



**7%**  
compounding  
roll-up rate  
see details inside

Producer guide

# PROTECTIVE<sup>®</sup> ASPIRATIONS

## Variable annuity

For Financial Professional Use Only. Not for Use With Consumers.  
Protective refers to Protective Life Insurance Company.

Not FDIC/NCUA Insured	Not Bank or Credit Union Guaranteed	Not a Deposit
Not Insured By Any Federal Government Agency		May Lose Value

# Prepare clients for a more confident retirement

Your clients turn to you for guidance on how to plan for the future in ways that align with their goals. As they look ahead to retirement, you can help them understand and prepare for these common challenges.

<b>Market volatility</b>	Protecting their income	<b>Longevity</b>	Ensuring their income lasts for life
<b>27%</b>	In the past 95 years, <b>annual returns for the S&amp;P® 500 Index were negative 27%</b> of the time.*	<b>54%</b>	<b>For a couple age 65, there is a 54% chance that one spouse will live until age 90</b> and a 31% chance that one spouse will live until age 95.**
<b>Inflation</b>	Preparing for rising costs	<b>Taxes</b>	Creating an efficient tax strategy
<b>5.4%</b>	Specifically, <b>health care costs are expected to rise 5.4% annually</b> over the next decade.†	<b>1.9%</b>	<b>Taxes reduce stock returns by an average of 1.9%</b> and reduce bond returns by an average of 2.3%.‡

Protective Aspirations variable annuity can help your clients feel confident knowing their retirement income is protected no matter what the future holds. Explore how this solution can help you create a strategy to meet their unique goals — powered by tax-deferred growth potential and backed by Protective's financial strength.

\* NYU.edu for S&P 500 returns (including dividends) from 1928-1936. Morningstar for returns from 1937-2023.

\*\* Society of Actuaries and American Academy of Actuaries, Actuaries Longevity Illustrator, as of September 18, 2023.

† Center for Medicare and Medicaid Services National Health Expenditures, June 2023.

‡ Stocks after taxes assumes that the stocks purchased were held for five years, then sold, and the capital gains realized. The net proceeds from the sale were reinvested. Dividends were taxed when earned and reinvested. From 1926 to 2022, the average return on stocks after taxes was 8.2%, compared with 10.1% before taxes. Bonds were turned over 28 times within the 97-year period. Capital gains were realized at the time of sale and reinvested. Bonds averaged a 2.9% return after taxes, compared with 5.2% before taxes.

# Secure your client's retirement aspirations

In this guide, we'll explore how Protective Aspirations variable annuity can deliver protection, performance and strength to your client's overall strategy and help them prepare for retirement with more confidence.



## Protection

- Protect specific retirement goals with a choice of two optional lifetime income benefits:
  - **SecurePay Protector<sup>SM</sup> benefit** to maximize and protect retirement income with a 7% compounding rollup and competitive withdrawal rates.
  - **SecurePay Investor<sup>SM</sup> benefit** to focus on investment growth and protect income with 100% sub-account flexibility.\*
- Create a customized strategy with the ability to pivot guaranteed income when it's needed most.
- Help clients protect and enhance the financial legacy they leave to loved ones with multiple death benefit options.



## Performance

- Grow your client's investment through the power of tax-deferral and a choice of investment approaches:
- Build a customized portfolio from a competitive lineup of over 100 investment options from leading fund managers.
  - Choose a turnkey allocation portfolio designed to simplify diversification.



## Strength

Feel confident knowing your client's variable annuity is backed by Protective's more than 115-year history and strong financial ratings.

A.M. Best

**A+**

Standard & Poor's

**AA-**

Fitch

**AA-**

Moody's

**A1**

Comdex Ranking\*\*

**93**

These ratings are current as of February 16, 2024, are subject to change and do not apply to products or their performance. Please visit [protective.com](https://protective.com) for more current information.

An insurance rating is an opinion of the rating agency of the insurance company's financial capacity to meet the obligations of its insurance policies in accordance with their terms. Each of the independent rating organizations that rates Protective has assigned its rating based on a variety of factors, including the company's operating performance, asset quality, financial flexibility, and capitalization. A rating is not a recommendation to purchase, sell, or hold insurance contracts. Ratings are subject to change at any time. The insurer may have paid a fee to the rating agency.

\* Allocations of purchase payments or contract value to the fixed account is not allowed under the SecurePay Investor benefit.

\*\* Comdex ranking, current as of June 2024, is a composite of the financial strength ratings as determined by Standard & Poor's, Moody's, A.M. Best and Fitch. It ranks insurers on a scale of 1 (lowest) to 100 to reduce confusion over ratings because each rating agency uses a different scale.

## Product overview

Standard contract provisions			
<b>Surrender charges</b> 7 Years — 7%, 6%, 6%, 5%, 4%, 3%, 2%, 0%		<b>Maximum initial premium:</b> \$1,000,000 (Higher amounts subject to approval by Protective)	
<b>Mortality and expense risk and administration charge:</b> 1.2%		<b>Free withdrawal amount</b> During the first contract year, the free withdrawal amount is 10% of the initial purchase payment. After the first year, the greatest of (as of prior anniversary): (1) Contract earnings (2) 10% of the cumulative purchase payments (3) 10% of the contract value	
<b>Contract maintenance fee</b> \$35 (Waived if the contract value or total purchase payments, less withdrawals, is \$100,000 or more on the contract anniversary)		<b>Investment options</b> Over 100 investment options from top fund managers. Expense range: Gross (0.35% to 4.52%), Net (0.35% to 2.29%) as of 5/1/2024	
<b>Maximum issue age:</b> 85		<b>Fixed account</b> The fixed rate is declared annually, subject to the guaranteed minimum interest rate. The fixed account is not available with optional protected lifetime income benefits.	
<b>Maximum annuity age:</b> 95 (The latest date the contract must be surrendered or annuitized, currently the oldest owner's or annuitant's 95th birthday)			
<b>Standard death benefit:</b> Contract value			
<b>Minimum initial premium:</b> \$5,000 (Minimum subsequent premium: \$100 or \$50 if made by electronic funds transfer)			
Optional benefits to customize the contract			
		Contact your Protective representative for rate and availability information.	
Protected lifetime income benefits			
<b>SecurePay Protector benefit</b> Maximize and help protect retirement income. <ul style="list-style-type: none"><li>7% compounding rollup* and annual step-ups</li><li>Choice of multiple payout options</li><li>Cost: 1.5% (1.6% with RightTime)</li></ul>		<b>SecurePay Investor benefit</b> Focus on investment growth and protect income. <ul style="list-style-type: none"><li>No sub-account restrictions** and annual step-ups</li><li>Cost: 0.5% (0.6% with RightTime)</li></ul>	
<ul style="list-style-type: none"><li>Available ages: 55-85</li><li>Choose single or joint withdrawals when income starts</li></ul>		<ul style="list-style-type: none"><li>SecurePay Reserve<sup>SM,†</sup>: Ability to defer up to 3x the lifetime annual withdrawal amount to use when and how your client sees see fit</li><li>SecurePay NH<sup>SM,‡</sup>: Double withdrawal percentage up to 15% for up to five years as a result of 90-day nursing home stay</li></ul>	
Enhanced death benefits			
Return of Purchase Payments	Maximum Anniversary Value	Maximum Quarterly Value	Maximum Daily Value
Cost: 0.2% Available ages: 0-85	Cost: 0.35% Available ages: 0-77	Cost: 0.4% Available ages: 0-77	Cost: 0.5% Available ages: 0-77

\* Withdrawals taken prior to benefit election do not end the roll-up period, but they may reduce the benefit base, resulting in decreased benefit withdrawal amounts in future years.

\*\* Allocation of Purchase Payments or Contract Value to the Fixed Account is not permitted under the SecurePay Investor.

† The Maximum Reserve Amount is the lesser of (1) 3x the lifetime annual withdrawal amount or (2) the current Contract Value.

‡ If the sole covered person (or both covered persons) is confined to a Nursing Home, the current withdrawal rate may double, not to exceed 15% of the benefit base for up to 5 years. If only one of the two covered persons is confined to a Nursing Home, we will multiply the withdrawal rate by 125%, not to exceed 15% of the benefit base for up to 5 years.

In California, the withdrawal rate under SecurePay NH has a maximum of 10%, and no enhanced benefit is available if joint coverage is elected and only one covered person is confined to a nursing home. Qualifications must be met. May not be available in all states and state variations may apply. Proof of continued qualification is required for each contract year in which this benefit is claimed.

## Ensure guaranteed income that adapts to life's changes

You have the flexibility to tailor your client's retirement strategy with Protective Aspirations variable annuity. Explore how an optional lifetime income benefit secures a guaranteed income stream that can pivot as their needs change. Enhanced death benefit options provide additional legacy protection and growth opportunity.



### SecurePay Protector\*\* benefit

Maximize and protect retirement income.



### SecurePay Investor\*\* benefit

Focus on investment growth and protect income.

#### Flexible features with both lifetime income benefits

Prepare for:	How a lifetime income benefit can help
Timing their lifetime income benefit decision	RightTime* allows clients to add a lifetime income benefit after contract issue.
Retiring at a different age than planned	Lifetime withdrawal rates increase each year of deferral based on age and locks in when income starts.
A change in marital status	Clients can decide on single or joint withdrawals when they start income.
Strategic income planning	SecurePay Reserve** feature allows clients to defer up to 3x the annual withdrawal amount to use how and when they see fit.
The costs of an unexpected health event	SecurePay NH† benefit allows clients to double the annual withdrawal amount up to 15% for five years if they become confined to a nursing home.

#### Enhanced death benefit options to help protect a financial legacy See page 2 for available ages and costs.

Death benefit option	Death benefit equals
Return of Purchase Payments	Contract value or total purchase payments, whichever is greater, minus withdrawals‡
Maximum Anniversary Value Maximum Quarterly Value Maximum Daily Value	Maximum contract value attained each contract anniversary, quarter or day, minus withdrawals, before age 83§

\* RightTime fee is an additional 0.10%.

\*\* The Maximum Reserve Amount is the lesser of (1) 3x the current annual withdrawal amount or (2) the current contract value.

† If single coverage is elected, SecurePay NH will double the current withdrawal rate, up to a maximum of 15%, if covered person is confined to a nursing home. If joint coverage is elected, SecurePay NH will increase the lifetime withdrawal rate by 25% if one spouse is confined to a nursing home or double the current withdrawal rate if both spouses are confined to a nursing home, up to a maximum of 15%. SecurePay NH nursing home enhancement may not be available in all states and may not be available with new contracts in the future. In California, the withdrawal rate under SecurePay NH has a maximum of 10%. To qualify for SecurePay NH, the client(s) must: be confined to a qualified nursing care facility; be unable to perform two out of six specified Activities of Daily Living or be diagnosed with a severe cognitive impairment; have not been in a nursing home one year before and after purchasing a lifetime income benefit. Proof of continued qualification is required for each contract year in which this benefit is claimed.

‡ The monthly fee for each enhanced death benefit is based on the value of the death benefit and is assessed at the beginning of each contract month. Review the prospectus for more details.

§ When a withdrawal is made, an adjustment is made to the death benefit in the same proportion to the amount withdrawn, including any associated surrender charges, reducing the contract value. Your death benefit option must be selected when you apply for your contract and it can't be changed after your contract is issued.

## SecurePay Protector benefit

### Maximize and help protect retirement income

See how adding SecurePay Protector benefit to Protective Aspirations variable annuity can help your client maximize and protect a portion of their retirement income — with the flexibility to decide how they receive income and adjust their plan as life changes.

Issue age: 55-85 | Cost: 1.5% (1.6% with RightTime)



#### Guaranteed growth

through a 7% compounding rollup\* to the benefit base during the accumulation phase.



#### Guaranteed income

determined by the benefit base and an age-based withdrawal rate, with flexibility to decide how to receive lifetime income.



#### Annual step-up opportunities

to lock in market gains to increase the benefit base.\*\* As the benefit base steps up, the rollup is based on the increased amount.



#### SecurePay Reserve†

feature defers up to 3x the annual withdrawal amount to use when and how your client decides.



#### Freedom to tailor a portfolio

using a custom approach or choose from turnkey allocation portfolios.



#### SecurePay NH

benefit doubles the annual withdrawal amount up to 15% for five years for a nursing home stay.‡

\* The 7% compounding roll-up rate will continue to be available annually until 10 benefit base increases have occurred or until benefit withdrawals have begun, if earlier.

\*\* Benefit base lock-in opportunities occur annually on contract anniversary until age 95

† The Maximum Reserve Amount is the lesser of (1) 3 times the lifetime annual withdrawal amount or (2) the current contract value.

‡ If the sole covered person (or both covered persons) is confined to a Nursing Home, the current withdrawal rate may double, not to exceed 15% of the benefit base for up to 5 years. If only one of the two covered persons is confined to a Nursing Home, we will multiply the withdrawal rate by 125%, not to exceed 15% of the benefit base for up to 5 years.

In California, the withdrawal rate under SecurePay NH has a maximum of 10%, and no enhanced benefit is available if joint coverage is elected and only one covered person is confined to a nursing home. Qualifications must be met. May not be available in all states and state variations may apply. To qualify for SecurePay NH, the client(s) must: be confined to a qualified nursing care facility; be unable to perform two out of six specified Activities of Daily Living or be diagnosed with a severe cognitive impairment; have not been in a nursing home one year before and after purchasing a lifetime income benefit. Proof of continued qualification is required for each contract year in which this benefit is claimed.

## Help your client decide how they receive lifetime income

Your client's annual withdrawal amount is determined by the amount of the benefit base and a guaranteed withdrawal rate. The guaranteed withdrawal rate is based on their age at benefit election, whether they choose to take withdrawals on a single or joint life basis and the payout option they select.



### Standard payout option

**Provides guaranteed lifetime income at a set withdrawal rate\***

This option delivers consistent lifetime income if:

- They need to add a steady stream of guaranteed income to cover essential expenses.
- They're looking to decrease reliance on non-guaranteed income sources.



### Advance payout options

**Provide higher income for the first 3, 5, 8 or 10 years, followed by guaranteed lifetime income at a set withdrawal rate\***

These options can help your client customize their lifetime income:

- They plan to spend more in their early years of retirement.
- They plan to add other guaranteed income sources in the future — like starting Social Security in a few years — to supplement their lifetime income.

### How much income can SecurePay Protector benefit offer your client?

Use our calculator to determine the amount of guaranteed income your client can generate based on their investment, age and payout option.



\*Excess withdrawals (amounts exceeding AWA and any reserve amount) reduce benefit base and are subject to applicable surrender charges.

## SecurePay Protector benefit withdrawal rates

Rates are as of October 7, 2024

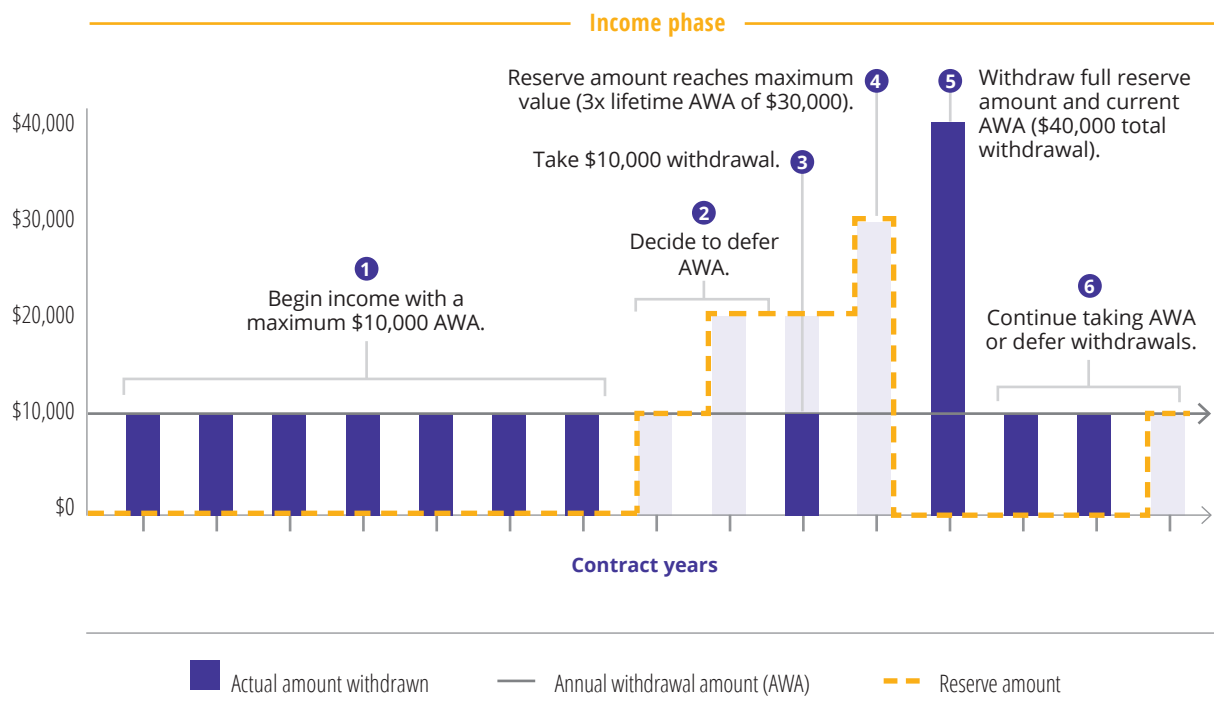
	Standard payout option	Advance payout options				
		3-Year	5-Year	8-Year	10-Year	Lifetime (3-, 5-, 8- and 10-year)
Age	Single	Single	Single	Single	Single	Single
59½-60	4.50%	10.25%	8.25%	6.50%	6.05%	3.50%
61	4.80%	10.40%	8.40%	6.70%	6.25%	3.60%
62	5.10%	10.55%	8.55%	6.90%	6.45%	3.70%
63	5.40%	10.70%	8.70%	7.10%	6.65%	3.80%
64	5.70%	10.85%	8.85%	7.30%	6.85%	3.90%
65	6.00%	11.00%	9.00%	7.50%	7.05%	4.00%
66	6.05%	11.20%	9.10%	7.60%	7.10%	4.05%
67	6.10%	11.40%	9.20%	7.70%	7.15%	4.10%
68	6.15%	11.60%	9.30%	7.80%	7.20%	4.15%
69	6.20%	11.80%	9.40%	7.90%	7.25%	4.20%
70	6.25%	12.00%	9.50%	8.00%	7.30%	4.25%
71	6.30%	12.20%	9.60%	8.05%	7.35%	4.30%
72	6.35%	12.40%	9.70%	8.10%	7.40%	4.35%
73	6.40%	12.60%	9.80%	8.15%	7.45%	4.40%
74	6.45%	12.80%	9.90%	8.20%	7.50%	4.45%
75	6.50%	13.00%	10.00%	8.25%	7.55%	4.50%
76	6.55%	13.20%	10.10%	8.30%	7.60%	4.55%
77	6.60%	13.40%	10.20%	8.35%	7.65%	4.60%
78	6.65%	13.60%	10.30%	8.40%	7.70%	4.65%
79	6.70%	13.80%	10.40%	8.45%	7.75%	4.70%
80	6.75%	14.00%	10.50%	8.50%	7.80%	4.75%
81	6.80%	14.20%	10.60%	8.55%	7.85%	4.80%
82	6.85%	14.40%	10.70%	8.60%	7.90%	4.85%
83	6.90%	14.60%	10.80%	8.65%	7.95%	4.90%
84	6.95%	14.80%	10.90%	8.70%	8.00%	4.95%
85	7.00%	Income from advanced payout options must start before age 85.				
86	7.05%					
87	7.10%					
88	7.15%					
89	7.20%					
90-95	7.25%					
Withdrawal percentages for joint income are 0.50% lower.						

## Adjust income as needed with SecurePay Reserve feature

Your client may be using their variable annuity to strategically plan their retirement income, like managing taxes or saving for future expenses. Included with the both SecurePay Protector benefit and SecurePay Investor benefit, SecurePay Reserve feature allows your client to:

- Take less than the lifetime annual withdrawal amount and rollover the difference into future years.
- Defer up to three times the lifetime annual withdrawal amount.
- Withdraw up to the entire reserved amount, plus the full annual withdrawal amount for this year, in the same year.
- Activate the feature again and defer payments once the initial reserved amount is depleted.

See how SecurePay Reserve feature could work



This chart is hypothetical and for illustrative use only. It is intended solely to demonstrate the SecurePay Reserve feature assuming a \$10,000 AWA. The chart is not intended to forecast, imply or guarantee performance of any investment. Actual performance may vary. Chart is not to scale.

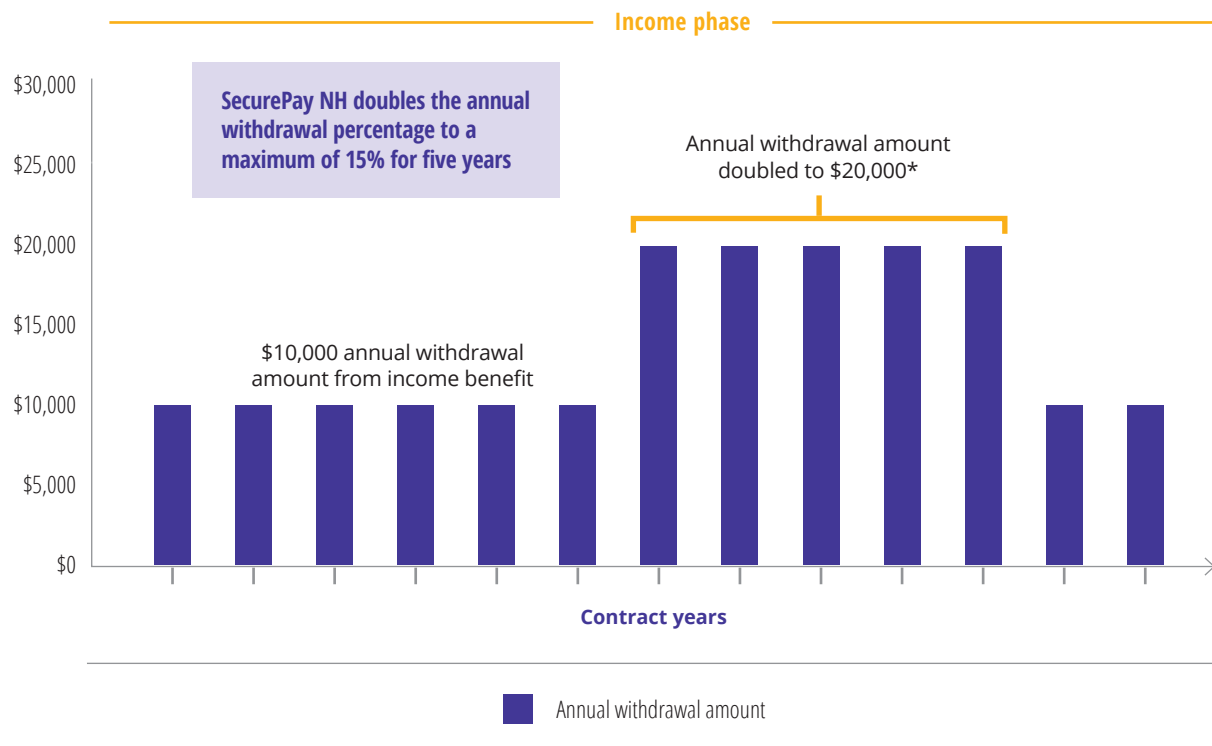
## Access more income for the unexpected with SecurePay NH benefit

Your client needs flexibility and security when an unexpected health event happens. Included with both SecurePay Protector benefit and SecurePay Investor benefit, SecurePay NH benefit allows your client to:

- If the sole covered person (or both covered persons) is confined to a Nursing Home, the current withdrawal rate may double, not to exceed 15% of the benefit base for up to 5 years.

- \* If only one of the two covered persons is confined to a Nursing Home, we will multiply the withdrawal rate by 125%, not to exceed 15% of the benefit base for up to 5 years.

See how SecurePay NH benefit could work



The chart is hypothetical and intended solely to demonstrate how SecurePay NH can double benefit withdrawal amounts. It is not indicative of the performance of any subaccount, does not reflect any actual account values, nor does it reflect any fees associated with Protective Aspirations variable annuity. It assumes a \$166,679 benefit base at the time withdrawals begin, no appreciation in contract value, a 6% annual withdrawal amount and no additional/excess withdrawals (other than the guaranteed annual withdrawal). The chart is not intended to forecast, imply or guarantee performance of any investment. Actual performance may vary.

If the sole covered person (or both covered persons) is confined to a Nursing Home, the current withdrawal rate may double, not to exceed 15% of the benefit base for up to 5 years. If only one of the two covered persons is confined to a Nursing Home, we will multiply the withdrawal rate by 125%, not to exceed 15% of the benefit base for up to 5 years.

To qualify for SecurePay NH, the client(s) must: be confined to a qualified nursing care facility; be unable to perform two out of six specified Activities of Daily Living or be diagnosed with a severe cognitive impairment; have not been in a nursing home one year before and after purchasing a lifetime income benefit. Proof of continued qualification is required for each contract year in which this benefit is claimed.

\* Assumes the qualifications for SecurePay NH continue to be met. Otherwise, annual withdrawal amounts revert to the level attained prior to starting SecurePay NH withdrawals.

## SecurePay Investor benefit

### Focus on investment growth and protect income

See how adding SecurePay Investor benefit to Protective Aspirations variable annuity can help your client pursue growth with the security of guaranteed income — plus the flexibility to adjust their plan as life changes.

Issue age: 55-85 | Cost: 0.5% (0.6% with RightTime)



**100% subaccount investment flexibility\*** and access to over 100 quality investment options.



**Guaranteed income** determined by the benefit base and an age-based withdrawal rate.



**Annual step-up opportunities** to lock in market gains to increase the benefit base.\*\*



**SecurePay Reserve** feature defers up to 3x the annual withdrawal amount to use when and how your client decides.†



**Freedom to tailor a portfolio** using a custom approach or choose from turnkey allocation portfolios.



**SecurePay NH** benefit doubles the annual withdrawal amount up to 15% for five years for a nursing home stay.‡

### SecurePay Investor benefit withdrawal rates

Your client's annual withdrawal amount is determined by the amount of the benefit base, their age at benefit election and whether they choose to take withdrawals on a single or joint life basis.

Rates are as of August 28, 2023

Age	Single	Joint	Age	Single	Joint	Age	Single	Joint
59½-60	3.50%	3.00%	71	4.60%	4.10%	81	5.60%	5.10%
61	3.60%	3.10%	72	4.70%	4.20%	82	5.70%	5.20%
62	3.70%	3.20%	73	4.80%	4.30%	83	5.80%	5.30%
63	3.80%	3.30%	74	4.90%	4.40%	84	5.90%	5.40%
64	3.90%	3.40%	75	5.00%	4.50%	85	6.00%	5.50%
65	4.00%	3.50%	76	5.10%	4.60%	86	6.10%	5.60%
66	4.10%	3.60%	77	5.20%	4.70%	87	6.20%	5.70%
67	4.20%	3.70%	78	5.30%	4.80%	88	6.30%	5.80%
68	4.30%	3.80%	79	5.40%	4.90%	89	6.40%	5.90%
69	4.40%	3.90%	80	5.50%	5.00%	90-95	6.50%	6.00%
70	4.50%	4.00%						

\* Access to complete variable fund line-up. Allocation of Purchase Payments or Contract Value to the Fixed Account is not permitted under the SecurePay Investor benefit.

\*\* Benefit base lock-in opportunities occur annually on contract anniversary until age 95

† The Maximum Reserve Amount is the lesser of (1) 3 times the lifetime annual withdrawal amount or (2) the current contract value.

‡ If the sole covered person (or both covered persons) is confined to a Nursing Home, the current withdrawal rate may double, not to exceed 15% of the benefit base for up to 5 years. If only one of the two covered persons is confined to a Nursing Home, we will multiply the withdrawal rate by 125%, not to exceed 15% of the benefit base for up to 5 years. May not be available in all states and state variations may apply. To qualify for SecurePay NH, the client(s) must: be confined to a qualified nursing care facility; be unable to perform two out of six specified Activities of Daily Living or be diagnosed with a severe cognitive impairment; have not been in a nursing home one year before and after purchasing a lifetime income benefit. Proof of continued qualification is required for each contract year in which this benefit is claimed.



## Tailor an investment approach to support tax-deferred growth

You and your clients have choices when building a diversified strategy using quality investment options with Protective Aspirations variable annuity. Together, you'll choose an investment approach and follow guidelines when they select a lifetime income benefit.



**Build a custom portfolio**  
from more than 100 individual  
investment options.



**Choose a turnkey allocation  
portfolio** designed to simplify  
your approach.

You can diversify your investment among options from these established fund managers.



**BlackRock**



**First Trust**



**Goldman Sachs** Asset  
Management



**Janus Henderson**  
INVESTORS



LORD ABBETT®



Morgan Stanley  
Investment Management

**PIMCO**



**T.RowePrice**

### TIP

Create tailored portfolios using either investment approach with our exclusive portfolio builder tool.



## Investment options for a custom approach

Protective Aspirations variable annuity offers over 100 investment options from leading fund managers allowing you to build diversified portfolios that align with client goals.

Investment option	Allocation by Investment Category (AIC)
Large Value	
AB VPS Relative Value B	3
American Funds® IS - Washington Mutual Investors Fund (4)	3
Invesco V.I. Comstock Fund - Series II	3
Invesco V.I. Growth and Income Fund - Series II	3
Lord Abbett Series Fund Fundamental Equity Portfolio	3
Large Blend	
American Funds® IS - Growth-Income Fund (4)	3
ClearBridge Variable Dividend Strategy II	3
Fidelity® VIP Growth & Income Portfolio Service 2	3
Fidelity® VIP Index 500 Portfolio Service 2	3
Franklin Rising Dividends VIP 2	3
Lord Abbett Series Fund Dividend Growth Portfolio	3
MFS® VIT II Core Equity Svc	3
Large Growth	
AB VPS Large Cap Growth B	3
American Funds® IS - Growth Fund (4)	3
ClearBridge Variable Large Cap Growth II	3
Fidelity® VIP Contrafund Portfolio Service 2	3
Fidelity® VIP Growth Portfolio Service 2	3
Goldman Sachs VIT Strategic Growth Svc	3
Janus Henderson VIT Forty Svc	3
MFS® VIT Growth Svc	3
MFS® VIT II MA Investors Growth Stk Svc	3
T. Rowe Price Blue Chip Growth Port II	3
Franklin DynaTech VIP 2	4
Morgan Stanley VIF Growth II	4
T. Rowe Price All-Cap Opportunities Port I	4

Investment option	Allocation by Investment Category (AIC)
Mid-Cap Value	
Columbia VP Select Mid Cap Value 2	4
Fidelity® VIP Value Strategies Portfolio Service 2	4
MFS® VIT III Mid Cap Value Svc	4
Mid-Cap Blend	
BlackRock Advantage SMID Cap V.I. Fd III	3
Fidelity® VIP Mid Cap Portfolio Service 2	3
Goldman Sachs VIT Mid Cap Value Svc	3
Invesco V.I. Main Street Mid Cap Fund - Series II	3
ClearBridge Variable Mid Cap II	4
Mid-Cap Growth	
Goldman Sachs VIT Mid Cap Growth Svc	3
Janus Henderson VIT Enterprise Svc	3
T. Rowe Price Mid-Cap Growth Port II	3
Franklin Small Mid Cap Growth VIP 2	4
Invesco V.I. Discovery Mid Cap Growth Fund - Series II	4
Lord Abbett Series Fund Growth Opportunities Portfolio	4
MFS® VIT Mid Cap Growth Svc	4
Small Value	
AB VPS Discovery Value B	4
Franklin Small Cap Value VIP 2	4
Small Blend	
Fidelity® VIP Disciplined Small Cap Portfolio Service 2	4
Goldman Sachs VIT Small Cap Equity Insights Svc	4
Invesco V.I. Main Street Small Cap Fund - Series II	4
Invesco V.I. Small Cap Equity Fund - Series II	4
MFS® VIT III Blended Research Small Cap Equity Svc	4
Small Growth	
AB VPS Small Cap Growth B	4
ClearBridge Variable Small Cap Growth II	4
MFS® VIT New Discovery Svc	4
Foreign Large Blend	
American Funds® IS - International Growth And Income Fund (4)	3
BlackRock International V.I. I	3
Janus Henderson VIT Overseas Svc	4
MFS® VIT II Research International Svc	4

Investment option	Allocation by Investment Category (AIC)
Foreign Large Growth	
MFS® VIT II International Growth Svc	3
MFS® VIT II International Intrinsic Value Svc	3
American Funds® IS - International Fund (4)	4
Fidelity® VIP International Capital Appreciation Portfolio Service 2	4
Diversified Emerging Mkts	
American Funds® IS - New World Fund (4)	4
Fidelity® VIP Emerging Markets Portfolio Service 2	4
Templeton Developing Markets VIP 2	4
Global Large-Stock Blend	
American Funds® IS - Capital World Growth & Income Fund (4)	3
Global Large-Stock Growth	
American Funds® IS - Global Growth Fund (4)	3
Invesco V.I. Global Fund - Series II	4
Janus Henderson VIT Global Sustainable Equity Svc	4
Global Small/Mid Stock	
American Funds® IS - Global Small Cap Fund (4)	4
Equity Energy	
Fidelity® VIP Energy Portfolio Service 2	4
Global Real Estate	
Invesco V.I. Global Real Estate Fund - Series II	4
MFS® VIT III Global Real Estate Svc	4
Health	
Fidelity® VIP Health Care Portfolio Service 2	3
T. Rowe Price Health Sciences Port II	4
Technology	
Columbia VP Seligman Global Tech 2	4
Fidelity® VIP Technology Portfolio Initial	4
Janus Henderson VIT Global Technology & Innovation Svc	4
Utilities	
MFS® VIT Utilities Svc	4
Global Allocation	
AB VPS Balanced Hedged Allocation B	2

Investment option	Allocation by Investment Category (AIC)
American Funds® IS - Capital Income Builder® (4)	2
American Funds® IS - Global Balanced Fund (4)	2
BlackRock Global Allocation V.I. III	2
Tactical Allocation	
Goldman Sachs VIT Trend Driven Alloc Svc	2
Invesco V.I. Balanced-Risk Fund - Series II	2
Morgan Stanley VIF Global Strategist II	2
PIMCO VIT All Asset Adv	2
PIMCO VIT Global Diversified Alloc Adv	2
Aggressive Allocation	
Fidelity® VIP FundsManager® 85% Portfolio Service 2	3
Protective Life Dynamic Allc Ser Growth	3
Moderately Aggressive Allocation	
Fidelity® VIP Asset Manager 70% Portfolio Service 2	2
Fidelity® VIP FundsManager® 70% Portfolio Service 2	4
Moderate Allocation	
American Funds® IS - Asset Allocation Fund (4)	2
BlackRock 60/40 Target Allc ETF VI III	2
Columbia VP Balanced 2	2
Fidelity® VIP Asset Manager 50% Portfolio Service 2	2
Fidelity® VIP Balanced Portfolio Service 2	2
Fidelity® VIP Target Volatility Portfolio Service 2	2
First Trust Dow Jones Dividend & Income Allocation Portfolio I	2
Janus Henderson VIT Balanced Svc	2
Protective Life Dynamic Allc Ser Moderate	2
T. Rowe Price Moderate Allocation I	2
Invesco V.I. Equity and Income Fund - Series II	3
MFS® VIT Total Return Svc	3
Moderately Conservative Allocation	
First Trust Multi Income Allocation Portfolio I	2
Franklin Income VIP 2	2
Protective Life Dynamic Allc Ser Conservative	2
Conservative Allocation	
Fidelity® VIP FundsManager® 20% Portfolio Service 2	1
Global Bond	
Templeton Global Bond VIP 2	2

Investment option	Allocation by Investment Category (AIC)
High Yield Bond	
Fidelity® VIP High Income Portfolio Service 2	2
PIMCO VIT High Yield Adv	2
Multisector Bond	
Fidelity® VIP Strategic Income Portfolio Service 2	2
Lord Abbett Series Fund Bond-Debenture Portfolio	2
PIMCO VIT Income Advisor	2
Nontraditional Bond	
Columbia VP Strategic Income 2	2
Inflation-Protected Bond	
PIMCO VIT Real Return Adv	1
Intermediate Core-Plus Bond	
Columbia VP Intermediate Bond 2	1
PIMCO VIT Total Return Adv	1
Western Asset Core Plus VIT II	1
Intermediate Core Bond	
American Funds® IS - The Bond Fund of America Fund (4)	1
Fidelity® VIP Bond Index Portfolio Service 2	1
Fidelity® VIP Investment Grade Bond Portfolio Service 2	1
Goldman Sachs VIT Core Fixed Income Svc	1
Long Government	
PIMCO VIT Long-Term US Govt Adv	2
Intermediate Government	
American Funds® IS - US Government Securities Fund (4)	1
Invesco V.I. Government Securities Fund - Series II	1
Short-Term Bond	
Columbia VP Limited Duration Credit 2	1
Lord Abbett Series Fund Short Duration Income Portfolio	1
PIMCO VIT Low Duration Adv	1
Ultrashort Bond	
PIMCO VIT Short-Term Adv	1
Money Market - Taxable	
Invesco V.I. U.S Government Money Portfolio - Series I	1

## Investing with SecurePay Protector benefit

If a client elects SecurePay Protector benefit, you can help them build a diversified portfolio to meet their specific needs by participating in our Allocation by Investment Category (AIC) program. Each option has been assigned to a category based on risk. Clients may allocate to any option in the following categories, provided the minimum and maximum requirements are followed, as indicated in the table below.

AIC category	Accumulation phase   Preparing for retirement		Income phase   Living in retirement	
	Minimum	Maximum	Minimum	Maximum
1	10%	100%	35%	100%
2	0%	90%	0%	65%
3	0%	40%	0%	25%

AIC category 1		
American Funds® IS - The Bond Fund of America Fund (4) American Funds® IS - US Government Securities Fund (4) Columbia VP Intermediate Bond 2 Columbia VP Limited Duration Credit 2 Fidelity® VIP Bond Index Portfolio Service 2 Fidelity® VIP FundsManager® 20% Portfolio Service 2	Fidelity® VIP Investment Grade Bond Portfolio Service 2 Goldman Sachs VIT Core Fixed Income Svc Invesco V.I. Government Securities Fund - Series II Invesco V.I. U.S. Government Money Portfolio - Series I Lord Abbett Series Fund Short Duration Income Portfolio PIMCO VIT Low Duration Adv	PIMCO VIT Real Return Adv PIMCO VIT Short-Term Adv PIMCO VIT Total Return Adv Western Asset Core Plus VIT II
AIC category 2		
AB VPS Balanced Hedged Allocation B American Funds® IS - Asset Allocation Fund (4) American Funds® IS - Capital Income Builder® (4) American Funds® IS - Global Balanced Fund (4) BlackRock 60/40 Target Alc ETF VI III BlackRock Global Allocation V.I. III Columbia VP Balanced 2 Columbia VP Strategic Income 2 Fidelity® VIP Asset Manager 70% Portfolio Service 2 Fidelity® VIP Asset Manager 50% Portfolio Service 2 Fidelity® VIP Balanced Portfolio Service 2	Fidelity® VIP High Income Portfolio Service 2 Fidelity® VIP Strategic Income Portfolio Service 2 Fidelity® VIP Target Volatility Portfolio Service 2 First Trust Dow Jones Dividend & Income Allocation Portfolio I First Trust Multi Income Allocation Portfolio I Franklin Income VIP 2 Goldman Sachs VIT Trend Driven Alloc Svc Invesco V.I. Balanced-Risk Fund - Series II Janus Henderson VIT Balanced Svc Lord Abbett Series Fund Bond-Debtenture Portfolio	Morgan Stanley VIF Global Strategist II PIMCO VIT All Asset Adv PIMCO VIT Global Diversified Alloc Adv PIMCO VIT High Yield Adv PIMCO VIT Income Advisor PIMCO VIT Long-Term US Govt Adv Protective Life Dynamic Alc Ser Conservative Protective Life Dynamic Alc Ser Moderate T. Rowe Price Moderate Allocation I Templeton Global Bond VIP 2
AIC category 3		
AB VPS Large Cap Growth B AB VPS Relative Value B American Funds® IS - Capital World Growth & Income Fund (4) American Funds® IS - Global Growth Fund (4) American Funds® IS - Growth Fund (4) American Funds® IS - Growth-Income Fund (4) American Funds® IS - International Growth And Income Fund (4) American Funds® IS - Washington Mutual Investors Fund (4) BlackRock Advantage SMID Cap V.I. Fd III BlackRock International V.I. I ClearBridge Variable Dividend Strategy II ClearBridge Variable Large Cap Growth II Fidelity® VIP Contrafund Portfolio Service 2	Fidelity® VIP FundsManager® 85% Portfolio Service 2 Fidelity® VIP Growth & Income Portfolio Service 2 Fidelity® VIP Growth Portfolio Service 2 Fidelity® VIP Health Care Portfolio Service 2 Fidelity® VIP Index 500 Portfolio Service 2 Fidelity® VIP Mid Cap Portfolio Service 2 Franklin Rising Dividends VIP 2 Goldman Sachs VIT Mid Cap Growth Svc Goldman Sachs VIT Mid Cap Value Svc Goldman Sachs VIT Strategic Growth Svc Invesco V.I. Comstock Fund - Series II Invesco V.I. Equity and Income Fund - Series II Invesco V.I. Growth and Income Fund - Series II Invesco V.I. Main Street Mid Cap Fund - Series II Janus Henderson VIT Enterprise Svc	Janus Henderson VIT Forty Svc Lord Abbett Series Fund Dividend Growth Portfolio Lord Abbett Series Fund Fundamental Equity Portfolio MFS® VIT Growth Svc MFS® VIT II Core Equity Svc MFS® VIT II International Growth Svc MFS® VIT II International Intrinsic Value Svc MFS® VIT II MA Investors Growth Stock Svc MFS® VIT Total Return Svc Protective Life Dynamic Alc Ser Growth T. Rowe Price Blue Chip Growth Port II T. Rowe Price Mid-Cap Growth Port II

## Investing with SecurePay Investor benefit or without a lifetime income benefit








The AIC guidelines do not apply if your client elects SecurePay Investor benefit or chooses not to add a lifetime income benefit to their contract at issue. This means your client may allocate to investment options across all four categories whether they're accumulating assets or taking income.


## Investment options for a turnkey approach

For a simplified allocation strategy, your client has access to three sets of pre-selected allocation portfolios. Each series of portfolios offers a distinct approach and range of allocation targets to work with your client's risk preferences. If SecurePay Protector benefit is added to their contract, investment guidelines may apply based on whether they are accumulating assets or taking income.

### Protective Allocation Portfolios

The Protective Allocation Portfolios are designed to provide diversification across asset classes and fund managers. The portfolios have varying levels of equity exposure to align with your client's investment objectives. These portfolios are static allocations consisting of available investment options and are not actively managed. Your client's portfolio will be rebalanced to the target allocation at the frequency selected on the application (annually, semi-annually or quarterly).

Target allocation	Equity	Growth Focus	Moderate Growth	Balanced Toward Growth	Balanced Growth & Income	Balanced Toward Income	Moderate Income	Income Focus
								
		80%	70%	60%	50%	40%	30%	20%
	Fixed income	20%	30%	40%	50%	60%	70%	80%
AB VPS Large Cap Growth B		10%	5%	5%	5%	5%	5%	5%
American Funds IS® Global Growth 4 (2)		15%	5%	10%	10%	5%	5%	
American Funds IS® Growth 4 (2)		5%	5%	5%	5%	5%		
American Funds IS® The Bond Fd of Amer 4 (2)						5%	5%	5%
BlackRock Global Allocation V.I. III			5%	5%	5%	5%	5%	
Columbia VP Strategic Income 2			5%	5%	10%	15%	20%	20%
Fidelity® VIP Balanced Service 2		10%	5%	5%	5%	5%	5%	
Fidelity® VIP Investment Grade Bd Svc 2			5%	5%	10%	10%	10%	10%
Franklin Income VIP 2		5%	5%	5%	5%	5%	5%	10%
Franklin Rising Dividends VIP 2		10%	10%	10%	10%	10%	10%	10%
Franklin Small Cap Value VIP 2		5%	5%					
Invesco V.I. Main Street Small Cap II		5%	5%					
Janus Henderson VIT Balanced Svc		5%	5%	15%	15%	5%		
Janus Henderson VIT Forty Svc		5%	5%	5%				
Janus Henderson VIT Glb Tech&Innvt Svc		5%	5%	5%				
Janus Henderson VIT Overseas Svc		5%	5%					
Lord Abbett Series Bond-Debenture VC		10%	10%	10%	10%	10%	15%	15%
PIMCO VIT Short-Term Adv				5%	5%	10%	10%	15%
PIMCO VIT Total Return Adv							5%	10%
T. Rowe Price Blue Chip Growth Port II		5%	5%					
T. Rowe Price Health Sciences Port II			5%	5%	5%	5%		
Total		100%	100%	100%	100%	100%	100%	100%

 Available with SecurePay Protector benefit during ACCUMULATION PHASE

 Available with SecurePay Protector benefit during INCOME PHASE

 Available with SecurePay Investor benefit

## American Funds Insurance Series® Allocation Portfolios

**Protective Aspirations variable annuity** offers pre-selected allocation options from the American Funds Insurance Series. Each option blends individual funds within American Funds® that can help meet your client's retirement goals. These portfolios are static allocations and are not actively managed. Your client's portfolio will be rebalanced to the target allocation at the frequency selected on the application (annually, semi-annually or quarterly).

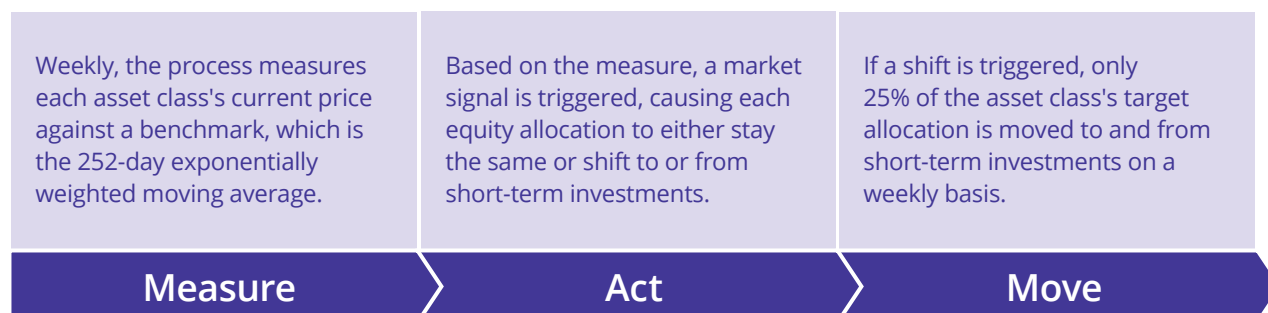
		Equity Focus	Global Growth	Growth	Global Growth & Income	Growth & Income	Global Balanced Growth & Income	Balanced Growth & Income	Conservative
		●	● ●	● ●	● ● ●	● ● ●	● ● ●	● ● ●	● ● ●
Target allocation	Equity	90%	80%	80%	60%	60%	50%	50%	40%
	Fixed income	10%	20%	20%	40%	40%	50%	50%	60%
American Funds® IS Asset Allocation Fund (4)		20%			25%	25%	25%	25%	10%
American Funds® IS Capital World Growth & Income Fund (4)		20%	15%		20%		20%		
American Funds® IS Global Growth Fund (4)		20%	25%	20%	25%		15%		15%
American Funds® IS Growth Fund (4)		15%		25%		25%		15%	
American Funds® IS Growth-Income Fund (4)		25%	20%	25%		20%		20%	20%
American Funds® IS International Fund (4)			20%						
American Funds® IS The Bond Fund of America Fund (4)			20%	20%	25%	25%	25%	25%	40%
American Funds® IS US Government Securities Fund (4)					5%	5%	15%	15%	15%
American Funds® IS Washington Mutual Investors Fund (4)				10%					
Total		100%	100%	100%	100%	100%	100%	100%	100%

- Available with SecurePay Protector benefit during ACCUMULATION PHASE
- Available with SecurePay Protector benefit during INCOME PHASE
- Available with SecurePay Investor benefit

## Protective Life Dynamic Allocation Series Portfolios

Managed by Janus Henderson and sold exclusively by Protective, the Protective Life Dynamic Allocation Series portfolios follow a rules-based process. This intuitive process looks to shift equity allocations to and from short-term investments weekly based on market signals. The ultimate goal is to help your client grow assets over time while mitigating downside risk.

### How the portfolios work



For more complete information, please see the prospectus for the Protective Life Dynamic Allocation Series.

### Portfolio target allocations

		Growth	Moderate	Conservative
		●	● ●	● ● ●
Target allocation	Equity	100%	65%	50%
	Fixed income	0%	35%	50%
U.S. Large Cap Equity		40%	26%	20%
U.S. Small Cap Equity		15%	9.75%	7.5%
U.S. High Growth Equity		15%	9.75%	7.5%
U.K. Equity		10%	6.5%	5%
European Equity		10%	6.5%	5%
Japan Equity		5%	3.25%	2.5%
Asian Equity (excluding Japan)		5%	3.25%	2.5%
Fixed Income		0%	35%	50%
Total		100%	100%	100%

- Available with SecurePay Protector benefit during ACCUMULATION PHASE
- Available with SecurePay Protector benefit during INCOME PHASE
- Available with SecurePay Investor benefit

Performance of the Protective Life Dynamic Allocation Series portfolios depends on that of the underlying funds. They are subject to risk with respect to the aggregation of holdings of underlying funds which may result in increased volatility as a result of indirectly having concentrated assets in a particular industry, geographical sector or single company.



## Protect what matters with reliable solutions you can count on

You have options when choosing the variable annuity that's right for your client. It's about more than product features — you need a supportive protector that's as dedicated to securing their future as you are.

### Why choose Protective?

We believe everyone deserves to feel protected. That's why we offer reliable protection and retirement solutions that fit people's lives, backed by our more than 115-year history. Our commitment and stability are proven by our:\*



### Delivering on our promises, always

We take our experience and financial strength and use it to deliver on our promises. Our financial strength is recognized in the industry, and we carry high ratings from independent ratings organizations.



\* As of December 31, 2024

These ratings are current as of February 16 2024, are subject to change and do not apply to products or their performance. Please visit [protective.com](https://protective.com) for more current information.

An insurance rating is an opinion of the rating agency of the insurance company's financial capacity to meet the obligations of its insurance policies in accordance with their terms. Each of the independent rating organizations that rates Protective has assigned its rating based on a variety of factors, including the company's operating performance, asset quality, financial flexibility, and capitalization. A rating is not a recommendation to purchase, sell, or hold insurance contracts. Ratings are subject to change at any time. The insurer may have paid a fee to the rating agency.

\*\* Comdex ranking, current as of June 2024, is a composite of the financial strength ratings as determined by Standard & Poor's, Moody's, A.M. Best and Fitch. It ranks insurers on a scale of 1 (lowest) to 100 to reduce confusion over ratings because each rating agency uses a different scale.

## Protect what your clients aspire for in retirement.

Protective Aspirations variable annuity can help create a tailored strategy for guaranteed lifetime income and tax-deferred growth potential — from a company that's as dedicated to protecting your client's retirement as you are.



Contact your Protective representative at 888-340-3428 for more information.



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The investment objectives and policies of the underlying investment options may contain different investments than similarly named mutual funds offered by the investment managers. Investment results will differ and may be higher or lower than the investment results of such other funds. An investment in any of the variable annuity investment options is subject to market risk and loss of principal.

Please refer to the underlying fund prospectus for more information regarding risks associated with the portfolios available within the variable annuity. Portfolios that invest in high-yield securities are subject to greater credit risk and price fluctuation than portfolios that include higher quality securities. Stocks of small or mid cap companies have less liquidity than those of larger, established companies and are subject to greater price volatility and risk than the overall stock market. Emerging market stocks and foreign portfolios involve risks and opportunities not associated with investing domestically, such as currency fluctuation, political risk and differences in financial reporting. Money Market and U.S. Government Securities portfolios are not insured or guaranteed by the Federal Deposit Insurance Corporation, U.S. government or any other governmental agency. Bonds, if held to maturity, provide a fixed rate of return and a fixed principal value. Bond funds fluctuate and shares, when redeemed, may be worth more or less than their original cost.

These portfolios consist of an allocation of funds for investors to consider and are not intended to be investment recommendations. The portfolios are hypothetical asset allocations designed for individuals with different time horizons and risk profiles. Allocations may not achieve investment objectives. Please talk to your financial professional for information on other investment alternatives that may be available to you. In making investment decisions, investors should consider their other assets, income, and investments.

Investing outside the United States involves risks such as currency fluctuations, periods of illiquidity and price volatility. These risks may be heightened in connection with investments in developing countries. Small-company stocks entail additional risks, and they can fluctuate in price more than larger company stocks. The return of principal for bond portfolios and for portfolios with significant underlying bond holdings is not guaranteed. Investments are subject to the same interest rate, inflation and credits risks associated with the underlying bond holdings. Lower rated bonds are subject to greater fluctuations in value and risk of loss of income and principal than higher rated bonds. Fund shares of U.S. Government/AAA-Rated Securities Fund are not guaranteed by the U.S. government.

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Protective Life Dynamic Allocation Series distributed by Janus Distributors LLC.

Performance of the Protective Life Dynamic Allocation Series portfolios depends on that of the underlying funds. They are subject to risk with respect to the aggregation of holdings of underlying funds which may result in increased volatility as a result of indirectly having concentrated assets in a particular industry, geographical sector, or single company.

No assurance can be given that the Protective Life Dynamic Allocation Series portfolios' investment strategy will be successful under all or any market conditions. Janus Capital does not have prior experience using the proprietary methodology co-developed by Janus Capital and Protective Life Insurance Company. Although it is designed to achieve the portfolios' investment objective, there is no guarantee that it will achieve the desired results.

Protective refers to Protective Life Insurance Company (PLICO), Omaha, NE. Variable annuities are distributed by Investment Distributors, Inc. (IDI), a broker-dealer and the principal underwriter for registered products issued by PLICO. IDI is located in Birmingham, AL. Product guarantees are backed by the financial strength and claims-paying ability of PLICO.

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Protective Aspirations variable annuity is a flexible premium deferred variable and fixed annuity contract issued by PLICO in all states except New York under policy form series VDA-P-2006. SecurePay Investor benefits issued under rider form number VDA-P-6063. SecurePay Protector benefits issued under rider form number VDA-P-6061. SecurePay Nursing Home benefits issued under form number VDA-P-5072R, in all states except in California where issued under form number IPV-2159. Policy form numbers, product availability and product features may vary by state.

Variable annuities are long-term investments intended for retirement planning and involve market risk and the possible loss of principal. Investments in variable annuities are subject to fees and changes from the insurance company and the investment managers.

Withdrawals reduce the annuity's remaining death benefit, contract value, cash surrender value and future earnings. Withdrawals may be subject to income tax and, if taken prior to age 59½, an additional 10% IRS tax penalty may apply. More frequent withdrawals may reduce earnings more than annual withdrawals. During the withdrawal charge period, withdrawals in excess of the penalty-free amount may be subject to a withdrawal charge.

Neither Protective nor its representatives offer legal or tax advice. Purchasers should consult their attorney or tax advisor regarding their individual situation.

**Investors should carefully consider the investment objectives, risks, charges and expenses of a variable annuity, any optional protected lifetime income benefit, and the underlying investment options before investing. This and other information is contained in the prospectuses for a variable annuity and its underlying investment options. Investors should read the prospectuses carefully before investing. Prospectuses may be obtained by contacting PLICO at 800-456-6330.**

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Not Insured By Any Federal Government Agency		May Lose Value

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