

Transition Update

Protective Life Brokerage - Annuities

In January, we announced that West Coast Life Insurance Company (WCL) will be discontinuing new sales and Protective Life Insurance Company (PLICO), using the independent brokerage distribution model, will be the focus of ongoing sales.

As a valued annuity distributor for West Coast Life, you are included in this transition to Protective. You and your agents have access to the fixed annuity products from Protective Life. Below are the current West Coast Life annuity products and their Protective equivalents:

West Coast Life Annuity

Secure Advantage
(policy form W-3270)

is equivalent
to

ProSaver Secure II
(policy form P-3270)

Sure Advantage
(policy form WCL-2151, -2152, -2153,-
2154, -2155)

is equivalent
to

FutureSaver II
(policy form IPD-2151, -2152, -2153, -2154,
-2155)

Income Advantage Plus
(policy form WCL-2112)

is equivalent
to

ProPayer Income Annuity
(policy form IPD-2112)

These annuity products from Protective offer the same competitive features, benefits, commissions, and interest rates as the annuities offered by West Coast Life. The primary difference is the name of the product and the issuing company.

In order to make the transition from West Coast Life to Protective Life, your firm and your agents must complete new contracting with Protective. You should have already received communication from West Coast Life with directions on how to facilitate that contracting with our electronic contracting tool. The new Protective contract covers both life and annuities. If you or your agents are licensed with Protective Life to sell life insurance, you will also be licensed to represent our fixed annuities.

You may now log into www.protectivelifebrokerage.com, using your existing WCL website login information, to get rates, product information and forms. **Effective December 1, 2011 new business should be submitted on Protective Life forms.**

[Go here](#) for a Transition Update or visit the Agent Center at www.westcoastlife.com for complete details.