



Protection Term

Strengths and features

Including
John Hancock
Vitality



Offering savings
and rewards for
healthy living



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Protection Term Life Insurance

This product provides low-cost level-premium protection with the option to convert to a permanent product until attained age 70 or the entire level-term period, along with a range of features and riders¹ that offer additional flexibility to meet your clients' needs.

Take a look:

- ✓ **Low-cost coverage** for face amounts up to \$65 million
- ✓ **Level premiums** — clients can select guaranteed level premiums for 10-, 15-, 20-, or 30-years*
- ✓ **A guaranteed conversion feature** up to age 70
- ✓ Unemployment Protection, Total Disability, and Accelerated Benefit **riders for extra protection**¹
- ✓ Rewards for living healthy with the **John Hancock Vitality Program**¹

INSURANCE PRODUCTS:		
Not FDIC Insured	Not Bank Guaranteed	May Lose Value
Not a Deposit	Not Insured by Any Federal Government Agency	

*30-Year Term is not available in New York.
Page 1 of 10. Not valid without all pages.

Meeting client needs

Term insurance is designed for individual clients who are looking for straightforward, affordable, and easy-to-understand protection to help meet their needs.

Need	Solution
Income protection	Protect future earnings — The death benefit proceeds of the policy can help: <ul style="list-style-type: none">• Replace lost income in the event of a wage earner's death• Fund future college expenses or help cover daycare expenses• Pay off a mortgage or other financial obligations
Business planning	Fund buy-sell arrangements: Since the policy is affordable, it's an ideal option for funding a buyout of a business.
Additional protection against the unexpected	Total Disability Waiver rider: Waives premiums should the insured become totally disabled. Accelerated Benefit rider: Provides partial access to the death benefit in the event that the insured is diagnosed with a terminal illness with a life expectancy of 12 months or less. Unemployment Protection rider: Waives premiums should the insured become unemployed.
A longer, healthier life	John Hancock Vitality Program: Help all your clients earn rewards and savings for living healthy.

Vitality GO

Vitality GO is a basic version of the program that is included on Term insurance and all our flagship products — at no additional cost. ¹

With Vitality GO, your clients can take advantage of rewards and discounts, including:

- **The chance to win discounts on Amazon.com²** for their healthy achievements
- **Savings on fitness devices and healthy gear** including Fitbit®, Garmin, Polar and REI
- **Savings of up to \$120 per month** on weekly promoted healthy food items
- **An easy-to-use app and website with health-related resources**, including the *Tufts Health & Nutrition Letter* and *Live More* magazine, plus personalized health goals

During the first 25 months, your clients can upgrade to Vitality PLUS and transfer the Vitality GO points and status level they've earned. With Vitality PLUS, they'll enjoy premium savings, along with even greater rewards and discounts.

Please note: Vitality GO is not available with policies issued in New York, Washington & Puerto Rico.

Vitality PLUS

Your clients can add Vitality PLUS to their policy for as little as 3% more and enjoy all the benefits of the John Hancock Vitality Program, including:

- ✓ **Premium savings** for engaging in the program³
- ✓ The opportunity to earn an **Apple Watch®** for as little as **\$25⁴**, or get a free wearable device
- ✓ **A one-year Amazon Prime membership** when your clients reach Platinum status three years in a row²
- ✓ Up to **\$600 in annual savings on fresh fruits and vegetables**, with additional savings up to \$120 a month on Healthy Savings weekly promoted items⁵
- ✓ Exclusive discounts at more than **350,000 hotels around the world with Hotels.com²**
- ✓ **Entertainment and shopping discounts** from Vitality for name brands like Amazon, REI, Starbucks, and more⁶
- ✓ **A free subscription to Headspace®** as part of the HealthyMind benefit²
- ✓ An easy-to-use app and website with health-related resources, including the *Tufts Health & Nutrition Letter*, *Live More* magazine, webinars, and financial fitness tips

John Hancock Vitality

At John Hancock, we believe life insurance should help people live longer, healthier lives. That's why we introduced **John Hancock Vitality**, a new kind of life insurance that rewards people for living healthy.

There are two great versions of the program — **Vitality GO** and **Vitality PLUS**.



Features¹

Product design	10-, 15-, 20-, or 30-year term durations available Please note: 30-year term is not available in New York.			
Issue ages	10-Year 18 – 80	15-Year 18 – 75	20-Year 18 – 65	30-Year 18 – 55 18 – 50 (for Smokers)
	Renewability through age 94			
Risk classes	Non-smoker Super Preferred Preferred Standard Plus Standard Substandard	Smoker Preferred Standard Substandard		
Flat extras	Flat Extras (temporary and permanent) are allowed on all risk classes except Super Preferred.			
Minimum face amount	\$750,000			
Maximum face amount	None; however, the maximum face amount is subject to underwriting, retention limits, and reinsurance considerations.			
Face amount increases	Face amount increases are not permitted.			
Face amount decreases	<p>Years 1 – 3: No face amount reductions are allowed during the first three policy years.</p> <p>Years 4 – 6: Reductions allowed up to 50% of the initial face amount, as long as the remaining face amount is at least equal to the Minimum Face Amount stated in the contract.</p> <p>Years 7+: Beginning in policy year seven, any reduction is allowed as long as the remaining face amount is at least the Minimum Face Amount stated in the contract.</p> <p>Note: Decreases are processed only at the policy owner's request.</p>			
Face amount banding	<p>Band 1: \$100,000 – \$249,999</p> <p>Band 2: \$250,000 – \$499,999</p> <p>Band 3: \$500,000 – \$999,999</p> <p>Band 4: \$1,000,000 +</p>			

Features (continued)

Modal factors	<p>Premiums may be paid annually, semi-annually, quarterly, or monthly.* For premiums paid other than annually, the following modal factors apply:</p> <p>Semi-Annually: 0.51 Quarterly: 0.26 Monthly: 0.0865</p> <p>*Monthly payment mode requires electronic funds transfer.</p>
Policy fee	<p>Annually: \$70 Quarterly: \$18.20</p> <p>Semi-Annually: \$35.70 Monthly: \$6.06</p> <p>Note: Policy fee is non-commissionable.</p>
Convertibility guidelines	<p>Within the following guidelines, conversion is limited to permanent, fully underwritten plans of life insurance offered for sale to individual policy owners by John Hancock at the time of conversion. This includes universal life, and variable universal life insurance products:</p> <ul style="list-style-type: none"> • The available conversion period is the lesser of end of the level term period or attainment of age 70. Term is convertible in the first four policy years to any single-life permanent product offered for sale by John Hancock at the time of conversion. In policy years five through the end of the level term period, the policy owner can convert to a product designated for conversions. • However, with Vitality PLUS, the conversion options in policy year five through 10 are dependent on the Vitality Status achieved by the life insured, as follows: <ul style="list-style-type: none"> – If the life insured has achieved either Gold or Platinum status on each of the three annual processing dates prior to the date of the conversion, then the policy can be converted to any John Hancock single-life permanent plan of life insurance offered for sale at the time of the conversion; or – If the life insured has achieved either Silver or Bronze status on any of the three annual processing dates prior to the date of the conversion, then the policy can be converted to a single-life permanent plan of life insurance that John Hancock makes available for conversions. • When adding the Vitality PLUS to your Term policies in New York, standard Term conversion rules apply (i.e. conversion is not dependent on Vitality status achieved). • Clients whose Term insurance premiums are being waived under the Total Disability Waiver or Unemployment Protection riders may convert their policy to a permanent plan; however, they cannot purchase the Total Disability or the Unemployment Protection riders on the permanent policy. • If an insured has multiple Term policies, they may convert each to separate permanent policies subject to the regular conversion rules. Multiple Term policies cannot be combined and converted to one permanent individual policy. • There is no conversion option for issue ages 70 and above.

Features (continued)

Underwriting guidelines for conversions	<ul style="list-style-type: none">• A Term policy within the contractual conversion period can only be converted to a permanent policy with the same or lesser face amount. No additional riders or benefits can be added on the new Perm policy. The risk classification for the permanent policy will be the same as the original Term policy• Requests to increase the death benefit or add a rider (e.g., CIBR rider) with the issuance of the permanent policy will be considered a new application with a new suicide and contestability period. This transaction will also be considered a replacement if the Term coverage is to be canceled as a result of issuing the new permanent coverage.• Requests to add the LTC rider with the issuance of a permanent policy will be subject to a new risk classification on the LTC rider, as well as a new suicide and contestability period. The risk classification for the permanent policy will be the same as the original term policy.• A request to increase the total coverage above the original Term policy will result in two policies being issued – one as a result of exercising the Term Conversion privilege with the original risk classification and one for the additional face amount and new risk classification resulting from the new underwriting and evidence of insurability submitted. Any new coverage issued must meet the minimum face guidelines for the new Permanent product• For conversion to a survivorship policy, underwriting is required for the insured that is added (see additional details below)
Converting to a survivorship policy	<p>During the lesser of the first four policy years or attainment of age 70, your client also has the option to convert a single-life Term policy to a survivorship policy (a policy that insures two people and pays a benefit on the death of the second insured).</p> <ul style="list-style-type: none">• The face amount of the new survivorship policy can be up to the face amount of the Term contract subject to available retention limits not to exceed \$20M.• Underwriting is required only on the life not previously covered under the original Term contract.• The new life must be underwritten for the full face amount, found insurable, and be age 75 or younger.

Features (continued)

Estate Preservation rider (EPR) and term conversions

The Estate Preservation rider (EPR) is not a Term product rider, but is an extra death benefit feature with our permanent survivorship products.

The right to receive the EPR on a Term conversion to a permanent survivorship product is not part of the conversion provision. Since this is not a contractual right, and because issuing the EPR will increase the amount of risk assumed without the benefit of medical evidence, the Estate Preservation rider is not available automatically under a term conversion to a survivorship policy.

The Estate Preservation rider can be added to the permanent survivorship policy, subject to the following conditions:

Availability — attained age

- 20-65 — up to Substandard rating of 500%
- 66-75 — up to Substandard rating of 200%
- The existing life insured must continue to qualify for the same risk class as the original policy.
- EPR is subject to available retention.

In order to add EPR, follow these rules:

- Complete an Application for Life Insurance and a HIPAA Compliant Authorization for Release of Health-Related Information
- In the “Special Requests” section, indicate this is a conversion of survivorship Term and provide the policy number of that policy. Do not complete a term conversion application. Both the plan and the EPR rider are selected on page 2 of the application.
- Regular survivorship underwriting requirements based on the policy face amount must be submitted for each insured.

Riders (Separate charges may apply)

<p>John Hancock Vitality PLUS Program (Also referred to as the Healthy Engagement rider)</p>	<p>The Healthy Engagement rider determines the total premium based upon the achieved Vitality Status of the life insured. The total premium may vary from year to year.</p> <ul style="list-style-type: none">• Issue ages 20-80 (varies by term duration).• Maximum face amount \$20 million.• This rider is available at issue.• There are four Vitality Status levels: Bronze, Silver, Gold, and Platinum. The insured can earn a total of 19,000 points by engaging in the program.• The achievement of a Vitality Status is dependent upon the life insured meeting certain status qualification requirements in each year.• The discounts, rewards, and wearable device will be provided only to the life insured to encourage participation in the program.• The Healthy Engagement rider will cease at the end of the term period.• Enhanced conversion privilege when achieving Gold or Platinum status. See the above Convertibility Guidelines section for details.<ul style="list-style-type: none">– Enhanced conversion privilege is not available in New York.• A separate charge is required if this optional rider is elected.
<p>Total Disability Waiver (TDW) rider</p>	<ul style="list-style-type: none">• This rider provides for a waiver of required premiums should:<ul style="list-style-type: none">– the insured become totally disabled while the benefit is in force and before the policy anniversary nearest to the insured's 65th birthday, and– the total disability lasts at least six months, without interruption, during the insured's lifetime.• Maximum face amount is \$5 million.• Issue ages 20 – 55.• Maximum benefit \$5,000 per month.• This rider is available only at issue.• If disability occurs before age 60, the premiums are waived until the earlier of age 94 or recovery from disability; if disability occurs after age 60, premiums are waived until age 65.• Not available with annualized premium greater than \$60,000.• The cost for this rider is based on age at issue, sex, underwriting status, smoking status, and total face amount.• Clients with Protection Term insurance premiums that are currently waived under the Total Disability Waiver may still convert their policy to a permanent plan; however, they cannot purchase the Total Disability Waiver on the permanent policy.• This rider terminates at age 65. If disability occurs at or after age 65, no premium will be waived

Riders (Separate charges may apply)

Accelerated Benefit rider (ABR)	<p>A portion of the death benefit may be accelerated if the insured is certified to be terminally ill with a life expectancy of one year or less. This provision allows the policy owner to receive 50% of the eligible death benefit to a maximum of \$1 million.</p> <ul style="list-style-type: none">• Available to all issue ages.• This benefit may be added at any time, regardless of current health, provided that the following conditions are met:<ul style="list-style-type: none">– There must be a least one year remaining in the benefit period.– The consent of the irrevocable beneficiary (if any) is required.– The consent of the assignee (if any) is required.• The death benefit is reduced by the rider benefit amount plus one year's interest at current loan rates on the benefit paid, and an administrative expense charge.• Benefits may be taxable under current tax law. Policy owners should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit rider. <p>Note: The Accelerated Benefit rider is required in New York.</p>
Unemployment Protection rider (UPR)	<p>This rider protects the insured in case of unemployment. In the event of unemployment, this rider waives the premium up to a \$10,000 annual maximum.</p> <ul style="list-style-type: none">• Maximum face amount is \$5 million and maximum annual premium is \$10,000.• Issue ages 20 – 60.• The benefit waives 12 months of base plan and all rider premiums. This benefit can be used twice during the level-term period.• There is a 12-month waiting period to submit a claim for this benefit. The waiting period starts from the effective date of this rider and after the end of the each premium waiver period.• The insured will need to prove they are receiving federal or state unemployment benefit for four continuous weeks.• This rider can be added post issue.• Maximum attained age for rider exercise is age 65• Clients whose premiums are being waived under this rider may convert their policy to a permanent plan; however, premiums will not continue to be waived on the permanent plan.• A separate charge is required if this optional rider is elected.• The rider automatically terminates on the last day of the term duration, or at age 65 if earlier.• Clients whose Term insurance premiums are currently waived under the Unemployment Protection rider may still convert their policy to a permanent plan; however, they cannot purchase the Unemployment Protection rider on the permanent policy.

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.⁷ 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 about Term, **visit JHSalesHub.com.**



1. 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. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
2. The Hotels.com discounts, HealthyMind benefit, Amazon.com discounts and Amazon Prime membership are not available in New York.
3. Premium savings are in comparison to the same John Hancock policy without the Vitality PLUS program. Premium savings over the life of the policy will vary based upon policy type, the terms of the policy, and the level of [the insured's] participation in the John Hancock Vitality PLUS program.
4. Apple Watch program is not available in New York or Puerto Rico. Apple Watches ordered through John Hancock Vitality may not be shipped to addresses in Guam. Once your clients become a Vitality PLUS member and complete the Vitality Health Review (VHR), they can order Apple Watch by electronically signing, at checkout, a Retail Installment Agreement with the Vitality Group, for the retail price of the watch. After an initial payment of \$25 plus tax, over the next two years, monthly out of pocket payments are based on the number of Standard Workouts (10,000 to 14,999 steps) and Advanced Workouts (15,000 steps) completed or the applicable Active Calorie thresholds. The step counts required for Standard and Advanced Workouts are reduced for members beginning at age 71+. One-time upgrade fees plus taxes apply if your customers choose (GPS + Cellular) versions of Apple Watch, larger watch case sizes, certain bands and case materials. For more information, please visit www.jhsaleshub.com. Apple is not a participant in or sponsor of this promotion. Apple Watch is a registered trademark of Apple Inc. All rights reserved.
5. HealthyFood savings are based on qualifying purchases and may vary based on the terms of the John Hancock Vitality Program. The HealthyFood program is currently not available in Guam.
6. In New York, entertainment, shopping, and travel rewards are not available and are replaced by healthy living and active lifestyle rewards. Also, New York policies have one rewards program, regardless of face amount, for clients demonstrating a healthy and active lifestyle.
7. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of April 1, 2020, 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.

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

Rewards and discounts are subject to change and are not guaranteed to remain the same for the life of the policy.

John Hancock Vitality Program rewards and discounts are available only to the person insured under the eligible life insurance policy.

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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.