

TOP 5 REASONS

to Consider a **Pacific Choice® Variable Annuity**

1 **5-year withdrawal charge schedule** for clients who may need access to their money sooner.

2 **Cost-conscious growth potential.** This annuity can be a tax-deferred complement to fee-based managed money. With a **total all-in cost of 1.48%**, Pacific Choice may offer your clients an opportunity to grow their retirement savings faster through tax-efficient investing and managing costs:

- Mortality, expense, and administration fees of 1.20%.
- Investment options with a net fund expense as low as 0.28% are available.¹

3 **Industry-leading asset managers.** Choose from **more than 90 investment options** from some of the most well-known and respected investment-management firms in the industry. Each Pacific Life variable annuity offers broadly diversified asset-allocation strategies or individual investment options to select from, including alternatives to buffered and hedged funds.

4 **Choices for beneficiary protection.** Pacific Choice offers a choice of wealth-transfer solutions:

- **Standard Return-of-Premium Death Benefit**—Clients can protect their investments with a return-of-premium death benefit. Death benefit amounts are adjusted for withdrawals. The death benefit is payable prior to annuitization upon the death of a contract owner.²
- **Stepped-Up Death Benefit** (Optional, for an Additional Cost)—When the market is up, clients can lock in market gains on a contract anniversary. When the market is down, the value of the death benefit retains the stepped-up value.
- **Earnings Enhancement Death Benefit** (Optional, for an Additional Cost)—Clients can help offset the impact of taxes through an additional percentage of earnings added to the death benefit amount. Based on the ages of the owners/annuitants at the time of contract issue, earnings are equal to the contract value on the date of death minus the remaining purchase payments. There is no limit to total earnings.

5 **Income flexibility.** Offer your clients a choice of protected lifetime income when they need it. **Core Income Advantage (CIA) Select**, an optional benefit available for an additional cost, provides:

- The ability to receive up to 5% protected lifetime income when clients need income now. *Investment allocation requirements apply to optional living benefits. See the prospectus for more details.*
- Flexibility to add CIA Select at contract issue or at a future contract anniversary.

See page 2 for footnotes referenced on this page.

Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product availability and features may vary by state.

To learn more about the possibilities with Pacific Choice, contact your Pacific Life consultative wholesaler at (800) 722-2333 or visit our website. Annuities.PacificLife.com

¹As of 11/1/21, the net fund expense for BlackRock Equity Index is 0.28% and subject to change. BlackRock Equity Index is not eligible for use with an optional living benefit.

²For contracts owned by a non-natural owner (for example, a trust) and contracts issued in California, the death benefit is payable upon the death of the first annuitant.

Not all products or riders are available at all broker/dealer firms.

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Investors should carefully consider a variable annuity's risks, charges, limitations, and expenses, as well as the risks, charges, expenses, and investment goals of the underlying investment options. This and other information about Pacific Life are provided in the product and underlying fund prospectuses. These prospectuses should be read carefully before investing.

The value of the variable investment options will fluctuate so that shares, when redeemed, may be worth more or less than the original cost. 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, a 10% federal tax may apply. A withdrawal charge also may apply. Withdrawals will reduce the contract value and the value of the death benefits, and also may reduce the value of any optional benefits.

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, an 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.

CIA Select rider does not guarantee a rate of return or growth rate. Only one optional guaranteed minimum withdrawal benefit (GMWB) can be purchased on a variable annuity. Optional benefit withdrawals are not annuity payouts. Annuity payouts generally receive a more favorable tax treatment than other withdrawals. A step-up may change the protected amount, and withdrawal amounts after a step-up may be higher or lower.

Core Income Advantage Select is named "Guaranteed Withdrawal Benefit X Rider—Single Life" and "Guaranteed Withdrawal Benefit X Rider—Joint Life" in the contract rider

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Variable insurance products are distributed by **Pacific Select Distributors, LLC** (member FINRA & SIPC), a subsidiary of Pacific Life Insurance Company (Newport Beach, CA), and an affiliate of Pacific Life & Annuity Company, and are available through licensed third parties.

Contract Form Series: ICC12:10-1252
Rider Series: ICC13:20-1258, ICC13:20-1259, ICC12:20-1264, 20-13500
State variations to contract form series and rider series may apply.

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