

# BULLETIN

A Communication from  
the Life Insurance Division



**PACIFIC LIFE**

Pacific Life Insurance Company

**DATE:** September 22, 2022

**TO:** Broker General Agencies, Life Insurance Producers, Management, Office Administrators, and Technical Staff

**SUBJECT:** Pacific Accelerated Life+ (PAL+) Enhancements for PL Promise

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

## PAL+ Enhancements for PL Promise

Effective September 16, 2022, the following enhancements have been made to PAL+—Pacific Life’s dynamic and streamlined underwriting process that replaces PL Smooth Sailing fluidless and PL Swift Sailing accelerated underwriting programs.

### Enhancements

1. **PL Promise GUL** no-lapse guarantee universal life insurance is now available with PAL+’s non-invasive modified underwriting path.
  - ✓ Up to \$2M of coverage
  - ✓ Ages 18-70
  - ✓ All risk classes including substandard
  - ✓ Drop ticket or paper application
  - ✓ Physical with labs required within the past 12 months
  - ✓ Choice of online or telephone interview
2. The **online health history** age requirement increased from age 60 to age 70.
3. **Underwriting guidelines** have been updated to eliminate the need for an Amplified Inspection Report where previously required.

### Transition Guidelines

PL Promise GUL applications received on or after September 16, 2022 are considered for the PAL+ modified pathway. Applications received before September 16, 2022 will be considered on a case-by-case basis for PAL+. If you have questions, contact your Pacific Life representative.

*PL Promise GUL no-lapse guarantee universal life insurance. Policy form #P18PRUL and S18PRUL or ICC18 P18PRUL and ICC18 S18PRUL, based on state of policy issue.*

## PAL+ Pathways

PAL+ offers three possible pathways: accelerated, modified, and traditional underwriting:

Accelerated Underwriting	Modified Underwriting		Traditional Underwriting
PL Promise Term	PL Promise Term	PL Promise GUL	PL Promise Term and PL Promise GUL
Up to \$3 million face amount	Up to \$3 million face amount	Up to \$2 million face amount	All face amounts
Ages 18-60	Ages 18-70	Ages 18-70	All ages
Standard or better risk classes	All risk classes	All risk classes	All risk classes
Drop ticket only	Drop ticket or paper	Drop ticket or paper	Drop ticket or paper
No medical exam,* no labs/fluids, no attending physician statement (APS)	Physical with labs required within the past 12 months	Physical with labs required within the past 12 months	Physical with labs; we will notify you of any additional requirements as we process the application
Choice of online or phone health history	Choice of online or phone health history	Choice of online or phone health history	Choice of online (up to age 70 and \$3M) or phone health history

\* The issuance of the policy may depend upon answers to the health questions contained in the application.

PL Promise Term level premium term life insurance (Policy form #P16LYT or ICC16 P16LYT, based on state of policy issue). PL Promise GUL no-lapse guarantee universal life insurance (Policy form #P18PRUL and S18PRUL or ICC18 P18PRUL and ICC18 S18PRUL, based on state of policy issue).

***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**

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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.

The primary purpose of life insurance is to protect the policy beneficiaries from the adverse financial consequences of the insured's death.

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

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