

West Coast Life Secure Advantage Fixed Annuity Reference Guide

The **West Coast Life Secure Advantage Fixed Annuity** is designed for customers desiring tax-deferred growth, flexibility and security for their retirement funds. The annuity adds value through an array of features.

Availability

Available to owners through age 85 for non-qualified contracts and between the ages of 18 and 85 for owners of qualified contracts.

Choice of Guaranteed Periods

The **West Coast Life Secure Advantage** Fixed Annuity offers a choice of a 1-year, 2-year, 4-year and 6-year Guaranteed Period. All purchase payments must be allocated to only one Guaranteed Period.

Guaranteed Interest Rates

Purchase payments earn a guaranteed rate of interest during the Guaranteed Period. All guaranteed rates are subject to the claims paying ability of West Coast Life Insurance Company.

Death Benefit

Any benefit payable at death is transferred directly to named beneficiaries, avoiding the cost, delay and publicity of probate. Income and estate taxes may apply.

The death benefit provides that if an owner of the annuity contract should die prior to annuitization, the beneficiary will receive the contract value without the application of surrender charges.

Bail Out Protection

For deposits allocated to any Guaranteed Period, if the renewal interest rate is more than .50% below the initial base interest rate, you have the option to surrender your contract without incurring surrender charges. After receiving notification of the rate change, you will have 45 days from your deposit anniversary date to notify West Coast Life of your wish to surrender your contract.

Rate Lock

The current interest rate may be locked in for 60 days for Section 1035 exchanges, qualified transfers and direct rollovers.

Purchase Payments

The minimum initial purchase payment amount is \$10,000. Subsequent purchase payments are allowed within the first 12 months after the contract effective date. The minimum subsequent purchase payment is \$50.

Interest Rate Bonus

Purchase payments may be eligible for an interest rate bonus for certain Guaranteed Periods if the actual aggregated contract value exceeds a specified amount. Please see current interest rates.

Return of Premium

Upon full surrender (prior to annuitization), we will return 100% of your purchase payments, less any prior withdrawals or premium taxes as applicable.

No Up-Front Sales Charges or Fees

There is no up-front sales charge or fee with the **West Coast Life Secure Advantage** Fixed Annuity. A surrender charge may apply to withdrawals that exceed the accumulated interest.

Surrender Charge

The surrender charge is equal to a declining percentage applied to the amount of each full or partial surrender, less any penalty-free amount available. The percentage declines as follows:

Year	Charge
1	8.0%
2	8.0%
3	7.0%
4	6.5%
5	5.5%
6	4.5%
7	3.0%

Consult the contract for details regarding any surrender charges that may apply. Early surrender may lower your expected return.

Not a Deposit | No Bank Guarantee | Not FDIC Insured
Not Insured By Any Federal Government Agency



**West Coast Life
Insurance Company**
A PROTECTIVE COMPANY

Penalty-Free Withdrawals

Each year you may withdraw 15% of the contract value free from surrender charges. Portions not used in a given year cannot be carried over to the next year.*

Withdrawals also may be taken without the application of surrender charges if you or your spouse:

- are confined to a qualified healthcare facility for 30 consecutive days or longer following the issue of the contract
- are diagnosed with a terminal illness
- are unemployed and meet the necessary qualifications.**

Surrender charge waivers may not be available in all states.

Annuity Payout Options

A variety of annuity payment options are available when the annuity is converted into a series of payments (annuitized). These payments can be for life (no matter how long), for a specified period of time or a combination of both.

Surrender charges do not apply to annuitization. If an annuity option is not selected by the Annuity Date, your contract will default to the Life Income Option with a 10-year Certain Period.

Please see your contract for more important information about our annuity payment options. All payments are subject to the claims paying ability of West Coast Life Insurance Company.

Annuitization Bonus

Based on the contract value at annuitization, a 2% bonus applies if the annuity commencement date is after the 10th contract year and the chosen payout option is 10 years or more.

Renewals

At the end of the surrender charge period, you have four options:

- You may take all of your contract value in a lump sum free from surrender charges.
- You may select an annuity payout option.

- You may transfer your contract value into a new 1-year, 2-year, 4-year or 6-year Guaranteed Period and receive a new credited interest rate as if the contract value represents a new purchase payment. This becomes your initial contract value for the new Guaranteed Period and would be eligible for an interest rate bonus offered at that time, if available. A new surrender charge schedule would apply, and a new guaranteed rate of interest would be determined, which may be higher or lower than the initial, or any prior renewal, interest rates.

- If you do nothing or elect not to transfer your contract value into a new Guaranteed Period, your contract value would be credited with a new renewal interest rate and would remain free from surrender charges. That renewal interest rate would be guaranteed for one year.

* All withdrawals reduce interest earnings due to the interruption of compounding. More frequent withdrawals reduce interest earnings more than annual withdrawals. Withdrawals will reduce the death benefit, contract value and cash surrender value. Withdrawals of earnings will be subject to income tax and may be subject to a 10% IRS penalty tax if taken prior to age 59½. Under current tax law, any withdrawal from non-qualified contracts will be deemed earnings until all earnings attributable to the entire contract value are withdrawn. Only then will a withdrawal reduce principal. Any withdrawal from a qualified contract will be taxed on the entire amount. The **West Coast Life Secure Advantage** Fixed Annuity is a fixed, limited flexible-premium deferred annuity contract.

** Employed full time on contract issue date, employed at least two years prior to becoming unemployed, unemployed at least 60 consecutive days upon withdrawal, have a \$5,000 minimum contract value upon withdrawal.

The **West Coast Life Secure Advantage** Fixed Annuity is issued by West Coast Life Insurance Company under policy form series W-3270. Located at 343 Sansome Street, San Francisco, CA 94104. The contract is not available in all states. Limits may apply. Forms vary by state.

This brochure provides a summary description of the **West Coast Life Secure Advantage** Fixed Annuity. The exact terms of the **West Coast Life Secure Advantage** Fixed Annuity are contained in the contract and any attached riders and endorsements, which will control the issuing insurance company's contractual obligations. All benefits and payments are subject to the claims paying ability of the issuing insurance company.