (PLICO). Securities distributed by Investment Distributors, Inc. (IDI), the principal underwriter for registered products issued by PLICO, its affiliate. All companies are located in Birmingham, AL. Policy form numbers, product features and availability may vary by state. Consult policies for benefits, riders, limitations and exclusions. Some requests may be subject to underwriting. Up to a two-year contestable and suicide period may apply. Benefits adjusted for misstatements of age or sex. In Montana, unisex rates may apply. All payments and all guarantees are subject to the claims-paying ability of Protective Life Insurance Company.

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