



Pacific Life Insurance Company

# Versa-Flex NLG

Flexible Premium Universal Life Insurance  
Client Guide

*Guaranteed Protection  
for an Evolving Legacy*



# As Your Life Changes, Your Life Insurance Policy Should Always Be There For You.

What a difference a few years can make in your life:

*A new baby*

*A bigger home*

*A growing business*

*An early retirement*

Why not consider a life insurance policy with flexibility? You can revise your policy—without surrendering or exchanging it—to meet new financial and life insurance needs as they arise with Pacific Life Insurance Company's Versa-Flex NLG (Policy Form #P08VN1) universal life insurance. In addition to flexibility, Versa-Flex NLG also guarantees your policy will stay in place, even if your net accumulated cash value drops below zero. *See pages 3-4 for additional details.*

*Versa-Flex NLG—flexibility and certainty.*



*Life insurance is subject to underwriting and approval of the application and will incur monthly policy charges.*

*Universal life insurance generally requires additional premium payments after the initial premium. If either no premiums are paid, or subsequent premiums are insufficient to continue coverage, it is possible that coverage will expire.*

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# What Can a Versa-Flex NLG Policy Offer You?

## GUARANTEED PROTECTION

A Versa-Flex NLG life insurance policy protects the people who matter to you from the financial impact of your premature death.

Versa-Flex NLG also features a guarantee to help keep your policy in force even if your policy's net cash value drops to zero. *See pages 3-4 for additional details.*

## PREDICTABLE PREMIUMS

As long as you pay your no-lapse guarantee premiums as scheduled, your policy is guaranteed to remain in force for the duration of your choosing, guaranteed. *See pages 3-4 for additional details.*

## FINANCIAL FLEXIBILITY

Your policy's accumulated value grows tax-deferred. With sufficient accumulated cash value growth, you may be able to enjoy greater premium flexibility provided you have sufficient remaining cash value to pay ongoing policy charges.

## OPTIONS TO ENHANCE AND PROTECT

You may elect optional riders<sup>1</sup> to enhance the protection and flexibility of your policy. Ask your financial professional<sup>2</sup> about the optional riders available with your policy and request a personalized illustration.



<sup>1</sup> Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. When considering a rider, request a policy illustration from your life insurance producer to see the rider's impact on your policy's values.

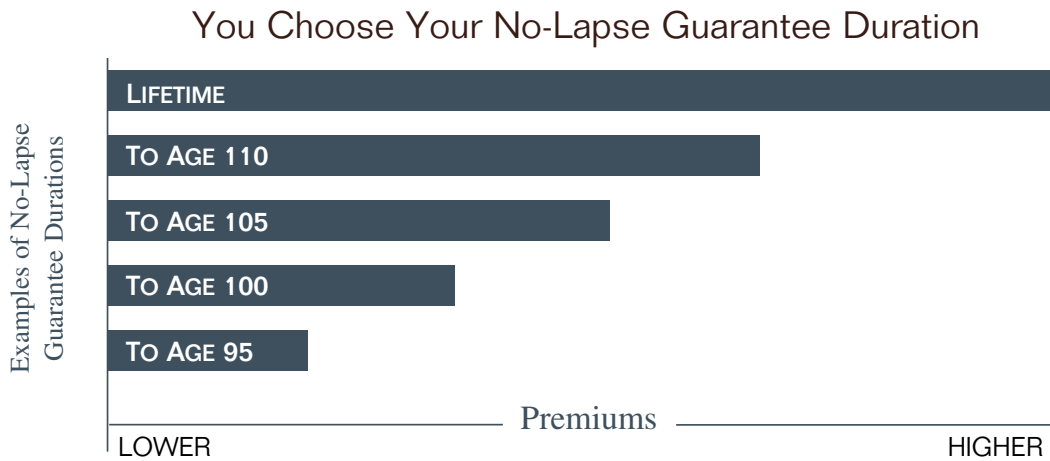
<sup>2</sup> In order to sell life insurance products, a financial professional must be a properly licensed and appointed life insurance producer.

# Guarantee Your Protection

To provide the security of guaranteed coverage at predictable premiums, the Flexible Duration No-Lapse Guarantee III Rider (Form #R03FNL)<sup>3</sup> guarantees that your policy will stay in force for the duration you choose, even if your net accumulated value drops to zero.<sup>4</sup>

All you have to do is choose how long you want your no-lapse protection to last. Up to a lifetime or for just a few years, the rider allows you flexibility. As long as your net no-lapse guarantee value stays above zero, your policy’s death benefit will be guaranteed.

Choose your no-lapse guarantee duration and pay your premiums as planned. It’s that easy.



<sup>3</sup> Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. When considering a rider, request a policy illustration from your life insurance producer to see the rider’s impact on your policy’s values.

<sup>4</sup> The Flexible Duration No-Lapse guarantee, depending on how you structure your policy, has a maximum duration of the insured’s lifetime, subject to certain limits. If your net no-lapse guarantee value is zero, the no-lapse feature terminates. If the no-lapse feature terminates, additional premiums would be required to resume the no-lapse guarantee. If policy performance is such that your policy is being maintained solely by the no-lapse guarantee, your policy will not build cash value.





## No-Lapse Guarantee Considerations

### **What is the net no-lapse guarantee value?**

The net no-lapse guarantee value is not an actual policy value and may not be accessed through loans, withdrawals, or a policy surrender. It is simply a calculation used to determine whether the no-lapse guarantee is in effect.

### **What is the impact of policy loans and withdrawals?**

You may take withdrawals and loans from your policy's cash value, but doing so may shorten or negate your no-lapse guarantee. Also, any policy withdrawals, loans and loan interest will reduce policy values and may reduce benefits. If you plan on taking withdrawals or loans from your policy, you should request illustrations from your life insurance producer to understand the potential impact. Note that in addition to policy loans and withdrawals, any changes in coverage may also affect your net no-lapse guarantee value.

### **What is the impact of premium payments?**

As long as your net no-lapse guarantee value is greater than zero, your premiums may be flexible enough to meet your needs. Keep in mind, if no-lapse protection is of primary importance, the easiest way to maintain a positive no-lapse guarantee value (and thereby maintain your illustrated no-lapse guarantee duration) is to pay your planned premium on or before your policy monthly due date.



## Adjust Your Protection

Your life insurance coverage (death benefit) can be adjusted, within policy limits, to meet a lifetime of needs. Your financial professional can help you structure and manage the right coverage for your ongoing needs.

You may increase or decrease the face amount on your policy subject to certain limits. However, doing so may impact your policy charges and surrender charges. Scheduled increases, elected at policy issue, are the only increases allowed.

Your policy offers optional features called riders that can further expand your policy's flexibility. Some riders are automatically included with eligible policies. Others must be elected at policy issue at additional cost. Talk to your life insurance producer about your needs and request a personalized illustration for details.

Riders will likely incur additional charges and are subject to availability, restrictions, and limitations. When considering a rider, request a policy illustration from your life insurance producer to see the rider's impact on your policy's values.

## Guarantee Your Interest Rate

Each year, we will credit your policy's accumulated value by a current interest rate we will declare periodically.

This rate will never be less than 3% annually—we guarantee it.

The current interest rate is guaranteed for one policy year at a time and may be increased by an Interest Rate Bonus of +0.60% to your current rate in policy years 21+. This Interest Rate Bonus is not guaranteed.

Pacific Life Insurance Company reserves the right to change or modify any non-guaranteed or current elements. The right to modify these elements is not limited to a specific time or reason.

## Policy Charges

The cost of the life insurance and benefits provided through the policy is deducted monthly in the form of policy charges, which include an Administrative charge, Coverage Charge, Cost of Insurance Charge, and the cost of the riders issued with your policy.

Additionally, a premium load is deducted from each premium payment. To understand how the policy charges will affect your policy's cash value, request a personalized illustration that includes the "Breakout of Charges" report.

# Pacific Life—The Power to Help You Succeed

Offering insurance since 1868, Pacific Life provides a wide range of life insurance products, annuities, and mutual funds, and offers a variety of investment products and services to individuals, businesses, and pension plans. Pacific Life counts more than half of the 100 largest U.S. companies as its clients. For additional company information, including current financial strength ratings, visit [www.PacificLife.com](http://www.PacificLife.com).

*Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. Client count as of June 2016 is compiled by Pacific Life using the 2016 FORTUNE 500® list.*

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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 based on their client's age and other factors. Your life insurance producer can help you determine which optional riders are available and appropriate for you.

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