



New York – Digital Submission Requirement FAQ

Overview of Changes:

Due to New York filing requirements, Protective Life has made the decision to move to a fully digital/online application submission process for certain life insurance products. As of July 1, 2023, we will no longer accept paper applications in New York.

Paper application numbers PL-400R-NY, PL-402-NY, PL-405R-NY, & PL-406-NY will be discontinued and removed from our websites.

Launch & Scope:

1. When are the changes going into effect?

- a. July 1, 2023

2. What Products are impacted by this change:

a. Products impacted:

- i. Protective® ProClassic II
- ii. Protective® Classic Choice Term
- iii. Protective® Non Participating Whole Life
- iv. Protective® One Year Term
- v. Protective® Index Choice UL - Currently under review by the New York Department of Financial Services

b. Products not impacted

- i. Protective® Executive UL

c. Products not sold in New York

- i. Protective® Strategic Objectives II VUL
- ii. Protective® Investors Benefit Advisory VUL
- iii. Protective® Advantage Choice UL
- iv. Protective® Lifetime Assurance UL
- v. Protective® Custom Choice UL

3. What Digital Platforms will be used going forward?

- a. EZ App
- b. iGo (iPipeline)
- c. Ebix
- d. *Vive – Coming soon
- e. *Techficient – Coming soon

4. Will Conversions be impacted by these requirements?

- a. No, conversions will not be impacted.

5. Will any processes, like Reg 60, Reg 187, Suitability, Replacements or 1035 exchange be changed as part of this move to electronic submission?

- a. No, submitting applications online will ensure the proper forms are included in the application packages customers will complete as part of the digital signature process.



6. Will Trial applications and Informal inquiries be impacted by these requirements?

- a. Protective will continue to accept Trial applications/Informal Inquiries in the state of New York. A Protective transmittal is available on our website, but any cover/letter/transmittal format is acceptable provided it contains all of the information below:
 - i. Proposed Insured's Full Name, DOB, Gender, City, State and Zip Code of residence.
 - ii. Face amount and anticipated rate class (an illustration is not required)
 - iii. A list of pending offers, if any.
 - iv. Agency name/contact number/email
 - v. **Note:** the trial/informal is not a life insurance application and any quote based on the information provided should not be construed as a formal underwriting offer, which would be subject to completion of an application and underwriting.

7. Can we make any exceptions to accept paper applications?

- a. No. New York will only allow one version of the application (our digital application); therefore, we can no longer accept paper applications.
 - i. Non-application forms will not be impacted.

8. Are there transition rules for the impacted products?

- a. If a New York paper application is signed and received before July 1, 2023, Protective will accept that application.
- b. If a New York paper application is in underwriting before July 1, 2023, Protective will accept that application.
- c. Effective July 1, 2023, Protective will not accept paper applications for the state of New York.

