

BULLETIN

A Communication from
the Life Insurance Division



PACIFIC LIFE

Pacific Life Insurance Company

DATE: September 30, 2022

TO: Life Insurance Producers, Management, Office Administrators, and
Technical Staff

SUBJECT: Year-End Procedures for 2022

Category	
<input checked="" type="checkbox"/>	Administration
<input type="checkbox"/>	Compliance
<input type="checkbox"/>	Marketing
<input type="checkbox"/>	Product
<input type="checkbox"/>	Underwriting
<input type="checkbox"/>	Miscellaneous

It's time to prepare for 2022 year-end closing. As always, our goal is to make this a successful year-end for everyone. Important dates and information about year-end closing are highlighted below.

Cutoff Dates for Non-Variable and Variable Universal Life Insurance Business

The following table provides cutoff dates for receipt of critical requirements for 2022 year-end processing. Please note that these dates are based on estimated underwriting review, and service times are not guaranteed.

Cutoff Date	Non-Variable & Variable Business
Nov. 30, 2022	<ul style="list-style-type: none">New Business Applications / TicketsTerm ConversionsPolicy ChangesNew Business ReissuesReinstatements
Dec. 12, 2022	Last day to submit underwriting and administrative requirements to issue a policy.
Dec. 13, 2022	Indexed Accounts transfer cut-off date: Instructions must be received, in good order, by 1:00 PM PT / 3:00 PM CT / 4:00 PM ET.
Dec. 15, 2022	Indexed Accounts Transfer Date. The Free Look Transfer for variable universal products with the Indexed Accounts will be based on the state Free Look Transfer Period and must occur <u>on or before</u> the Transfer to be eligible to transfer into the indexed account in December 2022 .
Dec. 16, 2022	Last day for non-variable Loan, Withdrawal and Surrender Requests for distribution in 2022.
Dec. 22, 2022	Last day to receive critical requirements for 2022 income . Initial premium and all delivery requirements, in good order, must be received to fund the policy regardless of funding source.
Dec. 23, 2022	<ul style="list-style-type: none">There will be limited staff to process critical requirementsLast commission cycle for 2022 income will be December 23, 2022. Direct Deposit payments will be disbursed on Tuesday, December 27, 2022. Receipt of payment is dependent on your financial institution processing times.
Dec. 26, 2022	Pacific Life Holiday
Dec. 29, 2022	Last day to receive critical requirements for 2022 production credit . Initial premium and all delivery requirements, in good order, must be received to fund the policy regardless of funding source.
Dec 30, 2022	<ul style="list-style-type: none">There will be limited staff to process critical requirementsCommission payments will be processed, and count for 2022 production credit.
Jan 2, 2023	Pacific Life Holiday

*Critical requirements may include but are not limited to: Certificate of Health, Medical Transfer, Application, Part II Non-Medical / Personal Health History, Acceptance of a Rating, and/or Acceptance of a Decrease in Coverage.

Year-End Processing Reminders

- Initial minimum premium and all critical requirements must be received at the Life Insurance Division, New Business in proper form before a case can be paid. Cutoff time for all business to be paid is 1:00 PM PT / 3:00 PM CT / 4:00 PM ET.
- For variable universal life insurance business, the commission cutoff date provided for 2022 income is when Pacific Life pays the broker-dealer. The timing of payments from the broker-dealer to the registered representative may differ depending on the broker-dealer.

Mailing Addresses

The following table has been provided for your convenience.

Requirements	Individual New Business Contact Information	Multilife New Business Contact Information
Delivery Requirements	<p>Fax: (866) 964-4860 NBSUnderwriting@PacificLife.com</p> <p>Pacific Life Insurance Company Attn: Life Insurance Division - New Business, 5th Floor 6750 Mercy Road Omaha, NE 68106</p>	<p>Fax: (949) 420-6302 MultilifeNewBusiness@PacificLife.com</p> <p>Pacific Life Insurance Company Attn: Multilife New Business – 6th Floor 45 Enterprise Aliso Viejo, CA 92656-2601</p>
Underwriting Requirements	<p>To expedite underwriting, please fax or email requirements to New Business Services at: Fax: (866) 964-4860 NBSUnderwriting@PacificLife.com</p>	<p>Pacific Life Insurance Company Attn: Multilife Underwriting – 6th Floor 45 Enterprise Aliso Viejo, CA 92656-2601</p>
Initial Premiums & 1035 Exchange Paperwork	<p>Pacific Life Insurance Company Attn: Life Insurance Division - New Business, 5th Floor 6750 Mercy Road Omaha, NE 68106</p> <p>Note: Original 1035 Exchange paperwork is required.</p>	<p>Pacific Life Insurance Company Attn: Multilife New Business – 6th Floor 45 Enterprise Aliso Viejo, CA 92656</p> <p>Note: Original 1035 Exchange paperwork is required.</p>
Email for New Business:	NBSUnderwriting@PacificLife.com	MultilifeNewBusiness@PacificLife.com

Year End Tax Reporting

If it's important to you/your client to ensure any year end distributions are tax reported for the 2022 tax year, please make sure that we receive distribution requests no later than Dec. 16, 2022 so that the distribution can be processed and received by the policy owner prior to the end of the year.

Delivery Services

Please be sure to check the delivery schedule if using Federal Express, UPS, etc. Critical delivery requirements must be received at the Life Insurance Division, New Business before 1:00 PM PT / 3:00 PM CT / 4:00 PM ET on December 29, 2022 in order for a case to be paid and earn 2022 production and recognition credits.

Individual New Business

If you have any questions or need additional information, please contact your case coordinator at (866) 722-6256.

Multilife New Business

Submit your Multilife cases as early as possible, since additional processing time may be required. For assistance with year-end planning and to confirm the deadlines for COLI or employer-sponsored cases, please contact ML Case Coordinators at (800) 800-7681: Manager - Multilife Operations, Caroline Artley at extension 6092.

Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.



PACIFIC LIFE

(800) 800-7681 • www.PacificLife.com

Pacific Life Insurance Company is licensed to issue insurance products in all states except New York. Product/material availability and features may vary by state.

Insurance products and their guarantees, including optional benefits and any crediting rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. Look to the strength of the life insurance company with regard to such guarantees as these guarantees are not backed by the broker-dealer, insurance agency, or their affiliates from which products are purchased. Neither these entities nor their representatives make any representation or assurance regarding the claims-paying ability of the life insurance company.

Pacific Life Insurance Company's Home Office is located in Newport Beach, CA.

Investment and Insurance Products: Not a Deposit	Not Insured by any Federal Government Agency	
Not FDIC Insured	No Bank Guarantee	May Lose Value

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