



Protective® Executive 10-Year Term

## Frequently asked questions

Easily expand your services to the business market with something you already know — term life insurance. Use this FAQ to quickly find the information you need to market our Protective Executive 10-Year Term.

<b>What is the market for this product?</b>	Protective Executive 10-Year Term is designed to be a group term carve-out (GTCO) solution for executive, highly compensated employees. This term solution provides portable, individual coverage with affordable premiums.
<b>What is a group term carve-out plan?</b>	A GTCO plan is a special life insurance program designed to reward executive, highly compensated employees with an additional benefit beyond what may be available through an organization's regular group term life insurance benefit plan. The employer pays 100% of the premium for this distinct set of employees.
<b>What are the benefits to the employer?</b>	<p>Our solution allows organizations to provide a more meaningful life insurance benefit tailored to their executive, highly compensated employees' protection needs with:</p> <ul style="list-style-type: none"><li>• Cost-effective level premiums that are guaranteed for 10 years and paid by the employer.</li><li>• Guaranteed issue-type underwriting with only two key questions to automatically qualify executives for insurance.</li><li>• Participant information and updates are easily managed using an employee census.</li><li>• Premiums paid by the employer with one payment.</li></ul>
<b>What are the benefits to the employee?</b>	<p>Our Executive 10-Year Term is designed to provide executive, highly compensated employees coverage beyond what may be available through an organization's regular group term life insurance benefit plan.</p> <ul style="list-style-type: none"><li>• Coverage is individual and portable, so it doesn't go away at retirement.</li><li>• Employees may qualify by answering two questions — no medical exam or bloodwork needed.</li><li>• All executives still employed at the end of the level period will have the opportunity to apply for a new 10-year level policy based on their attained age.</li></ul>
<b>How is the product administered?</b>	The administration of this benefit is easily managed with an employee census, updated as needed. The premiums can be paid by the employer with one payment.

### Additional information on next page.

Protective refers to Protective Life Insurance Company and Protective Life and Annuity Insurance Company.

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<p><b>What's the process for an Executive 10-Year Term case?</b></p>	<p>After you identify prospective organizations, we'll work with you through the application submission, ongoing administration and premium processing. While these are individual policies, we administer them as a group. Here are the steps in our streamlined sales process.</p> <ol style="list-style-type: none"> <li><b>1. You submit the request to us.</b> This includes the required application and census template.</li> <li><b>2. We review the request.</b> We'll review what you provided and reach out if we need to chat further.</li> <li><b>3. We determine an offer.</b> If approved, an offer will be provided with a case summary, maximum face amounts and any stipulations.*</li> <li><b>4. Enrollment begins.</b> Once the case is approved, we'll schedule a call with you and the organization to walk through the enrollment timeline. Individual executive employees will finalize their applications and policies will be issued.</li> </ol> <p>* The offer will be valid for 60 days and can be reconsidered.</p>
<p><b>What are the conversion options?</b></p>	<p>Conversion to Protective® Executive UL is available during the first five policy years.</p>
<p><b>When can policies be added?</b></p>	<p>Policies can be added each month throughout the year.</p>
<p><b>What additional benefits are available with the product?</b></p>	<p>A terminal illness accelerated death benefit is available.<sup>1</sup> This rider provides access to up to 60% of the policy's death benefit, or \$1 million, whichever is less. Terms and conditions apply. Refer to the product guide for complete details.</p>

<sup>1</sup> Not available in all states and state variations may apply.



**Ask your Protective representative about our individual term solution built for the executive benefits market.**

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The tax treatment of life insurance is subject to change. Neither Protective Life nor its representatives offer legal or tax advice. Please consult with your legal or tax advisor regarding your individual situation before making any tax-related decisions.

All payments and all guarantees are subject to the claims-paying ability of Protective Life Insurance Company.

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