



Portfolio Reliance Rate Review

PROTECTIVE® INVESTORS BENEFIT ADVISORY VARIABLE ANNUITY

Protect your retirement with a guaranteed income plan

* In New York, the product offered is Protective Investors Benefit Advisory NY variable annuity.

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

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

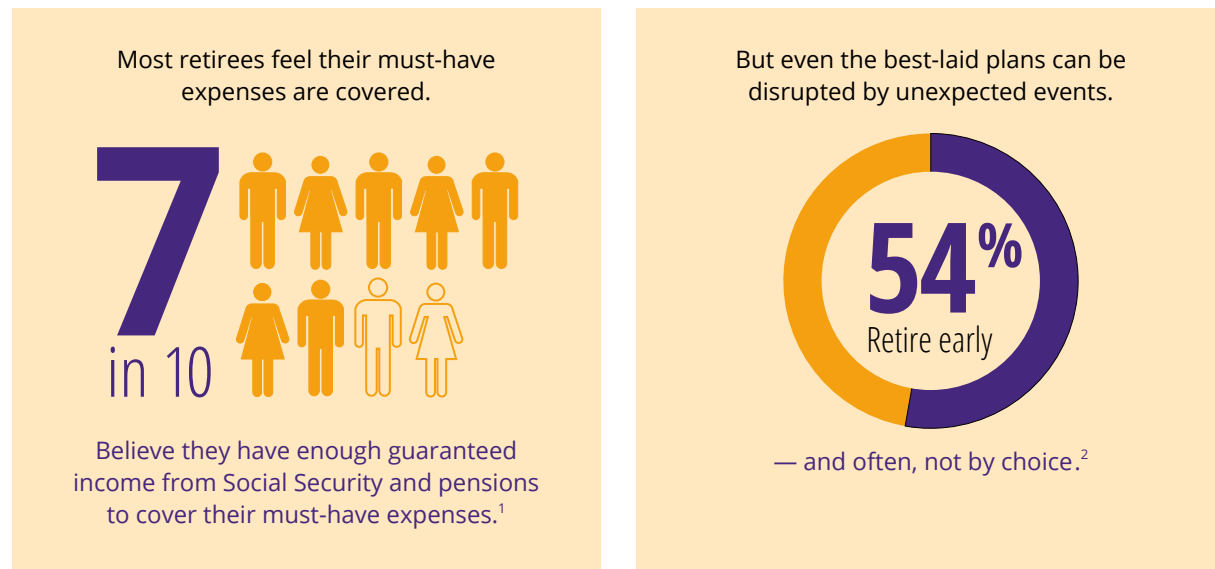


Protect the retirement you've worked so hard for.

There's a lot that goes into growing and protecting your retirement portfolio, but it all comes down to one thing: having enough income to live comfortably when the time comes. As you look ahead to your retirement years, what can you do to address risk to your portfolio and prepare for a future that's worth protecting?

See how a change to your guaranteed income strategy can help you feel more secure in what's ahead.

Why consider a guaranteed income solution to protect your retirement?



It's easy to underestimate the impacts of life's uncertainties. Situations like unplanned health care costs, increased cost of living due to inflation and longevity risks can put your retirement income plan at risk.

We're here to help you protect the future you've worked hard to build — even in the face of an unexpected life event. With the right guaranteed income solution, you can feel a greater sense of security in your retirement strategy.

¹ LIMRA Secure Retirement Institute. It's No Longer Your Parents' Retirement, February 2023.

² LIMRA. Secure Retirement Institute. The Retail Retirement Reference Guide- Fifth Edition. 2021.

Using a reliance rate to stress test income needs

A “portfolio reliance rate” is a simple breakdown of how much of your portfolio you need to rely on for income. Exploring reliance rates can help you uncover portfolio gaps and hidden risks — and provide opportunities to find solutions that fit your personal retirement goals and help protect your portfolio against situations such as experiencing a market correction at or near when you plan on retiring. It’s information that empowers you to make a confident, informed decision.

Let’s see how a portfolio reliance rate helps determine the strength of a current income plan.

Meet Mark Age: 65

Mark worked with his financial professional and together they determined that his reliance rate was 60%, meaning he’s very dependent on his investment portfolio for retirement income. And unfortunately, his assets just experienced a 10% loss.

Prior to the market dip, he planned on taking income using a 3.6% withdrawal rate—enough money to cover his monthly expenses. But due to his unforeseen loss, he has to increase his withdrawal rate to 4% to maintain his desired standard of living in retirement.

His dependence on retirement income remains the same, but his income portfolio is depleting faster because he’s withdrawing a higher percentage of income each month.



	Initial reliance rate	Reliance rate after 10% correction
Expected spending	\$5,000/month	\$5,000/month
Outside source	\$2,000/month	\$2,000/month
Income gap	\$3,000/month	\$3,000/month
Total investment portfolio	\$1 million	\$900,000
Withdrawal rate	3.6%	4%
Portfolio reliance rate	60%	60%

Mark and his financial professional strengthen his portfolio and lower his reliance rate by guaranteeing a larger portion of his income with an annuity.

How it works

At 60, Mark invests \$218,181 into a Protective® Investors Benefit Advisory variable annuity paired with a guaranteed lifetime withdrawal benefit.

Portfolio without annuity		Portfolio with annuity			
A	Expected spending	\$5,000/mo	A	Expected spending	\$5,000/mo
B	Outside source of income	\$2,000/mo	B	Outside source of income	\$2,000/mo
C	Income gap	\$3,000/mo	C	Guaranteed monthly income from Protective Investors Benefit Advisory variable annuity	+\$1,000/mo
				Income gap	\$2,000/mo
D	Total investment portfolio	\$900,000	D	Total investment portfolio	\$900,000
				Annuity purchase	\$218,181
			D	Remaining investment portfolio	\$681,819
	Portfolio withdrawal rate	4.00%		Portfolio withdrawal rate	2.67%
	Portfolio reliance rate (C÷A)	60%		Portfolio reliance rate (C÷A)	40%

\$218,181
One-time purchase from total investment portfolio

This hypothetical illustration is for illustrative purposes only and is intended solely to demonstrate the features of the Protective Investors Benefit Advisory variable annuity with the SecurePay Pro lifetime income benefit, an optional benefit offered at 1.50% at issue and 1.60% with the RightTime feature. It should not be deemed a representation of past or future performance or a guarantee of future results. Rates of return may vary. Investments will fluctuate in value and may be worth more or less than their original cost when redeemed. Actual values may be higher or lower than those shown. Assumes a one-time \$218,181 investment at age 60 with an income deferral of 5 years resulting in a single life withdrawal rate of 4% annually. Monthly payment amount was calculated using a hypothetical variable rate of return (0% gross annual average) which, under the terms of the SecurePay Pro rider, resulted in a withdrawal benefit base of \$218,181 upon election at age 65. Your financial professional can provide a full hypothetical illustration upon request for a more detailed depiction of the scenario described in this material.

This solution helps generate at least an additional \$1,000 of guaranteed income per month from the annuity. Now that he only needs \$2,000 per month from his portfolio to maintain his spending, his reliance rate decreases to 40%. If the market performs well, the annuity could provide more income in subsequent years.

Since Mark is relying on his portfolio for a lower percentage of his overall retirement income, he’s able to retire more confidently.



Talk to your financial professional to determine if a Protective Investors Benefit Advisory variable annuity can complement your portfolio and prepare for a retirement that’s worth protecting.



protective.com

Protective refers to Protective Life Insurance Company (PLICO), Nashville, TN, and its affiliates, including Protective Life and Annuity Insurance Company (PLAIC), Birmingham, AL. Variable annuities issued by PLICO in all states except New York, and in New York by PLAIC. Securities are offered by Investment Distributors, Inc. (IDI). IDI is the principal underwriter for registered products issued by PLICO and PLAIC, its affiliates. PLICO is located in Nashville, TN. PLAIC and IDI are located in Birmingham, AL. All payments and guarantees are subject to the claims-paying ability of the issuing company.

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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 charges from the insurance company and the investment managers.

Protective does not offer or provide investment, fiduciary, financial, legal or tax advice or act in a fiduciary capacity for any client. Please consult with your investment advisor, attorney or tax advisor as needed.

Protective Investors Benefit Advisory variable annuity is a flexible premium deferred variable and fixed annuity contract issued by PLICO in all states except New York under policy form VDA-P-2006 and state variations. SecurePay Pro benefits provided by PLICO under rider form VDA-P-6057.

Protective Investors Benefit Advisory NY variable annuity is a flexible premium deferred variable and fixed annuity contract issued by PLAIC in New York under policy form VDA-A-2006-500. SecurePay Pro benefits provided by PLAIC under rider form VDA-A-6057.

Product guarantees are backed by the financial strength and claims-paying ability of the issuing company. Each company is solely responsible for the financial obligations accruing under the products it issues. Product availability and features may vary by state.

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.

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

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