

Quick Facts

CONTACT INFORMATION

Internal Wholesaler Desk	800-500-2995
New Business/In Force	800-456-6330
New Business Application Fax	205-268-3151
Customer Support Services Fax	205-268-6479
Web	myprotective.com

Plan Type	Single premium deferred annuity
Offered By	Protective Life Insurance Company and Protective Life and Annuity Insurance Company
Owner(s) Issue Ages	<ul style="list-style-type: none"> Ages 0 – 85 when funded by non-qualified funds Ages 18 – 85 when funded by qualified funds
Return of Premium Guarantee	May be selected at application. Contracts with ROP will likely earn a lower interest rate than those without it.
Premium Amount	Minimum: \$10,000 Maximum: \$1 million Larger amounts may be available with home office approval.
Initial Guarantee Period	The initial interest rate guarantee period is five years. After the initial guarantee period, the rate is set annually for each contract year.
Rate Classes	Annuities with account values of \$100,000 or more will generally be credited with a higher interest rate.

Withdrawal Charges	YEARS	1	2	3	4	5	6+
	5-Year Interest Guarantee (% of account value withdrawn)	7%	7%	7%	6%	5%	0%

Access to Contract Values

- **Partial withdrawals:**¹ The free-withdrawal amount is the amount that may be withdrawn each contract year without being subject to a withdrawal charge. During the 1st contract year, the free-withdrawal amount is equal to 10% of the purchase payment. After the 1st contract year, the free-withdrawal amount is equal to 10% of the contract value on each contract anniversary. During the withdrawal charge period the free-withdrawal amount is cumulative. Any portion not used during a contract year carries forward to future contract years – up to 20% of the contract value. Withdrawals that exceed the free withdrawal amount will be subject to a withdrawal charge. The minimum withdrawal amount is \$100 and a minimum account value of \$10,000 must be maintained.
- **Systematic withdrawals:**¹ 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.
- **Annuitization:** 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.
- **Terminal condition:**² 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.
- **Nursing facility confinement:** 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.
- **Unemployment:** 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.

Additional information on next page.

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Use the information below to help determine if the Foundation Annuity is a suitable fit 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

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 to 10% of the contract value per year - cumulative up to 20 percent

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 had 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

¹ Withdrawals are subject to tax on any gain in the contract and, if taken before age 59½, may be subject to a 10% federal tax penalty. In addition, withdrawals will reduce the death benefit and account value. Clients should consult a tax advisor regarding financial implications.

² Does not apply to pre-existing conditions. May not be available in all states.

Protective and Protective Life refer to Protective Life Insurance Company (PLICO) and its affiliates, including Protective Life and Annuity Insurance Company (PLAIC). Annuities are issued by PLICO in all states except New York and in New York by PLAIC. PLICO is located in Brentwood, TN. PLAIC is located in Birmingham, AL. Each company is solely responsible for the financial obligations accruing under the products it issues. Product guarantees are backed by the financial strength and claims-paying ability of the issuing company.

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

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

Protective is a registered trademark and Protective Series Foundation is a trademark of Protective Life.



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