



# Discover ideal client scenarios for our business market solutions

Unsure where to begin with group term carve-out solutions for your business clients? Get started by reviewing types of cases where Protective<sup>®</sup> Executive UL and Protective<sup>®</sup> Executive 10-Year Term could be a fit.



## Executive benefits cases

As an executive benefit, life insurance allows employers to provide a more meaningful incentive to a group of highly compensated employees.

### Product fit

- Protective Executive 10-Year Term
- Protective Executive UL

### Structure

**Policy owner and insured:** Employee  
**Beneficiary:** Personal to the employee  
**Payor:** Employer

### Opportunities to look for

**Carve-out plan:** A special life insurance program designed to reward highly compensated employees with an additional benefit beyond what may be available through an organization's traditional group term life insurance benefit plan

**Create more coverage:** Add death benefit coverage for each executive-level employee.

**Replace a competitor plan:** Achieve a lower cost and better plan provisions by replacing existing coverage.



## Corporate needs cases

Our executive benefit solutions can solve for corporate needs in scenarios where the organization is the owner and beneficiary of individual policies.

### Product fit

- Protective Executive 10-Year Term
- Protective Executive UL

### Structure

**Policy owner and insured:** Employer  
**Beneficiary:** Employer  
**Payor:** Employer

### Opportunities to look for

**Buy-out or key person:** Our Executive UL is an individual policy administered as a group policy, allowing the employer to be both the owner and beneficiary.



As you expand into the business market, we can support you with solutions that work in a variety of scenarios. Contact your Protective representative to get started.

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Protective Executive 10-Year Term (PICC23-ETL-1 / ETL-1 11-23) is a term life insurance policy issued by Protective Life Insurance Company, Nashville, TN. Policy form numbers, 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.

Protective Executive UL (ICC20-EUL1/EUL-1 10-20) is a current-assumption universal life insurance policy issued by Protective Life Insurance Company in all states except New York where it is issued by Protective Life & Annuity Insurance Company under form number (EUL-1-NY 10-20). Protective Life Insurance Company is located Nashville, TN and Protective Life & Annuity Insurance Company is located in Birmingham, AL. Policy form numbers, 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.

All payments and guarantees are subject to the claims-paying ability of the issuing company.

The tax treatment of life insurance is subject to change. Neither Protective Life nor its representatives offer legal or tax advice. Employees should consult with their legal or tax advisor regarding their individual situation before making any tax-related decision.

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