

CONNECTING CLIENT GOALS

with Annuity Strategies



How Pacific Life's Multiple Product Solutions
Align to Goals-Based Strategies

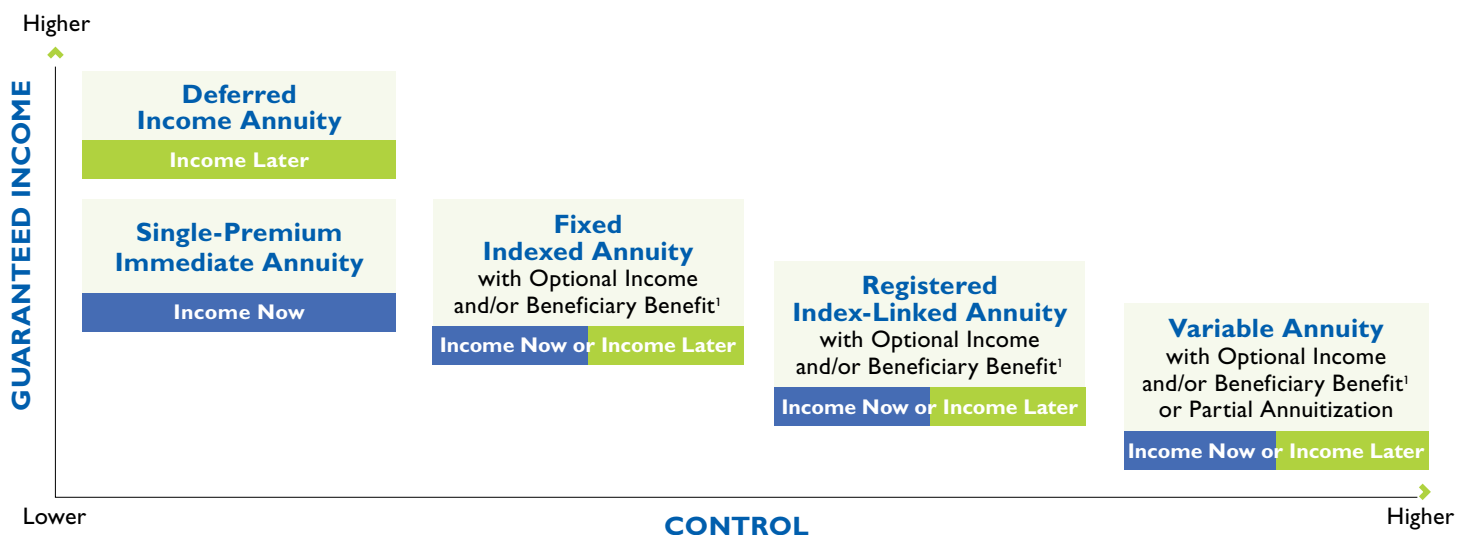
Insurance products can be issued in all states, except New York, by Pacific Life Insurance Company and in all states by Pacific Life & Annuity Company. Product/material availability and features may vary by state.

**No bank guarantee • Not a deposit • May lose value
Not FDIC/NCUA insured • Not insured by any federal government agency**

CONNECTING CLIENT GOALS TO POSSIBLE SOLUTIONS

Modern retirement theory bolsters goals-based planning by matching buckets of money or product solutions to client needs and wants. A goals-based approach can offer clients maximum happiness in retirement, something that cannot be demonstrated on a spreadsheet or fintech solution. The reality is, most retirees cannot take on many of the risks pre-retirees can. In other words, retirees have less time to recover from market fluctuations, leading to a lower risk tolerance and a preference for more conservative investments to preserve capital and ensure steady income. Retirees no longer have a steady income from employment to help offset losses, making it essential to implement a conservative investment strategy.

Annuities can de-risk a retirement portfolio from market and longevity risk and offer the lifetime protection so many retirees seek. Without an annuity, many retirees severely underspend in retirement and give up the joy they envisioned in return for safety. The suite of Pacific Life annuities can help your clients plan for retirement across a range of life and income stages and provide enjoyment in retirement with lifetime income and beneficiary benefit options to help meet specific client goals.



Types of Annuities

Income Annuity	Fixed Indexed Annuity (FIA)	Registered Index-Linked Annuity (RILA)	Variable Annuity (VA)
<ul style="list-style-type: none"> Converts a lump-sum amount into regular annuity income payments for the rest of the annuitant's life or for a specific period of time 	<ul style="list-style-type: none"> A choice of index-linked strategies for "capped" tax-deferred accumulation without directly investing in the market Principal protection if no excess withdrawals are taken 	<ul style="list-style-type: none"> A choice of index-linked strategies for "capped" tax-deferred accumulation without directly investing in the market Depending on crediting options, chose levels of protection 	<ul style="list-style-type: none"> A variety of investment options for tax-deferred accumulation Upside potential for additional income with or without an optional guarantee

¹Optional benefits are available for an additional cost.

FIA and RILA products may have limitations such as caps, par rates, and other factors that can reduce interest earned, potentially resulting in returns lower than the index performance.

Guarantees, including optional benefits, are subject to the claims-paying ability and financial strength of the issuing insurance company and do not protect the value of the variable investment options, which are subject to market risk.

A beneficiary benefit is referred to as a death benefit in the prospectus or contract summary.

TAX-DEFERRED ACCUMULATION



\$5M+			
\$1M–\$5M			
\$250K–\$1M			
	Younger than Age 55 Accumulation	Ages 55–65 Transition	Ages 65+ Decumulation

Client Goal

Diversify my portfolio to help maximize returns and mitigate risk

Annuity Strategy Highlights

- Reduce tax drag by deferring taxes on retirement savings to help grow assets faster until some point in the future when the client expects to be in a lower tax bracket
- Allow for additional tax-deferred contributions if clients are currently contributing the maximum amount to qualified plans and IRAs
- Permit tax-free transfers and rebalancing, free of charge (VA contracts only)

Possible Annuity Solutions

- VA with or without an optional benefit for income or legacy
- RILA with or without an optional withdrawal benefit
- A tax-deferred legacy for beneficiaries; withdrawals need not be taken during a client's lifetime, so taxes are deferred until after death

While an annuity could be appropriate for a specific client at every wealth level and life stage, this page focuses on how the indicated client segments might pursue an annuity strategy. Financial professionals should consider all such factors, as well as such other information as is considered reasonable in such circumstances before recommending that a client purchase any particular product.

GUARANTEED LIFETIME INCOME FOR LONGEVITY RISK PROTECTION



\$5M+			
\$1M–\$5M			
\$250K–\$1M			
	Younger than Age 55 Accumulation	Ages 55–65 Transition	Ages 65+ Decumulation

Client Goal

Help make my money last in retirement and cover my long-term care costs

Annuity Strategy Highlights

Need Income Now	<ul style="list-style-type: none"> • Create guaranteed, supplemental lifetime income for one or two lives to help cover essential expenses (such as healthcare, food, and housing)
Need Income Later	<ul style="list-style-type: none"> • Provide growth potential with downside protection on future retirement income • Use to help with longevity risk with guaranteed payments starting by age 85

Possible Annuity Solutions

Need Income Now	<ul style="list-style-type: none"> • RILA with optional withdrawal benefit¹ • VA with or without an optional beneficiary benefit • Single-premium immediate annuity (SPIA)
Need Income Later	<ul style="list-style-type: none"> • RILA with protection, depending on crediting options • FIA with an optional income benefit • Deferred income annuity (DIA) available as a qualified longevity annuity contract (QLAC) purchased with qualified money • Nonqualified DIA

¹Optional withdrawal benefit may have lifetime withdrawal requirements. IE- Lifetime guarantee begins at age 59½.

TAX-EFFICIENT¹

WEALTH TRANSFER AND WEALTH PROTECTION



\$5M+			
\$1M–\$5M			
\$250K–\$1M			
	Younger than Age 55 Accumulation	Ages 55–65 Transition	Ages 65+ Decumulation

Client Goal

Help me protect and transfer my wealth

Annuity Strategy Highlights

- **Beneficiary protection** via standard or optional beneficiary benefits
- **Nonqualified stretch annuity** that has the potential to achieve greater growth by reducing tax drag with the ability to stretch taxes over multiple generations
- **Irrevocable trusts** to defer higher trust tax rates and pass in-kind to beneficiaries

Possible Annuity Solutions

- VA with or without an optional beneficiary benefit
- RILA with a beneficiary benefit
- FIA with or without an optional beneficiary benefit

¹Tax efficient while living, but not with the actual transfer (compared to life insurance).

For more information about retirement planning,
please contact our Retirement Strategies Group at
RSG@PacificLife.com or (800) 722-2333, ext. 3939.
Annuities.PacificLife.com

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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.

The value of the variable investment options will fluctuate so that shares, when redeemed, may be worth more or less than the original cost. Annuities are long-term contracts designed for retirement. Annuity withdrawals and other distributions of taxable amounts, including death benefit payouts, will be subject to ordinary income tax. For nonqualified contracts, an additional 3.8% federal tax may apply on net investment income. If withdrawals and other distributions are taken prior to age 59½, an additional 10% federal income tax may apply. A withdrawal charge also may apply and a market value adjustment (MVA) also may apply. Withdrawals will reduce the contract value and the value of the death benefit, and also may reduce the value of any optional benefits.

Insurance product and rider guarantees, including optional benefits and any fixed crediting rates or annuity payout rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. They are not backed by the independent third party from which this annuity is purchased, including the broker/dealer, by the insurance agency from which this annuity is purchased, or any affiliates of those entities, and none makes any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Under current law, a nonqualified annuity that is owned by an individual is generally entitled to tax deferral. IRAs and qualified plans—such as 401(k)s and 403(b)s—are already tax-deferred. Therefore, a deferred annuity should be used only to fund an IRA or qualified plan to benefit from the annuity's features other than tax deferral. These include lifetime income, death benefit options, and the ability to transfer among investment options without sales or withdrawal charges.

Securities are distributed by **Pacific Select Distributors, LLC** (member FINRA & SIPC), a subsidiary of Pacific Life Insurance Company and an affiliate of [Pacific Life/Pacific Life & Annuity Company], and are available through licensed third-party broker-dealers.

Pacific Life refers to Pacific Life Insurance Company and its subsidiary Pacific Life & Annuity Company. Insurance products can be issued in all states, except New York, by Pacific Life Insurance Company and in all states by Pacific Life & Annuity Company. Product/material availability and features may vary by state. Each insurance company is solely responsible for the financial obligations accruing under the products it issues.

Clients should carefully consider a variable annuity product's risks, charges, limitations and expenses, as well as the risks, charges, expenses, and investment goals/objectives of the underlying investment options. This and other information about Pacific Life are provided in the applicable product and underlying funds prospectuses. These prospectuses should be read carefully by clients before investing or sending money.

The home office for Pacific Life & Annuity Company is located in Phoenix, Arizona. The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.