

BULLETIN

A Communication from
the Life Insurance Division



PACIFIC LIFE

Pacific Life Insurance Company

DATE: March 17, 2022

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

SUBJECT: Resuming WA Long-Term Care Coverage Sales, Effective 3/18/2022

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

Long-Term Care Coverage Availability in Washington State Resuming Sales of Pacific PremierCare® Choice¹ and Premier LTC Rider,² Effective 3/18/2022

Effective March 18, 2022, Pacific Life Insurance Company will begin accepting new applications for life insurance with long-term care coverage in the state of Washington. Due to the previous extremely high and unprecedented volume of submissions for life insurance products with long-term care coverage in Washington, we had ceased acceptance of new applications.

New Sales to Resume, Effective March 18, 2022

Pacific PremierCare® Choice	Life Insurance With the Premier LTC Rider
<ul style="list-style-type: none">• Whole life insurance with long-term care benefits available in 1-year, 5-year, 10-year, or life-pay premium payment options.• Requires annual premium payments in the first policy year. Monthly premium payments are not allowed in policy year 1.• Minimum annual premium for life-pay option: \$3,000.	<ul style="list-style-type: none">• <u>Minimum \$500,000</u> for both the life insurance policy face amount and the LTC rider initial benefit. For policies without the Premier LTC Rider, minimum face amounts are unchanged.• Requires <u>annual</u> premium payments in the first policy year. Monthly premium payments are not allowed in policy year 1.

Important Information Regarding LTC Sales in WA

- The window to purchase qualifying private long-term care insurance associated with an exemption from tax under the Long-Term Services and Supports Act (now known as the WA Cares Fund) in Washington expired on Nov. 1, 2021.
- Additionally, on January 27, 2022, Governor Inslee signed two bills that implement changes to the WA Cares Fund to address coverage gaps and delay the collection of the payroll tax until July 1, 2023 at the earliest. Because of these legislative changes and future legislative uncertainty, some consumers may reconsider their decision to buy long-term care insurance. We encourage consumers to consider their options, evaluate their insurance needs, and weigh all of the pertinent factors when making such decisions

Resource and Contact Information:

Long-Term Care Sales Desk (855) 584-0661 or LTCSalesDesk@PacificLife.com

1. Pacific Life Insurance Company's Pacific PremierCare Choice suite of whole life insurance products with long-term care benefits (Policy Form #P17PCH and S17PCHMAXM or ICC17 P17PCH and ICC17 S17PCHMAXM; P17PCH and S17PCH100S or ICC17 P17PCH and ICC17 S17PCH100S; P17PCH and S17PCHMAXS or ICC17 P17PCH and ICC17 S17PCHMAXS; based on product and state of policy issue.

2. Pacific Life Insurance Company's Premier LTC Rider (Form #R15LTC and R15LTC SP or ICC15 R15LTC and ICC15 R15LTC SP, R16LTC and R16LTCV SP, or ICC16 R16LTC and ICC16 R16LTCV SP, based on state of policy issue). Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. Clients should be shown policy illustrations with and without riders to help show the rider's impact on the policy's values.

Life insurance/riders with long-term care benefits are intended to provide federally tax-qualified long-term care insurance as defined in IRC Section 7702B(b). Tax treatment of long-term care benefits may depend on factors such as the amount of benefits in relation to certain IRS limitations (referred to as "per diem" limitations), the amount of qualified expenses incurred or if similar benefits are being received under other contracts. When benefits are received from multiple policies providing long-term care for a given insured, including policies with different owners, those benefits must be aggregated to determine their taxability. Pacific Life cannot determine whether the benefits are taxable. Clients are advised to consult with qualified and independent legal and tax advisors for more information.

Life insurance products with long-term care benefits, and long-term care riders are subject to underwriting and approval of the application and may include obtaining records from a physician. No medical exam is required, but a Medical Information Bureau (MIB) and prescription report will be ordered and a Personal History Interview and Cognitive Assessment will be performed via telephone as part of the underwriting process.

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.



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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 individual life insurance products are marketed exclusively through independent third-party life insurance producers, which may include bank affiliated entities. Some selling entities may limit availability of some optional riders and investment options based on their client's age and other factors. Your broker-dealer or firm can help you determine which optional riders and investment options are available and appropriate for your clients.

The primary purpose of life insurance is death benefit protection against the premature death of the insured.

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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