Three ways to approach an LTC need

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 offers you three distinct solutions to help clients deal with the possibility of needing extended care in retirement.

Which rider, when?

Solution	Key features	Client profile
Long-Term Care rider	• Pays reimbursement up to $50,000/ month (not restricted by IRS per diem limit) • Benefit determined at issue • Qualifies under IRC 7702B • Qualifies as long-term care (LTC) insurance • Ability for direct payments to care providers • Life & health license and LTC certification required to sell	• Primarily concerned with being able to pay for LTC • Have family history of longevity/cognitive issues and looking for maximum amount of coverage at lowest-possible cost • High-net-worth individuals who want round-the-clock care in the event they become chronically ill • Want to know exactly how much coverage they will have available in the future • Concerned about potential state LTC initiatives
Chronic Illness rider	• Pays a monthly or annual indemnity benefit up to IRS per diem limit at the time of claim • Increasing benefit pool in the event of corridor or Death Benefit Option 2 growth • Qualifies under IRC 101(g) • Not considered LTC insurance • Only a life license required to sell	• Looking to secure financial support in case of chronic illness with the most flexible use of benefit dollars • Live in area where care options are limited and have experienced challenges with finding caregivers in the past • Plan to spend some time outside of the US in retirement and want flexibility to receive benefits in both locations • Have a formalized plan in place for care to be provided by family member or friend • Not concerned about potential state LTC initiatives
Accelerated Death Benefit for Chronic Illness rider	• Pays an indemnity benefit once every twelve months up to 75% of death benefit or $1M — up to the IRS per diem limit at claim • No underwriting required • Qualifies under IRC 101(g) • Not considered LTC insurance • Only a life license required to sell	• Could be good fit for clients more focused on income planning and cash value accumulation • Not currently focused on LTC planning • Age and/or health issues may disqualify client from other options

Contact your John Hancock sales representative or call National Sales Support at **888-266-7498, option 2** to determine which option is best suited for your clients' specific needs.

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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 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 optional 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.

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.

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.

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