



Living benefit options for protecting the future

Living a long life — and enjoying many years in retirement — is a major goal for a lot of your clients. And it requires careful planning that goes beyond a one-size-fits-all approach. That's why John Hancock gives you three distinct solutions to offer to clients seeking both life insurance coverage and financial protection should they become chronically ill.



Maximum coverage

Long-Term Care (LTC) rider

A great choice for clients seeking the assurance of the maximum monthly benefit to help cover long-term care costs — with no IRS per diem limits and the convenience of assigning benefit payments directly to care providers (includes a monthly charge).



Most flexibility

Chronic Illness (CI) rider

Offers the most flexible use of benefits by providing an indemnity payment with no restrictions on how it is used (includes a monthly charge).



Backup plan

Accelerated Death Benefit for Chronic Illness (ADBCH) rider

Offers some protection for clients not currently focused on LTC planning, or who do not qualify for our LTC or Chronic Illness rider. There are no restrictions on how the benefits are used. Charge is determined at claim.



How to qualify?

Each rider allows clients to accelerate a portion of death benefit when a 90-day elimination period is met and the insured requires either 1) assistance with at least two of six **Activities of Daily Living** for a period expected to last at least 90 days or 2) needs supervision due to a cognitive impairment.

Each rider does this in a different way and creates three flexible solutions to help you and your clients plan for the future they want. It is important to understand each option to advise them on the most appropriate solution to help meet their ongoing and future planning needs.

Compare the options

Here's a quick overview of the riders your clients can choose from when looking for protection with a John Hancock life insurance policy to help cover costs associated with chronic illness.

	LTC rider (monthly charge)	Chronic Illness rider (monthly charge)	ADBCH rider (charge at claim)
Description	<ul style="list-style-type: none"> Benefit payment reimburses qualified long-term care expenses up to maximum monthly benefit amount elected at issue (up to \$50,000 monthly) Must elect at issue and pass separate underwriting 	<ul style="list-style-type: none"> Monthly or annual cash benefit payment up to the lesser of the maximum benefit amount or the annualized IRS per diem in the year benefits are accelerated Must elect at issue and pass separate underwriting 	<ul style="list-style-type: none"> Client can opt for an annual cash benefit up to the lesser of the specified amount or the annualized IRS per diem in the year benefits are accelerated Must elect at issue; no additional underwriting Benefit payment discounted by charges based on expected mortality and current interest rates
Premiums/charges	<ul style="list-style-type: none"> Monthly charges based on net amount at risk and deducted from policy value Rider rate set at issue and guaranteed 	<ul style="list-style-type: none"> Monthly charges vary by sex, issue age, duration and risk class and deducted from policy value Rider rate not guaranteed 	<ul style="list-style-type: none"> No monthly charges Benefit payment reduced by discount factor using interest rate and life expectancy at claim Rider rate not guaranteed
Benefit growth	Benefit pool and monthly maximum set at issue	Benefit pool, monthly and annual maximums can increase with death benefit	Benefit pool and annual maximum can increase
Benefit payment	<ul style="list-style-type: none"> Paid monthly as reimbursement for QLTC expenses to owner or can be assigned directly to care providers Maximum monthly acceleration of 1%, 2% or 4% of the benefit pool to \$50,000 elected at issue — maximum lifetime acceleration is \$5M 	<ul style="list-style-type: none"> Paid annually or monthly as a cash benefit Maximum monthly acceleration of 1%, 2% or 4% of the benefit pool elected at issue — capped at the IRS per diem limit; maximum lifetime acceleration is \$3M 	<ul style="list-style-type: none"> Paid annually as a cash benefit Maximum lifetime acceleration is the lesser of 75% of death benefit or \$1M
Tax treatment	Favorable treatment under IRC 7702B(b)	Favorable treatment under IRC 101(g)	Favorable treatment under IRC 101(g)

	LTC rider (monthly charge)	Chronic Illness rider (monthly charge)	ADBCH rider (charge at claim)
Underwriting	<ul style="list-style-type: none"> • Underwritten separately at application • Separate risk class from base policy; maximum rating 200%; not available with flat extras • Available ages 20 – 75 	<ul style="list-style-type: none"> • Underwritten separately at application • Separate risk class from base policy; maximum rating 200%; not available with flat extras • Available ages 20 – 75 	<ul style="list-style-type: none"> • No underwriting • Maximum rating 200%; \$5 flat extra • Available ages 18 – 85
Licensing	<ul style="list-style-type: none"> • Life license • Health license & LTC Certification most states 	Life license	Life license
Product availability	<ul style="list-style-type: none"> • Accumulation IUL • Accumulation VUL • Protection UL • Protection IUL • Protection VUL 	<ul style="list-style-type: none"> • Accumulation IUL • Accumulation VUL • Protection UL • Protection IUL • Protection VUL 	<ul style="list-style-type: none"> • Accumulation IUL • Accumulation VUL • Protection UL • Protection IUL • Protection VUL

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

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 JHSalesHub.com to verify state availability.

The insured is financially responsible to their care providers, including charges not covered by the LTC rider.

The Chronic Illness rider allows for an acceleration of the death benefit when the insured is certified as chronically ill. The maximum monthly benefit amount is the lower of \$30,000 or the IRS per diem limit for a given month. Accelerated benefit payments under this rider reduce the death benefit dollar for dollar by the accelerated amount and reduce the policy value proportionately. There is a monthly charge for this rider. The benefits provided by this optional rider are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or charges for this rider are taxable. This rider is not long-term care insurance.

The Accelerated Death Benefit for Chronic Illness Rider allows for a partial acceleration of the death benefit when the insured is certified as chronically ill. The amount is capped at 75% of the death benefit to a lifetime maximum of \$1 million. The annual maximum benefit amount is limited to the IRS per diem limit. Accelerated benefit payments under this rider reduce the death benefit dollar for dollar by the accelerated amount and reduce the policy value proportionately. The payments will also be reduced by interest charges. The benefits provided by this rider are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or charges for this rider are taxable. This rider is not long-term care insurance.

Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or licensed agents. Prospective purchasers should consult their tax professional for details.

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.

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.

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. Refer to the product prospectus for additional information.

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