

SPECIAL REPORT



DATE: April 7, 2020

TO: Life Insurance Producers, Management, Office Administrators, and Technical Staff

SUBJECT: Underwriting Updates: COVID-19

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

Underwriting Update: COVID-19

Important Note: This reflects an update to our 3/18/2020 and 3/30/2020 communications

As the COVID-19 pandemic progresses, we are regularly assessing its impact on our business. As a result, the following temporary changes are effective 5 p.m. Pacific Time on April 7, 2020. We will continue to monitor the situation, reevaluate as needed, and communicate regularly. We plan to reassess at the end of April, and monthly thereafter, if needed.

Certain Life Insurance Applications Temporarily Postponed

For applicants that meet *either* of the following criteria, we are temporarily postponing acceptance of all applications:

- Individuals aged 71 and older; or
- Individuals of any age rated worse than a Table Four.

Temporary Postponement of all Pacific PremierCare Applications

We are temporarily postponing acceptance of all applications for applicants aged 71 and older.

Temporary Restrictions for Guaranteed Issue Applications

- Postpone acceptance of all New Business applications for Foreign resident cases
- Maximum issue age 65
- Minimum of 20 lives

Temporary Lower Retention Limits

SINGLE LIFE (FULLY UNDERWRITTEN)

ISSUE AGE	PACIFIC LIFE RETENTION
0 – 19	15,000,000
20 – 65	15,000,000
66 – 70	15,000,000
71 – 75	Postpone
76 – 80	Postpone
81 – 85	Postpone
86 – 90	Postpone

JOINT SURVIVOR LIFE

ISSUE AGE	PACIFIC LIFE RETENTION
20 – 65	15,000,000
66 – 70	15,000,000
71 – 75	Postpone
76 – 80	Postpone
81 – 85	Postpone
86 – 90	Postpone

Thank you

We appreciate your patience and understanding during these unusual times. Pacific Life will continue to be here for you during this time of uncertainty and into the future. Please feel free to contact your Pacific Life representative with any questions.

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PACIFIC LIFE

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