

Understanding Tax-Sheltered Annuities (TSAs)

TSA/403(B) INVESTOR GUIDE

Information You Need
Today to Help Make Smart
Choices Tomorrow



Retirement

SOLUTIONS

Understanding Tax-Sheltered Annuities

With so many choices about how to save for retirement, making informed and appropriate decisions isn't always easy.

Here's a general look at what a TSA/403(b) plan is and the benefits it can provide.

What Is a TSA/403(b) plan?

A Convenient and Consistent Way to Save

It's convenient because you can make the arrangements through payroll deduction with your employer. Employers automatically forward your contributions to the TSA/403(b) investment of your choice. It's consistent because it can be a disciplined way to make retirement savings contributions.

A Tax-Advantaged Strategy

Depending on the election made by the 403(b) plan, you may be able to contribute to your TSA/403(b) plan with either pretax or after-tax funds. An after-tax contribution would be to a Roth 403(b). The benefit of making your TSA/403(b) contributions on a pretax basis is that it may allow you to lower your current taxable income. On the other hand, the benefit of making your TSA/403(b) contributions on an after-tax basis is that it may allow you to have tax-free income when accessing your funds during retirement. Please check with your plan to determine the salary reduction contribution options that are offered by your employer's 403(b) plan.

Currently, Pacific Life does not offer the Roth 403(b) option for contributing toward your TSA/403(b) account.

A Flexible Selection of Retirement Income Options

At retirement, a TSA/403(b) plan can offer annuity options (in addition to systematic withdrawals) to obtain your retirement income stream. There are also certain annuity options that will provide lifetime guaranteed payments to you.

Prior to establishing your TSA/403(b) contract, please verify with your employer that Pacific Life is an approved 403(b) provider.

Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product availability and features may vary by state.

Early Planning Can Help Brighten Your Financial Outlook

Making the Investment

If you participate in a TSA/403(b) plan, you may have regular contributions deducted from your salary up to the limit shown in the following paragraphs.

Employee-Only Annual Contribution Limits

Your maximum contribution limit is the lesser of your gross income or the contribution limit specified below:

Tax Year	Contribution Limit	Additional Catch-Up Contribution Amount if You Are Age 50 or Older
2013	\$17,500	\$5,500

Employees with 15 years or more of service with their current employers may be able to contribute an additional \$3,000 per year. This contribution is in addition to the catch-up contribution that is allowed to employees who are ages 50 and older.

Pacific Life only accepts non-ERISA employee salary-deferral contributions.



How TSA/403(b) Distributions Work

When can you begin taking distributions from a TSA/403(b)? Typically, most people choose to do so at retirement if they have reached age 59½. If you haven't yet reached age 59½ and you want to withdraw money that you've contributed through salary reduction, you have to meet at least one of the following Internal Revenue Code exception criteria:

- Separation from service
- Hardship
- Disability

Even though an early withdrawal may be permitted under these rules, it's important to be aware that any distributions may still be subject to an additional 10% federal tax unless you meet a qualifying exception, such as:

- Separation from service after reaching age 55 or older
- Election of substantially equal periodic payments over your life expectancy
- Disability

Distributions also may be taken by your beneficiaries in the event of your death without being subject to the additional 10% federal tax. All withdrawals and distributions of taxable amounts will be subject to ordinary income taxes, and a withdrawal charge also may apply.

Distributions typically need to be approved by your employer. Please check with your employer regarding plan-specific distribution and withdrawal requirements.



Commonly Asked Questions

Who makes the contributions to a TSA/403(b) plan?

Generally, a TSA/403(b) contribution is made through an employee salary reduction agreement with the employer. In addition, an employer may make “nonelective” contributions to a participating employee’s TSA/403(b) account.

Pacific Life does not accept employer or ERISA plan contributions and only accepts non-ERISA employee salary-deferral contributions.

Is there a vesting schedule?

An employee’s payroll deduction contributions are fully vested on the date they are made. The employee has legal ownership of the contributions.

If you contribute to a TSA/403(b) plan, can you contribute to an IRA?

Yes, if you have not yet attained age 70½. However, the tax deduction for your IRA contributions may be limited if you are a participant of an employer-sponsored retirement plan.

When must you take distributions from a TSA/403(b) plan?

Generally, you must begin taking required minimum distributions by the later of April 1 of the year following the year in which you attain age 70½ or the calendar year in which you retire. Failure to begin taking distributions by the required date may subject you to a 50% excise tax on the amount that should have been distributed.

What are “pre-1987 contributions” and what are the rules governing “pre-1987 contributions”?

Pre-1987 contributions include all contributions made to the TSA/403(b) account prior to January 1, 1987.

The pre-1987 rule provides that the plan participant may defer required minimum distributions attributable to the December 31, 1986, balance of the TSA/403(b) account (including contributions and earnings attributable thereto) until age 75.

Can you keep your money in a TSA/403(b) plan after you have separated from service?

Yes. Your money may remain in the TSA/403(b) plan.

Can you roll TSA/403(b) funds into an IRA or qualified plan?

Yes. You can roll your TSA/403(b) funds into an IRA if you have met a triggering event, such as separation from service. You also may be able to roll the funds into a qualified plan, such as a 401(k), if the qualified plan will accept the rollover. When considering such a rollover, it is important to check with the receiving plan administrator to determine if the rollover can be accepted.

What happens to the money in your TSA/403(b) account when you die?

If you die before you begin to receive income payouts, your beneficiary will receive the death benefit proceeds from the TSA/403(b) account.

If your beneficiary is your spouse, he or she may have the ability to roll the death benefit proceeds into an IRA or another qualified plan. This option is only available to spouses.

Commonly Asked Questions (continued)

Non-spousal beneficiaries may have the ability to transfer the death benefit proceeds to an inherited IRA. (Non-spousal beneficiaries cannot roll death benefit proceeds to their own IRAs.) However, distributions from an inherited IRA must begin no later than December 31 of the year following the year of the TSA owner's death.

Death benefit proceeds can be distributed over the beneficiary's life expectancy or as a lump sum. Death distributions are not subject to an additional 10% federal tax.

What types of investments can be used to fund a TSA/403(b) account?

A TSA/403(b) account can be funded through variable annuities, fixed annuities, or custodial mutual fund accounts.

More than one of these options can be used to fund a TSA/403(b) account as long as you do not exceed the maximum contribution limit. **Please check with your employer for a complete list of investment options that are available within the 403(b) plan.**

Can you take a loan from a TSA/403(b) account?

Yes. Internal Revenue Code Section 72(p) allows you to take a loan from your TSA/403(b) account. The loan amount is generally limited to a maximum of 50% of the account balance or \$50,000, whichever is less. Establishment and repayment is subject to IRS guidelines.

Loans may not be available due to investment product restrictions. **Check with your employer regarding the availability of loans and for loan-processing requirements.**

Check with your plan regarding specific plan rules and administrative requirements.

Consider a Variable Annuity

When you invest in a TSA/403(b) using a variable annuity, you can choose from a range of investment options. After you determine the investments that are most appropriate for you, the money you contribute is invested in professionally managed portfolios. The value of your TSA/403(b) account will vary over time according to the performance of the investment options you choose.

If you choose a variable annuity, it's important to be aware that TSA/403(b) plans are already tax-deferred. An annuity contract should be used only as a long-term investment strategy to fund a TSA/403(b) account to benefit from the annuity's features other than tax deferral. The other benefits of using a variable annuity to fund a TSA/403(b) account include the lifetime income options, guaranteed death benefit options, and the ability to transfer among investment options without sales or withdrawal charges.

Why Choose Pacific Life?

It's essential for you to choose a strong and stable company that can help you achieve your future income needs. For generations, individuals and their families have relied on the strength of Pacific Life to help protect their financial security.

- Pacific Life Insurance Company is organized under a mutual holding company structure and operates for the benefit of its policyholders and contract owners.
- We have achieved ongoing recognition for high-quality service standards.
- We offer products that address market environments during all stages of your life.
- We maintain strong financial strength ratings from major independent rating agencies.

Ratings may change and do not apply to the safety or performance of the underlying variable investment options. For more information and current financial strength ratings, please visit our website.

Pacific Life does not accept employer or ERISA plan contributions and only accepts non-ERISA employee salary-deferral contributions.



Interested in this or other ideas for ensuring that your retirement income strategy is right for you? Talk to your financial advisor.

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You should carefully consider a variable annuity's risks, charges, limitations, and expenses, as well as the risks, charges, expenses, and investment goals of the underlying investment options. This and other information about Pacific Life are provided in the product and underlying fund prospectuses. These prospectuses are available from your financial advisor or by calling the toll-free numbers listed below. Read them carefully before investing.

The federal and state income tax laws regarding variable annuities are complex and subject to change. Representations made herein are neither complete nor necessarily up-to-date. For example, no attempt is made to describe the tax rules related to IRAs and qualified plans. Annuity contracts owned by entities, such as corporations, partnerships, and certain trusts, are not eligible for tax deferral. Pacific Life does not provide administrative services for qualified plans and does not act in a fiduciary capacity for any plan. Pacific Life does not provide tax or legal advice. You should consult your tax advisor and attorney regarding your specific situation.

TSA contracts through Pacific Life accept only non-ERISA employee salary deferral contributions and no employer contributions.

Variable annuities are long-term investments designed for retirement. The value of the variable investment options will fluctuate and, when redeemed, may be worth more or less than the original cost. Annuity withdrawals and other distributions of taxable amounts, including death benefit payouts, will be subject to ordinary income tax. For nonqualified contracts, an additional 3.8% federal tax may apply on net investment income beginning in 2013. If withdrawals and other distributions are taken prior to age 59½, an additional 10% federal tax may apply. A withdrawal charge also may apply. Withdrawals may reduce the value of the death benefit and any optional benefits.

Pacific Life refers to Pacific Life Insurance Company and its affiliates, including Pacific Life & Annuity Company. Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product availability and features may vary by state. Each company is solely responsible for the financial obligations accruing under the products it issues. Insurance product and rider guarantees are backed by the financial strength and claims-paying ability of the issuing company and do not protect the value of the variable investment options.

Variable insurance products, are distributed by **Pacific Select Distributors, Inc.** (member FINRA & SIPC), a subsidiary of Pacific Life Insurance Company and an affiliate of Pacific Life & Annuity Company (Newport Beach, CA), and are available through licensed third-party broker/dealers.

Registered representative's name & firm:

State insurance license number:

Contract Form Series: 10-1128, 10-11280R, 10-1130, 10-11300R, 10-1221, 10-12210R, 10-10300, 10-1030R, 10-17800, 10-1780R, 10-203NY, 10-278NY-1, 10-2128, 10-2130, 10-2221
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