

## Product Update

# Premium Limit for New Business Q&A

### Does the new Premium Limit apply to all products?

Yes, this update and Premium Limit will apply to Prudential's entire product portfolio. This includes all current product offerings except for Private Placement VUL.

### Will case submissions on or before November 30<sup>th</sup> be guaranteed to place?

Unfortunately, due to end of year processing demands, no guarantee can be made on placement timing. Please complete your submission as early as possible for the best opportunity to finish the placement process by December 28, 2020.

### When does a case have to issue by to qualify for year-end placement?

All policies must have a policy date no later than December 28, 2020. Along with being issued, the case must also have all money and delivery requirements (in good order) to place the policy. Please note that the aforementioned funding requirement only applies to non-1035 cases.

### Will Cases with 1035 Exchanges be given more time?

Policies with 1035 Exchanges must have all pre-issue requirements in good order and be initiated by December 28, 2020.

### Does the Premium Limit apply to all policies for an insured?

Yes, this new limit applies across all cases for an individual insured during the policy year. This limit will apply moving forward. Each insured will be allowed a total limit of \$500,000. This will allow for a single insured to submit up to \$500,000 in total premium. And for joint insureds to collectively submit up to \$1,000,000 in total premium.

### What type of funding counts toward the Premium Limit?

All funding will count toward the new Premium Limit. This includes the combined total of all 1035 exchanges, lump sum payments, and any additional premium made toward a policy for each individual insured.

### Will inforce policies count toward the Premium Limit?

No. Existing policies will not count toward the Premium Limit. However, all new policies and new submissions will count toward the insured's total limit for the policy year.

### Are these limits subject to change?

Prudential will continue to monitor the current marketplace to determine if updates are needed to this Premium Limit.

### Who should I contact for a revised illustration on a case that was previously submitted above the limits?

Please contact your Internal Wholesaler for support on an already submitted case.

### What happens if a pending case does not place by December 28<sup>th</sup>?

To avoid closeout, confirmation of a new case design will be required.

### Will there still be a Large Case Review process?

With the setting of a Premium Limit this process is no longer required.

Life insurance policies are issued by Pruco Life Insurance Company in all states except New York, where they are issued by Pruco Life Insurance Company of New Jersey. VUL policies are offered through Pruco Securities, LLC (member SIPC). All are Prudential Financial companies located in Newark, NJ.

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