# Protective ကို

**Investment Options Guide** 

# PROTECTIVE® VARIABLE ANNUITY INVESTORS SERIES

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

Protective refers to Protective Life Insurance Company



# **Investing for your future**

Using Protective<sup>®</sup> Variable Annuity Investors Series, you can create a customized investment strategy to help you prepare for a future that's worth protecting.

We offer you the flexibility to customize your own portfolio or choose a allocation portfolio with quality investment options from some of the most reputable fund managers in the business.



# Strategic investing

Variable annuities are intended as long-term accumulation vehicles to help you financially prepare for retirement. As with any market investment, variable annuity investment values fluctuate and are subject to market risk. Fortunately, there are several approaches outlined in this guide to help you diversify your investment strategy, manage this risk and ultimately meet your asset growth and savings needs.

With Protective<sup>®</sup> Variable Annuity Investors Series, you can diversify among investment options from leading fund managers. Each was selected for its high level of professional credentials and experience. They are responsible for implementing each respective investment option's strategy and managing its portfolio trading activities.



## **Investment options**

We offer access to investment options of varying asset classes with an emphasis on quality, and many have a long track record of performance. Review these investment options and carefully consider each one's objective to ensure the risk exposure is appropriate for you.



The investment objectives and policies of the underlying investment options may contain different investments than similarly named mutual funds offered by the investment managers. Investment results will differ and may be higher or lower than the investment results of such other funds. An investment in any of the variable annuity investment options is subject to market risk and loss of principal.

Please refer to the underlying fund prospectus for more information regarding risks associated with the portfolios available within your variable annuity.

Portfolios that invest in high-yield securities are subject to greater credit risk and price fluctuation than portfolios that include higher quality securities. Stocks of small or mid cap companies have less liquidity than those of larger, established companies and are subject to greater price volatility and risk than the overall stock market. Emerging market stocks and foreign portfolios involve risks and opportunities not associated with investing domestically, such as currency fluctuation, political risk and differences in financial reporting. Money Market and U.S. Government Securities portfolios are not insured or guaranteed by the Federal Deposit Insurance Corporation, U.S. government or any other governmental agency. Bonds, if held to maturity, provide a fixed rate of return and a fixed principal value. Bond funds fluctuate and shares, when redeemed, may be worth more or less than their original cost.

Alternative Strategies	Mid Cap Value
Guggenheim Global Managed Futures Strategy	Columbia VP Select Mid Cap Value 2
Guggenheim Multi-Hedge	Invesco V.I. American Value Fund - Series II
Large Cap Value	Mid Cap Blend
AB VPS Relative Value B	ClearBridge Variable Mid Cap II
Invesco V.I. Comstock Fund - Series II	Mid Cap Growth
Invesco V.I. Growth & Income Fund - Series II	Fidelity <sup>®</sup> VIP Mid Cap Portfolio Service 2
Large Cap Blend	Franklin Small-Mid Cap Growth VIP 2
American Funds IS <sup>®</sup> - Capital World Growth & Income (4)	Goldman Sachs VIT Mid Cap Growth Svc
American Funds IS <sup>®</sup> - Growth-Income (4)	Invesco V.I. Discovery Mid Cap Growth Fund - Series II
ClearBridge Variable Dividend Strategy II	Lord Abbett Series Fund Growth Opportunities Portfolio
Fidelity® VIP Index 500 Portfolio Service 2	Small Cap Value
Franklin Rising Dividends VIP 2	AB VPS Discovery Value B
Goldman Sachs VIT Intl Equity Insights	Franklin Small Cap Value VIP 2
Invesco V.I. Main Street Fund - Series II	Small Cap Blend
Lord Abbett Series Fund Fundamental Equity Portfolio	Invesco Main Street Small Cap Fund - Series II
Large Cap Growth	Invesco V.I. Small Cap Equity - Series II
AB VPS Large Cap Growth B	Small Cap Growth
American Funds IS <sup>®</sup> - Global Growth Fund (4)	AB VPS Small Cap Growth B
American Funds IS <sup>®</sup> - Growth Fund (4)	ClearBridge Variable Small Cap Growth II
ClearBridge Variable Large Cap Growth II	Goldman Sachs VIT Small Cap Equity Insights Svc
Fidelity® VIP Contrafund Portfolio Service 2	Templeton Developing Markets VIP 2
Franklin DynaTech VIP 2	
Goldman Sachs VIT Strategic Growth Svc	
Invesco V.I. Discovery Large Cap Fund II	
Invesco V.I. EQV International Equity Fund - Series II	
Invesco V.I. Global Fund - Series II	

Tax-free transfers among the various investment options may help you maintain your preferred level of diversification, as your investments experience varying rates of return. Certain limitations apply, so please see the product prospectus for more information. Diversification neither assures a profit nor eliminates the risk of experiencing investment losses.

T. Rowe Price Blue Chip Growth Port II

#### Allocation Funds

American Funds IS<sup>®</sup> - Asset Allocation (4)

American Funds IS<sup>®</sup> - Capital Income Builder (4)

BlackRock 60/40 Target Alloc ETF V.I. III BlackRock Global AllocationV.I. III

Columbia VP Balanced 2

Fidelity® VIP Asset Manager 50% Portfolio Service 2

Fidelity® VIP Balanced Portfolio Service 2

Fidelity® VIP FundsManager 20% Portfolio Service 2

Fidelity® VIP FundsManager 85% Portfolio Service 2

Fidelity® VIP Target Volatility Portfolio Service 2

Franklin Income VIP Fund 2

Invesco V.I. Equity & Income Fund- Series II

Lord Abbett Series Fund Dividend Growth Portfolio

### PIMCO VIT All Asset Adv

#### Sector Funds

Fidelity® VIP Energy Portfolio Service 2

Fidelity<sup>®</sup> VIP Health Care Portfolio Service 2

Invesco V.I. Global Real Estate Fund - Series II

T. Rowe Price Health Sciences Port II

#### Medium Quality Short Term

Columbia VP Limited Duration Credit 2

Lord Abbett Series Fund Short Duration Income Portfolio

### Medium Quality Intermediate-Term

Franklin Strategic Income VIP 2

Templeton Global Bond VIP 2

Western Asset Core Plus VIT II

#### Medium Quality Long-Term

Lord Abbett Series Fund Bond Debenture Portfolio

#### High Quality Short-Term

Columbia VP Intermediate Bond 2

Franklin US Government Securities VIP 2

PIMCO VIT Low Duration Adv

PIMCO VIT Short-Term Adv

#### High Quality Intermediate-Term

American Funds IS<sup>®</sup> - The Bond Fund of America Fund (4) American Funds IS<sup>®</sup> - US Government Securities Fund (4) Fidelity<sup>®</sup> VIP Investment Grade Bond Portfolio Service 2 Invesco V.I. Government Securities Fund - Series II PIMCO VIT Total Return Adv

#### High Quality Long-Term

PIMCO VIT Long-Term US Government Adv

### PIMCO VIT Real Return Adv

High Yield

Miscellaneous Fixed Income

Columbia VP Strategic Income 2

Guggenheim Floating Rate

PIMCO VIT High Yield Adv

**Multisector Bond** 

PIMCO VIT Income Advisor

#### **Risk-Managed Funds**

Goldman Sachs VIT Trend Driven Alloc

Invesco V.I. Balanced-Risk Fund - Series II

PIMCO VIT Global Diversified Allocation

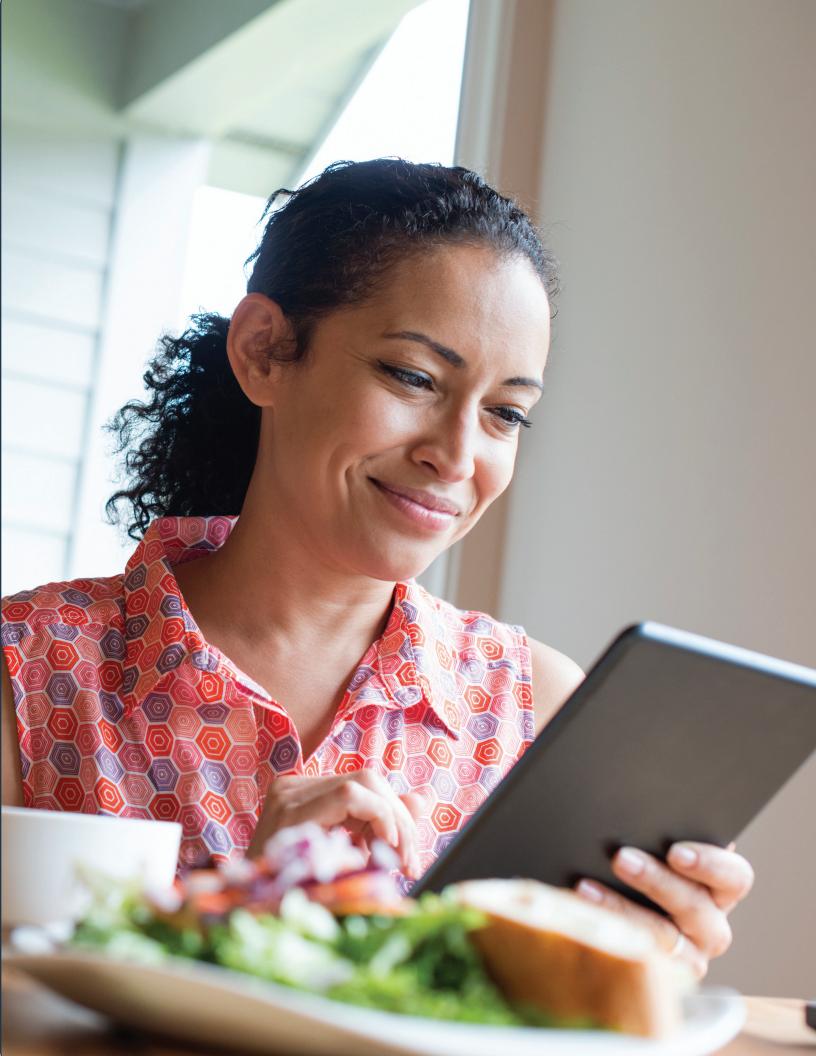
#### **Protective Life Dynamic Allocation Series**

Protective Life Dynamic Allc Ser Conservative Protective Life Dynamic Allc Ser Growth

Protective Life Dynamic Allc Ser Moderate

#### **Money Market**

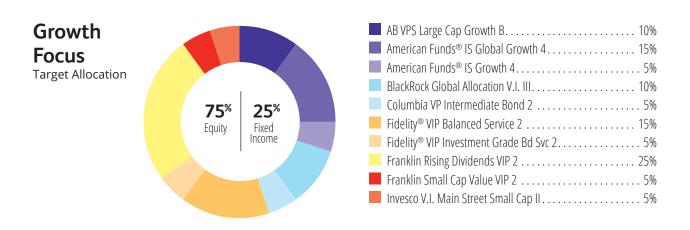
Invesco V.I. U.S. Government Money Portfolio

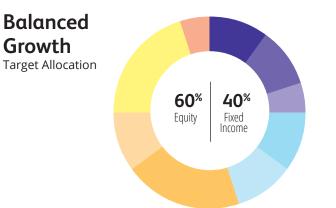


# Your choice made simple

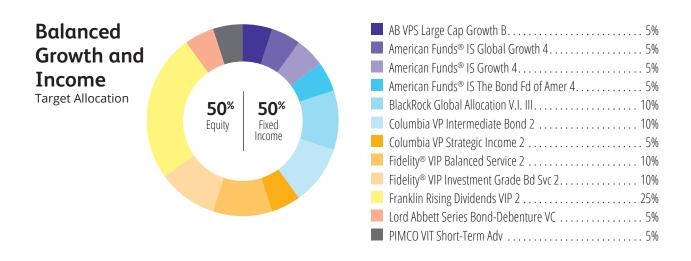
With so many investment choices, it's easy to become overwhelmed. That's why we offer four allocation portfolios to help you simplify the asset allocation process. Each offers broad diversification by asset class and fund manager. They are turnkey solutions for investors that offer varying levels of risk tolerance.

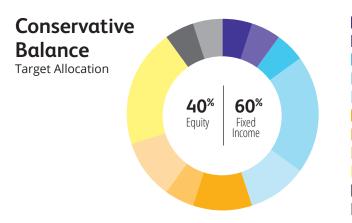
Take a look at the following allocation portfolios.





AB VPS Large Cap Growth B 10%
American Funds <sup>®</sup> IS Global Growth 4 10%
American Funds <sup>®</sup> IS Growth 4 5%
BlackRock Global Allocation V.I. III
Columbia VP Intermediate Bond 2 10%
Fidelity <sup>®</sup> VIP Balanced Service 2
Fidelity <sup>®</sup> VIP Investment Grade Bd Svc 2 10%
Franklin Rising Dividends VIP 2 20%
Lord Abbett Series Bond-Debenture VC 5%





AB VPS Large Cap Growth B 5%
American Funds <sup>®</sup> IS Global Growth 45%
American Funds $^{\circledast}$ IS The Bond Fd of Amer 4
BlackRock Global Allocation V.I. III
Columbia VP Intermediate Bond 2 10%
Columbia VP Strategic Income 2 10%
Fidelity® VIP Balanced Service 2 5%
Fidelity® VIP Investment Grade Bd Svc 2 10%
Franklin Rising Dividends VIP 2 20%
PIMCO VIT Short-Term Adv 5%
PIMCO VIT Total Return Adv 5%

Model portfolios are subject to change at any time. For the most recent and complete information, please consult the Protective Variable Annuity Investors Series prospectus.

# **Rule-based investment options**

The emotional highs and lows of market swings can cause even the most experienced investors to lose focus. Managed by Janus and sold exclusively by Protective, the Protective Life Dynamic Allocation Series can help you remove the emotion from investing by following a rules-based approach.

This intuitive process looks to shift equal allocations to and from short-term investments weekly based on market signals. The ultimate goal is to help you grow assets over time, while mitigating downside risk.

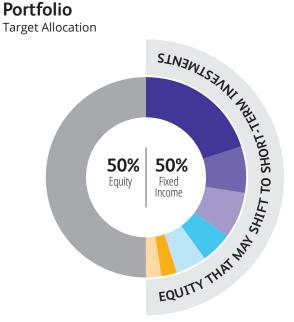
### How do the portfolios work?

Conservative

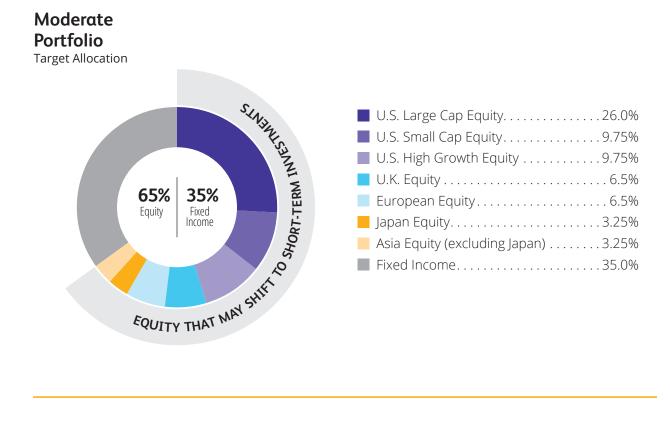
Weekly, the process measures	Based on the measure, a market	If a shift is triggered, only 25%
each asset class's current price	signal is triggered, causing each	of the asset class's target
against a benchmark, which	equity allocation to either stay	allocation is moved to and from
is the 252-day exponentially-	the same, or shift to or from	short-term investments on a
weighted moving average.	short-term investments.	weekly basis.
MEASURE	ACT	MOVE

For more complete information, please see the prospectus for the Protective Life Dynamic Allocation Series.

### You may choose from three global asset allocation portfolios based on your risk tolerance:

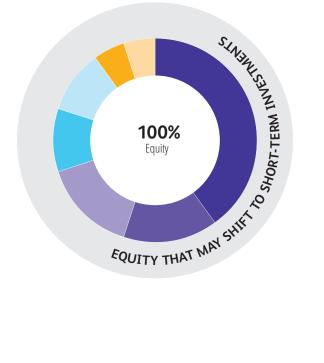


U.S. Large Cap Equity	)%
U.S. Small Cap Equity7.5	5%
U.S. High Growth Equity 7.5	5%
U.K. Equity	)%
European Equity5.0	)%
Japan Equity2.5	5%
Asia Equity (excluding Japan) 2.5	5%
Fixed Income	)%



### Growth Portfolio

Target Allocation



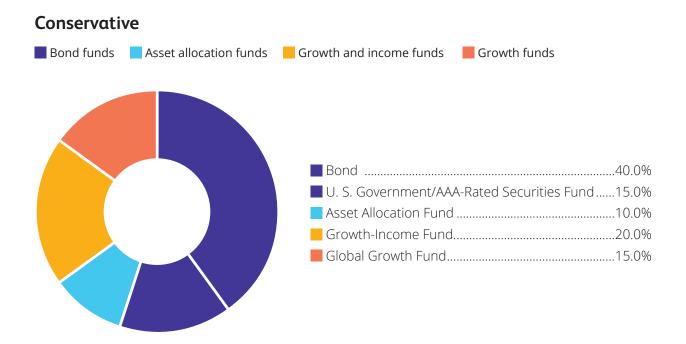
U.S. Large Cap Equity 40.0%
U.S. Small Cap Equity15.0%
U.S. High Growth Equity15.0%
U.K. Equity
European Equity10.0%
Japan Equity5.0%
Asia Equity (excluding Japan) 5.0%

# American Funds Insurance Series<sup>®</sup> Pre-Selected Allocation Options

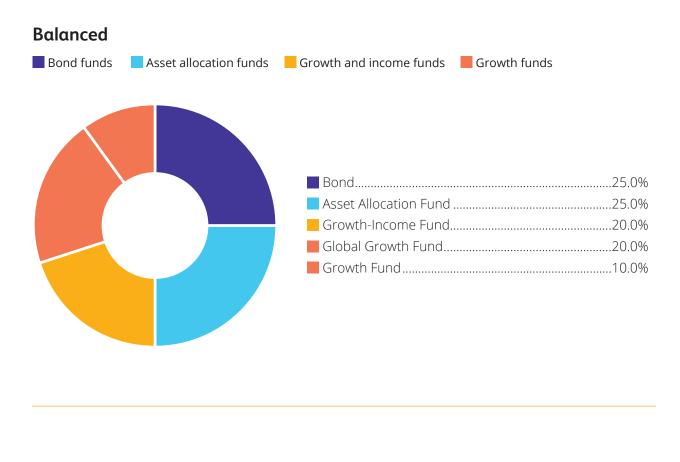
Three objective-based allocation options comprised of American Funds Insurance Series funds are designed to help you reach your retirement goals. They offer a blend of five individual funds within the American Funds Insurance Series — one of the largest families of funds for variable annuities.

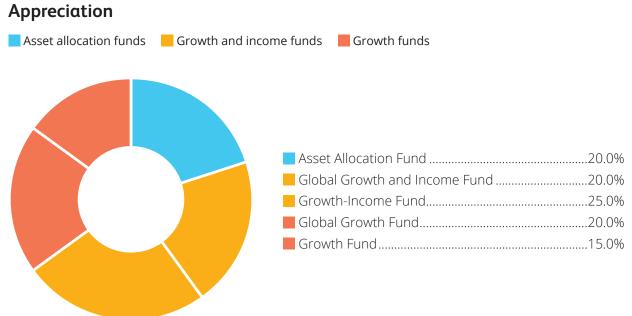
Speak with your financial professional to determine if one of these three pre-selected allocation options is appropriate based on your investment objectives and risk tolerance

	Conservative	Balanced	Appreciation
May be appropriate for	Investors who wish to avoid wide market fluctuations, but still seek the potential for modest growth	Investors who have a preference for growth and lower volatility	Investors who seek a higher return and can withstand wide market fluctuations
Proximity to retirement	Closer		
Risk tolerance	Lower		Higher



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# Allocation Adjustment program

Whether you choose a model portfolio or decide to create your own diversified portfolio, you can also participate in our optional Allocation Adjustment program. It is designed to help manage investment option volatility and preserve contract value during extended down markets, but it may also limit gains during periods of growth in the market. This dynamic portfolio strategy is available at no additional cost to you. There is no guarantee that this program will protect against loss.

As a participant in the Allocation Adjustment program, we track and monitor certain funds. Any that are underperforming are temporarily reallocated to the Oppenheimer Government Money Fund/VA until performance later recovers beyond a specified level. Unmonitored investment options are exempt from the program and their values remain allocated based on your instruction. The list of monitored and unmonitored investment options appears on the next page.

The Allocation Adjustment program is a relatively simple way to protect affected investment option values from additional pricing volatility. You retain the flexibility on an ongoing basis to participate in this program, based on your investment needs and level of comfort.

# For more detailed information about the optional Allocation Adjustment program, please see the product prospectus.

We may cease monitoring a fund at any time. For the most recent and complete information, please consult the prospectus.

Unmonitored		
American Funds <sup>®</sup> IS - Asset Allocation (4)	Invesco V.I. Balanced-Risk Fund - Series II	
American Funds <sup>®</sup> IS - Capital Income Builder (4)	Invesco V.I. Government Securities Fund - Series II	
American Funds <sup>®</sup> IS - Capital World Growth & Income (4)	Invesco V.I. U.S. Government Money Fund - Series I	
American Funds <sup>®</sup> IS - Growth-Income (4)	Lord Abbett Series Fund Bond Debenture Portfolio	
American Funds <sup>®</sup> IS - The Bond Fund of America Fund (4)	Lord Abbett Series Fund Short Duration Income Portfolio	
American Funds <sup>®</sup> IS - US Government Securities Fund (4)	PIMCO VIT Global Diversified Allocation	
Columbia VP Intermediate Bond 2	PIMCO VIT Long-Term US Government Adv	
Columbia VP Limited Duration Credit 2	PIMCO VIT Low Duration Adv	
Fidelity® VIP FundsManager® 20% Portfolio Service 2	PIMCO VIT Real Return Adv	
Fidelity® VIP Investment Grade Bond Portfolio Service 2	PIMCO VIT Short-Term Adv	
Franklin Strategic Income VIP 2	PIMCO VIT Total Return Adv	
Franklin US Government Securities VIP 2	Protective Life Dynamic Allc Ser Conservative	
Goldman Sachs VIT Trend Driven Alloc	Protective Life Dynamic Allc Ser Growth	
Guggenheim Floating Rate	Protective Life Dynamic Allc Ser Moderate	
Guggenheim Global Managed Futures Strategy	Templeton Global Bond VIP 2	
Guggenheim Multi-Hedge Strategies	Western Asset Core Plus VIT II	

### Unmonitored and monitored investment options

## Unmonitored and monitored investment options continued

Monitored		
AB VPS Discovery Value B	Franklin Small Cap Value VIP 2	
AB VPS Large Cap Growth B	Franklin Small-Mid Cap Growth VIP 2	
AB VPS Relative Value B	Goldman Sachs VIT Intl Equity Insights	
AB VPS Small Cap Growth B	Goldman Sachs VIT Mid Cap Growth Svc	
American Funds <sup>®</sup> IS - Global Growth Fund (4)	Goldman Sachs VIT Small Cap Equity Insights Svc	
American Funds <sup>®</sup> IS - Growth Fund (4)	Goldman Sachs VIT Strategic Growth Fund Svc	
BlackRock 60/40 Target Alloc ETF V.I. III	Invesco Main Street Small Cap Fund - Series II	
BlackRock Global Allocation V.I. III	Invesco V.I. American Value Fund - Series II	
ClearBridge Variable Dividend Strategy II	Invesco V.I. Discovery Large Cap Fund II	
ClearBridge Variable Large Cap Growth II	Invesco V.I. Comstock Fund - Series II	
ClearBridge Variable Mid Cap II	Invesco V.I. Discovery Mid Cap Growth Fund - Series II	
ClearBridge Variable Small Cap Growth II	Invesco V.I. Equity & Income Fund- Series II	
Columbia VP Balanced 2	Invesco V.I. EQV International Equity Fund - Series II	
Columbia VP Select Mid Cap Value 2	Invesco V.I. Global Fund - Series II	
Columbia VP Strategic Income 2	Invesco V.I. Global Real Estate Fund - Series II	
Fidelity <sup>®</sup> VIP Asset Manager 50% Portfolio Service 2	Invesco V.I. Growth & Income Fund - Series II	
Fidelity <sup>®</sup> VIP Balanced Portfolio Service 2	Invesco V.I. Main Street Fund - Series II	
Fidelity <sup>®</sup> VIP Contrafund Service 2	Invesco V.I. Small Cap Equity - Series II	
Fidelity <sup>®</sup> VIP Energy Portfolio Service 2	Lord Abbett Series Fund Dividend Growth Portfolio	
Fidelity <sup>®</sup> VIP FundsManager <sup>®</sup> 85% Portfolio Service 2	Lord Abbett Series Fund Fundamental Equity Portfolio	
Fidelity <sup>®</sup> VIP Health Care Portfolio Service 2	Lord Abbett Series Fund Growth Opportunities Portfolio	
Fidelity <sup>®</sup> VIP Index 500 Portfolio Service 2	PIMCO VIT All Asset Adv	
Fidelity <sup>®</sup> VIP Mid Cap Portfolio Service 2	PIMCO VIT High Yield Adv	
Fidelity <sup>®</sup> VIP Target Volatility Portfolio Service 2	PIMCO VIT Income Advisor	
Franklin DynaTech VIP 2	T. Rowe Price Blue Chip Growth Port II	
Franklin Income VIP 2	T. Rowe Price Health Sciences Port II	
Franklin Rising Dividends VIP 2	Templeton Developing Markets VIP 2	

## **Optional investment programs**

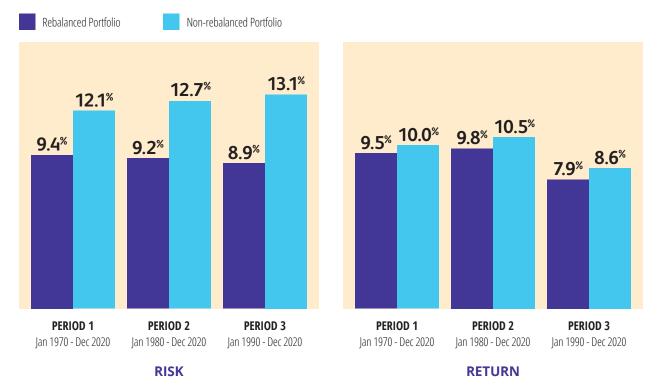
We understand the market can be unpredictable. That's why we offer two optional investment programs to help you manage your variable annuity portfolio and keep your strategy on track.

### Portfolio rebalancing

Your original asset allocation will change over time due to market fluctuations and varying investment performance. Investments that grow more quickly will begin to make up a larger portion of your portfolio than you had originally designed. Periodically restoring your original target asset allocation, known as portfolio rebalancing, will help you maintain a level risk profile over the life of your investments. Portfolio rebalancing transfers are typically not taxable with Protective's variable annuities and are available quarterly, semi-annually or annually.

The chart below compares the risk and return of portfolios that are annually rebalanced to those that are not rebalanced over three different time periods. Each portfolio initially consists of 60% stocks, 30% bonds and 10% short-term investments. The 60% stock allocation consists of 30% large, 15% small and 15% international stocks at each portfolio begin date. The bond allocation consists entirely of five-year U.S. government bonds, while the short-term investments allocation consists of 30-day U.S. Treasury bills. Within all three time periods, the non-rebalanced portfolio produced a slightly higher return; however, it was also subject to considerably higher risk.





Past performance is no guarantee of future results. Risk and return are measured by monthly annualized standard deviation and compound annual return, respectively. This is for illustrative purposes only and not indicative of any investment. An investment cannot be made directly in an index.

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### **Dollar cost averaging**

Rather than jumping in all at once, you may decide to ease your money into the market. This strategy is called "dollar cost averaging" and it creates a plan to systematically allocate your entire variable annuity investment over a period of time. This allows you to take advantage of the market's natural short-term fluctuations, enabling you to purchase more units when prices are low and fewer units when prices are high.

The following table illustrates how a dollar cost averaging strategy might work. Let's assume that you invest \$1,000 per month into the same investment for six months with the unit price of that investment fluctuating throughout the period. In this example, the average unit price was \$9.83, but the average unit cost to you was just \$8.73.

Month	Amount Invested	Unit Price	Unit Purchased
January	\$1,000	\$10	100
February	\$1,000	\$8	125
March	\$1,000	\$5	200
April	\$1,000	\$10	100
Мау	\$1,000	\$16	62.5
June	\$1,000	\$10	100
Total	\$6,000	\$59	687.5

### Results

Average Unit Price	\$9.83	(\$59 ÷ 6 months)
Average Unit Cost	\$8.73	(\$6,000 invested ÷ 687.5 units purchased)
Current Price	\$10.00	
Current Value of Investment	\$6,875	(687.5 units purchased x \$10 unit price)

This chart is illustrative only and is not intended to forecast, imply, or guarantee the future performance of any investment. It does not include the effects of any fees or expenses, which would reduce the results shown.

We offer two dollar cost averaging accounts. Each provides automatic monthly transfers of investments over a specified period of time and offers a guaranteed rate of interest on the declining balance during the transfer period.

- 6-month period
- 12-month period

This is an exciting time, filled with personal choices that will help determine your retirement lifestyle. We offer the features and flexibility to customize a variable annuity investment strategy to help you on your way.

Together with your financial professional, you'll create an investment strategy that's right for your retirement timeline and financial goals.





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These portfolios consist of an allocation of funds for investors to consider and are not intended to be investment recommendations. The portfolios are hypothetical asset allocations designed for individuals with different time horizons and risk profiles. Allocations may not achieve investment objectives. Please talk to your financial professional for information on other investment alternatives that may be available to you. In making investment decisions, investors should consider their other assets, income and investments. Investing outside the United States involves risks such as currency fluctuations, periods of illiquidity and price volatility. These risks may be heightened in connection with investments in developing countries. Small-company stocks entail additional risks, and they can fluctuate in price more than larger company stocks. The return of principal for bond portfolios and for portfolios with significant underlying bond holdings is not guaranteed. Investments are subject to the same interest rate, inflation and credit risks associated with the underlying bond holdings. Lower rated bonds are subject to greater fluctuations in value and risk of loss of income and principal than higher rated bonds. Fund shares of U.S. Government/AAA-Rated Securities Fund are not guaranteed by the U.S. government. You could lose money by investing in a money market fund. Although the money market fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so.

All Capital Group trademarks mentioned are owned by The Capital Group Companies, Inc., an affiliated company or fund.

Janus refers to Janus Capital Management LLC. Janus Capital Management serves as investment adviser. Protective Life Dynamic Allocation Series is distributed by Janus Distributors LLC. Janus is not affiliated with Protective Life.

Performance of the Protective Life Dynamic Allocation Series portfolios depends on that of the underlying funds. They are subject to risk with respect to the aggregation of holdings of underlying funds which may result in increased volatility as a result of indirectly having concentrated assets in a particular industry, geographical sector or single company.

No assurance can be given that the Protective Life Dynamic Allocation Series portfolios' investment strategy will be successful under all or any market conditions. Janus Capital does not have prior experience using the proprietary methodology co-developed by Janus Capital and Protective Life Insurance Company. Although it is designed to achieve the portfolios' investment objective, there is no guarantee that it will achieve the desired results.

Protective® refers to Protective Life Insurance Company (PLICO), Omaha, NE. Variable annuities are distributed by Investment Distributors, Inc. (IDI), Birmingham, AL, a broker-dealer and the principal underwriter for registered products issued by PLICO, its affiliate. Product guarantees are backed by the financial strength and claims-paying ability of PLICO.

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Protective Investors Series variable annuity is a flexible premium deferred variable and fixed annuity contract issued by PLICO in all states except New York under policy form series VDA-P-2006. Policy form numbers, product availability and product features may vary by state.

Variable annuities are long-term investments intended for retirement planning and involve market risk and the possible loss of principal. Investments in variable annuities are subject to fees and charges from the insurance company and the investment managers.

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.

Investors should carefully consider the investment objectives, risks, charges and expenses of Protective Investors Series variable annuity contract and its underlying investment options before investing. This and other information is contained in the prospectus for Protective Investors Series variable annuity contract and its underlying investment options. Investors should read the prospectus carefully before investing. Prospectuses may be obtained by contacting PLICO at 800-456-6330.

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Not Insured By Any Federal Government Agency		May Lose Value