



Frequently asked questions

# INCOME PROVIDER OPTION

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

Protective refers to Protective Life Insurance Company.





You know that purchasing life insurance is one of life's important decisions which can help shape the future for your loved ones while also ensuring their specific needs are met.

But have you considered how the life insurance death benefit would actually be used when the time comes?

At Protective, we understand the concern for helping your loved ones maintain a source of income. That's why we're proud to offer the income provider option, an optional endorsement that lets you choose how your life insurance policy's death benefit is paid.





## About the income provider option

The income provider option is an optional, no-cost life insurance endorsement available with certain Protective policies. When added to a policy, this endorsement allows you to create a lasting legacy by predetermining how your death benefit will be paid. You can build a structured schedule of death benefit payments that suits your intentions and meets the specific needs of your beneficiaries — whether that be recurring income payments lasting up to 30 years, or a combination of an initial lump sum and recurring income payments.

### Specifications

- **Availability:** Only at policy issue
- **Benefit payment period:** 1-30 years
- **Benefit payment frequency:** Available monthly, annually or on a specific day each year (e.g. birthday, holiday)
- **Issue ages & face amount:** Vary depending on the policy selected

## Frequently asked questions

**Q: Does the income provider option offer premium savings over a traditional lump-sum death benefit payout?**

**A:** Yes. Adding the income provider option to a policy can save you money. When selecting this option, a discount factor is used to calculate the initial policy face amount. This discounted face amount is used to determine all policy rates and values. Please see the calculation example on the next page demonstrating the potential premium savings.

**Q: Are different discount factors used for determining the policy face amount when choosing annual payments versus monthly payments?**

**A:** No. The payout discount factors are used for both monthly and annual payments. The discount factor is applied to the overall sum of the installment payments.

**Q: What is the tax impact of the income provider option?**

**A:** A certain percentage of each annual death benefit payment will be classified as taxable. The taxable amount is one minus the payout discount factor used to calculate the policy face amount.

**Q: How do I indicate my choice of income stream death benefit?**

**A:** You can select the payout options on the “pre-determined death benefit payout endorsement” supplemental application ICC18-437R/P-U-437R (8/10), which must be completed and submitted with the main application.

**Q: Are there minimum and maximum amounts to the income stream payments?**

**A:** There is a \$10 monthly minimum. The maximum amount is based on the underlying policy's death benefit amount.

**Q: Can additional death benefit proceeds from other optional riders be included in the income provider option payments?**

**A:** No. The income provider option applies only to the base policy death benefit. Any extra death benefit proceeds provided by optional riders are not included.

**Q: Is the income provider option death benefit commutable?**

**A:** No. With the income provider option, the death benefit is non-commutable. This means the beneficiary may not make changes to the payment schedule either before or after your death. The income provider option is designed as an income replacement tool where you can be sure your beneficiary will receive the death benefit payment according to the exact schedule selected at policy issue.

**Q: Are policy loans or withdrawals available with the income provider option?**

**A:** Yes. Provisions for the policy loans and withdrawals are governed by the base product selected. Any initial lump-sum death benefit payment and subsequent installment payments will be adjusted pro-rata when automatic changes to the death benefit result from loans or withdrawals.

**Q: When the income provider option is elected, can I increase and/or decrease the policy face amount?**

**A:** Yes. Changes to the policy face amount are allowed based on the product selected. The amount and/or duration of the initial lump sum and installment payments will be adjusted if you voluntarily request a change to the policy face amount.



# Calculation examples

The chart below shows a standard Protective Custom Choice UL policy compared to a Protective Custom Choice UL policy with the income provider option and how the discounted policy face amount calculation works. In both scenarios, you'll notice total benefit payments equal \$2 million.

	Protective Custom Choice UL	Protective Custom Choice UL with income provider option
Risk class	Male, 35, preferred non-tobacco	Male, 35, preferred non-tobacco
Total benefit payments	\$2 million lump-sum payout	\$100,000 initial lump-sum and \$95,000 annually for 20 years (\$2 million total)
Payout discount factor	Not available	.8137
Amount used to calculate premium	\$2 million	\$1,646,030 (discounted face amount)
Annual premium	\$1,991.64	\$1,639.32

Effective as of May 2021; based on a 30-year initial level premium period

## Total of installment payments

To determine the discounted face amount for the Protective Custom Choice UL policy with the income provider option, multiply the sum of the installment death benefit payments by the discount factor shown in column B on the next page. Then add the initial \$100,000 lump-sum payment.

$\$95,000 \times 20 \text{ Years} = \$1,900,000$
$\$1,900,000 \times .8137 = \$1,546,030$
+ \$100,000
<b>\$1,646,030*</b>

\* Face amount used to determine all policy rates and values.



## Taxable benefit calculation

The percentage of each annual death benefit payment that is classified as taxable is exactly one minus the payout discount factor (see table to the right). The following example describes how the taxable benefit calculation is performed.

### 1. Annual taxable amount

Determine the annual taxable amount by multiplying the annual death benefit by the taxable benefit factor shown in column C in the table to the right.

$$\$95,000 \times 0.1863 = \$17,699$$

### 2. Death benefit paid in taxes each year

Assuming a 28% tax rate, less than 3.5% of the death benefit will be paid in taxes each year.

$$\$17,699 \times 0.28 = \$4,956$$

For the total death benefit payout of \$2 million, the beneficiary would receive a net of \$1,900,880 over 20 years. Only \$99,120 would be paid in taxes.

## Factor tables

(A) Payout period years	(B) Payout discount factor <sup>1</sup>	(C) Taxable benefit factor <sup>2</sup>
1	1.0000	0.0000
2	0.9950	0.0050
3	0.9894	0.0106
4	0.9832	0.0168
5	0.9763	0.0237
6	0.9688	0.0312
7	0.9607	0.0393
8	0.9521	0.0479
9	0.9429	0.0571
10	0.9332	0.0668
11	0.9230	0.0770
12	0.9123	0.0877
13	0.9012	0.0988
14	0.8897	0.1103
15	0.8778	0.1222
16	0.8656	0.1344
17	0.8530	0.1470
18	0.8401	0.1599
19	0.8270	0.1730
20	0.8137	0.1863
21	0.8001	0.1999
22	0.7863	0.2137
23	0.7724	0.2276
24	0.7584	0.2416
25	0.7442	0.2558
26	0.7300	0.2700
27	0.7158	0.2842
28	0.7015	0.2985
29	0.6872	0.3128
30	0.6729	0.3271

<sup>1</sup> Applies only to base policy amount.

<sup>2</sup> The percentage of each death benefit payment that is classified as taxable is exactly (1 – payout discount factor).









## We're Protective

Protective provides protection that fits your life, because we believe everyone deserves a sense of security and protection. We've been protecting people for over 110 years, delivering on our promises and pushing to do more for more people.

**Because we're all protectors.**

[protective.com](https://protective.com)

Income Provider Option (ICC18-L641/L641 2-18) is an endorsement available only at issue on certain products issued by Protective Life Insurance Company. Actual terms and conditions contained in the product policy and the endorsement govern benefits provided. A portion of periodic payments may be reported as taxable income to the beneficiary. Consumers should consult their attorney or tax advisor regarding their individual situations. Please see the endorsement for more detailed information. May not be available in all states or on all currently marketed products. State variations may apply.

Neither Protective Life Insurance Company nor its representatives offer legal or tax advice. The tax treatment of life insurance is subject to change. A portion of each annual payment will be reported as taxable income to the beneficiary, based on our understanding of current Federal income tax law. Consumers should consult their legal or tax advisor before making any tax-related decisions. Rates effective as of 01/2019.

All policies issued by Protective Life Insurance Company, Nashville, TN. Product features and availability may vary by state.

Consult policies for benefits, riders, limitations and exclusions. Subject to underwriting. Up to a two-year contestable and suicide period. Benefits adjusted for misstatements of age or sex.

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