



Life Insurance Product Portfolio

- Universal Life
- Indexed Universal Life
- Variable Universal Life
- Term Life

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Life insurance products for your success

The John Hancock life insurance portfolio is a comprehensive suite of universal, indexed, variable and term products designed to be among the most competitive in the industry. And when you combine the power of a John Hancock life insurance policy with the value and incentives of the John Hancock Vitality Program, you have a powerful combination to help your clients protect and preserve their wealth and maintain their health.

Our goal is to make the sales process as easy as possible for you. We've created this easy-to-use reference guide, organized by product type and key benefits to help you quickly match our products with your clients' specific needs and goals.

John Hancock Vitality

At John Hancock, we want to help your clients get the financial protection they are looking for and help them live longer, healthier lives. That's why we introduced John Hancock Vitality — life insurance designed to protect wealth and maintain health.

There are two versions of the John Hancock Vitality Program to choose from: Vitality GO, a basic version that comes with every John Hancock life insurance policy at no cost, and Vitality PLUS, which includes more opportunities for rewards, discounts and significant premium savings.



Universal Life Insurance

Universal life insurance is permanent insurance that provides lifetime protection and cash value accumulation potential. Changes will happen over the course of your clients' life, and universal life insurance can offer them the opportunity to change with it.

	Protection UL	Protection SUL
Description/ Client Profile	<ul style="list-style-type: none"> • Current assumption universal life coverage with low premiums, strong guarantees and cash value growth potential • Strong choice for clients ages 35+ seeking low-cost death benefit protection 	<ul style="list-style-type: none"> • Current assumption survivorship universal life coverage focused on low premiums, strong guarantees and cash value growth potential for two lives • Strong choice for clients ages 40+ with industry-leading lifetime full-pay and 10-pay premium solves
Issue Age	3 months-90	20-90
Minimum Face Amount	\$50,000	\$250,000
Features	<ul style="list-style-type: none"> • Rolling targets • Zero net cost loans • Quit Smoking Incentive • Enhanced targets for policies with qualifying lump-sum payments • LifeTrack policy management solution 	<ul style="list-style-type: none"> • Zero net cost loans • Quit Smoking Incentive • Enhanced targets for policies with qualifying lump-sum payments • Rolling targets
Riders	<ul style="list-style-type: none"> • Long-Term Care • Disability Payment of Specified Premium • Accelerated Death Benefit • Return of Premium • Healthy Engagement (Vitality PLUS) • Critical Illness Benefit 	<ul style="list-style-type: none"> • Estate Preservation • Disability Payment of Specified Premium • Policy Split Option • Return of Premium • Healthy Engagement (Vitality PLUS)
Death Benefit Guarantees	<ul style="list-style-type: none"> • Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below • Length of death benefit guarantee varies based on funding 	<ul style="list-style-type: none"> • Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below • Length of death benefit guarantee varies based on funding • Return of Premium = 2-year guarantee

Indexed Universal Life Insurance

Indexed universal life is a type of permanent life insurance that offers the same features as traditional universal life but with an opportunity to earn interest linked to the performance of an indexed account, while protecting the policy's cash value from market risk with a guaranteed floor of 0%. Generally, indexed universal life policies have more cash value accumulation potential than other universal life products.

	Protection IUL	Protection SIUL	Accumulation IUL
Description/ Client Profile	<ul style="list-style-type: none"> Flexible premium indexed universal life insurance with low premiums, strong guarantees and cash value growth potential offering downside protection Strong choice for clients ages 35+ seeking low-cost death benefit protection with upside potential and limited equity market exposure 	<ul style="list-style-type: none"> Flexible premium survivorship indexed universal life insurance with low premiums, strong guarantees and cash value growth potential offering downside protection for two lives Strong choice for couples ages 40+ seeking low-cost survivorship death benefit protection with upside potential and limited equity market exposure 	<ul style="list-style-type: none"> Flexible premium indexed universal life insurance with the opportunity for strong cash value accumulation and protection from downside risk Strong choice for clients ages 35+ seeking cash value accumulation and retirement income with upside potential and limited equity market exposure
Issue Age	3 months-90	20-90	3 months-90
Minimum Face Amount	\$50,000	\$250,000	\$50,000
Features	<ul style="list-style-type: none"> Rolling targets Cumulative guarantee Zero net cost loans Standard and Index loan options Quit Smoking Incentive LifeTrack policy management solution 	<ul style="list-style-type: none"> Rolling targets Cumulative guarantee Zero net cost loans Standard and Index loan options Quit Smoking Incentive LifeTrack policy management solution 	<ul style="list-style-type: none"> Rolling targets Cumulative guarantee Standard, index and fixed index loan options Supplemental Face Amount Quit Smoking Incentive LifeTrack policy management solution
Riders	<ul style="list-style-type: none"> Long-Term Care Disability Payment of Specified Premium Cash Value Enhancement Accelerated Death Benefit Return of Premium Healthy Engagement (Vitality PLUS) Critical Illness Benefit 	<ul style="list-style-type: none"> Return of Premium Estate Preservation Policy Split Option Healthy Engagement (Vitality PLUS) 	<ul style="list-style-type: none"> Long-Term Care Disability Payment of Specified Premium Cash Value Enhancement Preliminary Funding Account Accelerated Death Benefit Return of Premium Overloan Protection Healthy Engagement (Vitality PLUS) Critical Illness Benefit

Indexed Universal Life Insurance (continued)

	Protection IUL	Protection SIUL	Accumulation IUL
Death Benefit Guarantees	<ul style="list-style-type: none"> • Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below • Length of death benefit guarantee varies based on funding 	<ul style="list-style-type: none"> • Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below • Length of death benefit guarantee varies based on funding 	<ul style="list-style-type: none"> • Base Face Amount = 15-year guarantee • Supplemental Face Amount = 5-year guarantee • Return of Premium = 5-year guarantee
Interest Crediting/Account Options	<ul style="list-style-type: none"> • Fixed Account • Base Capped Two Year Indexed Account • Select Capped Indexed Account • Base High Par Capped Indexed Account • Capped Indexed Account • High Capped Indexed Account • High Par Capped Indexed Account • Guaranteed 0% Floor — ensuring policy will never experience negative returns 	<ul style="list-style-type: none"> • Fixed Account • Base Capped Indexed Account • Base High Par Capped Indexed Account • Capped Indexed Account • High Capped Indexed Account • High Par Capped Indexed Account • Guaranteed 0% Floor — ensuring policy will never experience negative returns 	<ul style="list-style-type: none"> • Fixed Account • Select Capped Indexed Account • Base High Par Capped Indexed Account • Capped Indexed Account • High Capped Indexed Account • High Par Capped Indexed Account • Enhanced Capped Indexed Account • Enhanced High Capped Indexed Account • Base Capped Indexed Account (NY only) • Guaranteed 0% Floor — ensuring policy will never experience negative returns

Variable Universal Life Insurance

Variable universal life insurance offers permanent lifetime insurance protection, flexible premium payments and the ability to build cash value. Your clients have the opportunity to accumulate cash value by choosing from a variety of investment options across risk categories.

	Protection VUL	Accumulation VUL	Accumulation SVUL
Description/ Client Profile	<ul style="list-style-type: none"> Variable universal single life with affordable death benefit protection offering downside protection and upside potential through diversified investment accounts Strong choice for clients ages 35+ seeking low-cost variable death benefit protection with a guarantee to age 100 	<ul style="list-style-type: none"> Variable universal single life with competitive income and cash value accumulation potential, and strong death benefit coverage Designed for individual and business clients who want to accumulate cash value as a source of supplemental retirement income 	<ul style="list-style-type: none"> Variable universal life survivorship coverage with competitive income and cash value accumulation potential, and strong death benefit coverage Designed for couples who want to accumulate cash value as a source of supplemental retirement income
Issue Age	3 months-90	3 months-90	20-90
Minimum Face Amount	\$50,000	\$50,000	\$250,000
Features	<ul style="list-style-type: none"> Rolling targets Zero net cost loans Directed deductions Quit Smoking Incentive LifeTrack policy management solution 	<ul style="list-style-type: none"> Rolling targets Zero net cost loans Directed deductions No current asset-based risk charges Quit Smoking Incentive LifeTrack policy management solution 	<ul style="list-style-type: none"> Rolling targets Zero net cost loans Directed deductions No current asset-based risk charges Quit Smoking Incentive LifeTrack policy management solution
Riders	<ul style="list-style-type: none"> Long-Term Care Disability Payment of Specified Premium Accelerated Death Benefit Healthy Engagement (Vitality PLUS) Critical Illness Benefit 	<ul style="list-style-type: none"> Long-Term Care Disability Payment of Specified Premium Cash Value Enhancement Accelerated Death Benefit Return of Premium Overloan Protection Healthy Engagement (Vitality PLUS) Critical Illness Benefit 	<ul style="list-style-type: none"> Estate Preservation Policy Split Option Return of Premium Cash Value Enhancement Overloan Protection Healthy Engagement (Vitality PLUS)

	Protection VUL	Accumulation VUL	Accumulation SVUL
Death Benefit Guarantees	<ul style="list-style-type: none"> • Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below • Age 100 death benefit guarantee 	<ul style="list-style-type: none"> • Base Face Amount = 20-year guarantee • Return of Premium = 5-year guarantee 	<ul style="list-style-type: none"> • Base Face Amount = 5- 20-year guarantee • Return of Premium = 5-year guarantee
Interest Crediting/ Account Options	<p>A broad range of investment strategies including:</p> <ul style="list-style-type: none"> • The diversification offered through the Lifestyle Portfolios • Separate account options covering every major asset class and investment style 	<p>A broad range of investment strategies including:</p> <ul style="list-style-type: none"> • The diversification offered through the Lifestyle Portfolios • Separate account options covering every major asset class and investment style • Two indexed account options for clients seeking the downside protection of a 0.25% floor 	<p>A broad range of investment strategies including:</p> <ul style="list-style-type: none"> • The diversification offered through the Lifestyle Portfolios • Separate account options covering every major asset class and investment style • Two indexed account options for clients seeking the downside protection of a 0.25% floor

Term Life Insurance

Term insurance is essential, affordable and easy to understand. It is specifically designed to help your clients protect their family if an income earner dies unexpectedly.

	Protection Term	Vitality Term
Description/ Client Profile	<ul style="list-style-type: none"> A low cost life insurance product that guarantees coverage for a specified number of years. For individual or business clients looking for an affordable and guaranteed solution. 	<ul style="list-style-type: none"> An innovative life insurance solution that offers affordable protection for a specified number of years individuals who are inspired to save on premiums by actively engage in the John Hancock Vitality Program. For clients who live a healthy life — or aspire to be healthier — and want to save money on premiums.
Issue Age	10-yr: 18-80 / 15-yr: 18-75 / 20-yr: 18-65 / 30-yr: 18-55, 18-50 (for Smokers)	10-yr: 20-80 / 15-yr: 20-75 / 20-yr: 20-65 / 30-yr: 20-55, 20-50 (for Smokers)
Minimum Face Amount	\$750,000	\$750,000
Maximum Face Amount	None. However, the maximum face amount is subject to underwriting, retention limits, and reinsurance considerations.*	\$30M
Features	<ul style="list-style-type: none"> 10-, 15-, 20-, and 30-year² duration periods Conversion option is available during the lesser of end of the term period or to age 70. In years 1-4 conversions allowed to any John Hancock fully underwritten permanent product. In years 5+ conversions allowed to Conversion UL only. 	<ul style="list-style-type: none"> 10-, 15-, 20-, and 30-year¹ duration periods During the term duration, premiums will adjust based on the Vitality Status achieved by the life insured Conversion option is available during the lesser of end of the term period or to age 70. See the Vitality Term Producer Guide for further information on conversion options.
Riders	<ul style="list-style-type: none"> Total Disability Waiver Accelerated Death Benefit Unemployment Protection Healthy Engagement (Vitality PLUS) 	<ul style="list-style-type: none"> Total Disability Waiver Accelerated Death Benefit Unemployment Protection

*Maximum Face Amount \$30M when the John Hancock Vitality Program rider is elected.

Strength. Stability. John Hancock.

John Hancock is among the highest-rated companies for financial strength and stability as demonstrated by its A+ rating from A.M. Best.² Financial strength ratings are a comprehensive measure of a company's financial strength and stability, and are important as they reflect a life insurance company's ability to pay claims in the future. With over 155 years of experience, John Hancock offers clients a diverse range of insurance products and services through its extensive network of employees, agents, and distribution partners.

For more information, please contact your John Hancock Sales Representative or call National Sales Support at 888-266-7498, option 2



1. 30-year Term is not available in New York.

2. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of February 10, 2021, is subject to change, and applies to John Hancock Life Insurance Company (U.S.A.) and John Hancock Life Insurance Company of New York as a measure of each company's financial ability to pay claims and to honor any guarantees provided by the contract and any applicable optional riders. These companies have also received additional financial strength ratings from other rating agencies. Financial strength ratings are not an assessment, recommendation, or guarantee of specific products and their investment returns or value, do not apply to individual securities held in any portfolio or the practices of an insurance company, and do not apply to the safety and performance of separate accounts.

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For details on specific product features, benefits, riders, death benefit guarantees, and certain state variations, please see the applicable product producer guide.

Variable life insurance is sold by product and fund prospectus, which should be read carefully. They contain information on the investment objectives, risks, charges and expenses of the variable product and its underlying investment options. These factors should be considered carefully before investing.

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges. Variable universal life insurance products are subject to market risk and are unsuitable as a short term savings vehicle. Cash values are not guaranteed and will fluctuate, and the policy may lose value.

The Critical Illness Benefit rider provides a one-time lump sum benefit for covered critical illnesses subject to eligibility requirements. The benefit will not be paid for critical illnesses initially diagnosed before the rider effective date or during the waiting period. See the product guide for additional details.

The Long-Term Care (LTC) rider is an accelerated death benefit rider and may not be considered long-term care insurance in some states. There are additional costs associated with this rider. The Maximum Monthly Benefit Amount is \$50,000. When the death benefit is accelerated for long-term care expenses it is reduced dollar for dollar, and the cash value is reduced proportionately. Please go to www.jhsaleshub.com to verify state availability. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

Loans and withdrawals will reduce the death benefit, cash surrender value, and may cause the policy to lapse. Lapse or surrender of a policy with a loan may cause the recognition of taxable income. Policies classified as modified endowment contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or withdrawal is taken prior to age 59½.

Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them.

Vitality is the provider of the John Hancock Vitality Program in connection with policies issued by John Hancock.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595 and securities are offered through John Hancock Distributors LLC through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

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