

*John Hancock*

LIFE INSURANCE

PRODUCER GUIDE

PROTECTION

## PROTECTION UL

Experience the ultimate in design and performance

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NOT FOR USE WITH THE PUBLIC.

## Protection UL

### Protection and Features<sup>1</sup>

- Industry-leading limited-pay, level-pay, short-pay and single-pay premiums
- Lengthy guarantees<sup>2</sup>, often to life expectancy<sup>3</sup>
- Strong cash value accumulation potential when compared to guaranteed UL products
- Long-Term Care (LTC) rider<sup>4</sup>
- Disability Payment of Specified Premium rider
- Return of Premium rider
- Quit Smoking Incentive
- Accelerated Benefit rider
- Innovative LifeTrack policy management solution

John Hancock's Protection Universal Life (UL) policy is the lowest-cost permanent life insurance policy in our portfolio; in many cases, it's the most affordable UL product in the industry. It offers extremely competitive premiums in a variety of funding scenarios at all ages for the top three risk classes. The combination of competitive premiums, strong guarantees and cash value growth potential make it a sensible solution for clients in need of affordable death benefit protection.

Protection UL also includes features and riders that address a variety of estate planning and business insurance needs. For example, the Return of Premium rider can be used in advanced case design situations. It also offers the Long-Term Care (LTC) rider, which allows clients to accelerate their death benefit, over a period of months, to help cover long-term care expenses.

## Meeting Client Needs

Protection UL is designed for individual and business clients who are seeking the lowest-cost permanent death benefit protection. It has a wide variety of applications: it can provide income protection for families or retirees or provide for estate planning needs. Protection UL performs well in a variety of funding scenarios, including limited-pay, level-pay, 10-pay and single-pay designs.

### NEED

*Family income protection*

### SOLUTION

*Protect future earnings:* The death benefit proceeds of a Protection UL policy can replace lost family income in the event of a wage earner's death; it can also help to fund future family expenses, such as children's college educations.

### NEED

*Estate Planning*

### SOLUTION

*Estate Protection:* Protection UL can be used in estate planning cases that utilize a premium financing arrangement; it can also provide liquidity to pay estate taxes or fund a spousal access trust in the estate conservation plan.

### NEED

*Business Planning*

### SOLUTION

*Funding Buy-Sell Arrangements:* The affordability of Protection UL makes it particularly appealing to use when funding the buyout of a business.

### NEED

*Living benefits*

### SOLUTION

*Accumulation potential:* The cash values offered by Protection UL can be used to help pay college expenses, or provide for other income needs.<sup>5</sup>

### NEED

*Split dollar and premium financing applications*

### SOLUTION

*Return of Premium rider:* Provides the policy owner with an additional insurance amount equal to a percentage (up to 100%) of the premium paid. Particularly useful in premium financing cases, this rider can help ensure that there is sufficient death benefit to repay the loan as well as provide for the insured's heirs.

### NEED

*Adding greater protection against the unexpected*

### SOLUTION

*Disability Payment of Specified Premium (DPSP) rider:* Provides monthly premium deposit protection ensuring guaranteed coverage in case of total disability.

*Long-Term Care (LTC) rider:* Allows all, some or none of the policy death benefit to be accelerated to help cover long-term care expenses, if needed. Any portion not used will be paid to the heirs on a tax-favored basis.

FEATURES <sup>1</sup>	PROTECTION UL																		
<b>Product Design</b>	Flexible Premium Universal Life																		
<b>Risk Classes/Issue Ages</b>	<p><b>Fully-Underwritten</b></p> <table border="0"> <tr> <td data-bbox="155 411 277 436">Non-Smoker</td> <td data-bbox="545 411 699 436">Super Preferred</td> <td data-bbox="862 411 932 436">20–80</td> </tr> <tr> <td></td> <td data-bbox="545 443 638 468">Preferred</td> <td data-bbox="862 443 932 468">20–90</td> </tr> <tr> <td></td> <td data-bbox="545 474 683 499">Standard Plus</td> <td data-bbox="862 474 932 499">20–90</td> </tr> <tr> <td></td> <td data-bbox="545 506 638 531">Standard</td> <td data-bbox="797 506 932 531">3 months–90</td> </tr> <tr> <td data-bbox="155 548 232 573">Smoker</td> <td data-bbox="545 548 638 573">Preferred</td> <td data-bbox="862 548 932 573">20–90</td> </tr> <tr> <td></td> <td data-bbox="545 579 638 604">Standard</td> <td data-bbox="862 579 932 604">20–90</td> </tr> </table>	Non-Smoker	Super Preferred	20–80		Preferred	20–90		Standard Plus	20–90		Standard	3 months–90	Smoker	Preferred	20–90		Standard	20–90
Non-Smoker	Super Preferred	20–80																	
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	Standard	3 months–90																	
Smoker	Preferred	20–90																	
	Standard	20–90																	
<b>Flat Extras</b>	Non-medical flat extras for aviation, avocations and foreign risks are allowed on all fully underwritten risk classes except Super Preferred. Medical flat extras are not allowed on risk classes better than Standard.																		
<b>Available Coverage</b>	Face Amount Only (No Supplemental Face Amount Available)																		
<b>Minimum Face Amount</b>	\$50,000																		
<b>Definition of Life Insurance</b>	Cash Value Accumulation Test (CVAT)																		
<b>Maximum First-Year Premium</b>	<ul style="list-style-type: none"> <li>• First year premiums on MEC policies are limited to a maximum of \$5 million</li> <li>• First year premiums on all policies are limited to a maximum of 20 times the basic Target Premium</li> </ul>																		
<b>Minimum Initial Premium (MIP) Requirement</b>	<p>Premium amount required to issue the policy and keep it in force for the first policy month</p> <p><i>Note: A greater amount is required if the policy is backdated.</i></p>																		
<b>Face Amount Increases</b>	Face Amount increases are not permitted																		
<b>Face Amount Decreases</b>	<ul style="list-style-type: none"> <li>• Allowed after first policy year</li> <li>• Minimum requested face amount decrease is \$50,000</li> <li>• Face amount may not be decreased below Minimum Face Amount</li> <li>• Pro-rata Surrender Charges will apply during the Surrender Charge period</li> <li>• A 10% Face Amount decrease permitted without a surrender charge at time of decrease</li> </ul>																		
<b>Death Benefit Options</b>	<p>OPTION 1: Face Amount (plus Return of Premium (ROP) rider, if elected)</p> <p>OPTION 2: Face Amount plus Policy Value (not available with ROP rider)</p> <p>OPTION CHANGE (2 TO 1 ONLY): Available after the first policy year. The change is effective on the monthly processing date following a valid request from the policy owner.</p> <p><i>Note: At the time of the Death Benefit Option change, the policy's Total Face Amount will equal the Face Amount immediately before the change, plus the Policy Value as of the effective date of the change.</i></p>																		
<b>No-Lapse Guarantee<sup>2</sup></b>	<p>The no-lapse guarantee (NLG), called "Death Benefit Protection," guarantees that the policy will not default during the no-lapse guarantee period, provided certain requirements are met.</p> <ul style="list-style-type: none"> <li>• The NLG duration will vary based upon issue age, gender and risk class as well as chosen funding level. The no-lapse guarantee duration is stated on the illustration.</li> <li>• Maximum no-lapse guarantee duration is to age 121</li> </ul>																		

FEATURES <sup>1</sup> (continued)	PROTECTION UL
<p><b>Coverage Beyond Age 121</b></p>	<p>Policy does not mature; provided that funding is sufficient, the policy will remain in force until the insured's death. At age 121:</p> <ul style="list-style-type: none"> <li>• Policy and rider charges cease</li> <li>• Premiums are not required or permitted</li> <li>• Interest continues to accumulate on the Policy Value</li> <li>• Withdrawals are not permitted</li> <li>• New loans are available and loan repayments continue to be accepted on existing loans</li> <li>• Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if debt ever equals or exceeds the Policy Value)</li> <li>• The Persistency Credit ceases</li> </ul>
<p><b>Quit Smoking Incentive</b></p>	<p>The Quit Smoking Incentive (QSI) allows all Standard and Preferred Smokers to receive Standard Non Smoker policy charges for the first three policy years. To maintain Non Smoker policy charges beyond year three, the insured must provide satisfactory evidence* that he/she has quit smoking for at least 12 consecutive months and their microunalysis must be free of nicotine or metabolites. Please note the following:</p> <ul style="list-style-type: none"> <li>• Available for issue ages 20–70</li> <li>• Not available for substandard ratings</li> <li>• Term Conversions and internal replacements will require additional underwriting if the original policy (replaced or converted) was issued more than three years ago</li> <li>• Policies upgraded to Standard Smoker via the HealthStyles program will require additional underwriting</li> <li>• The earliest an insured can request a change to Non Smoker is on or after the first policy anniversary</li> </ul> <p><i>*For more details on the underwriting evidence required, please refer to our Changing Smoking Class guidelines.</i></p>
RIDERS (separate charges may apply)	PROTECTION UL
<p><b>Disability Payment of Specified Premium (DPSP)</b></p>	<ul style="list-style-type: none"> <li>• Pays a premium amount chosen by the applicant (not to exceed \$3,500 or 1/12<sup>th</sup> of the Target Commissionable Premium or 1/12<sup>th</sup> of the annual premium per month), if insured satisfies the elimination period for total and permanent disability</li> <li>• Issue ages 20–60</li> <li>• \$5,000,000 Maximum Face Amount on all policies</li> <li>• Not available with ROP</li> <li>• An additional monthly charge is deducted up to age 65 if this optional rider is selected</li> </ul>
<p><b>Return of Premium (ROP)</b></p>	<ul style="list-style-type: none"> <li>• Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%</li> <li>• Available at issue with Death Benefit Option 1</li> <li>• Not available in conjunction with Disability Payment of Specified Premium, or LTC rider</li> <li>• The total death benefit including ROP may never exceed five times the Face Amount</li> <li>• There are costs associated with the ROP rider as well as limitations on the cumulative amount that can be returned</li> </ul>

<b>RIDERS</b> (separate charges may apply) (continued)		<b>PROTECTION UL</b>
<b>Long-Term Care (LTC)<sup>4</sup></b>	<p>Provides funds to help pay for qualified long-term care expenses by accelerating the death benefit. The Maximum Monthly Benefit Amount is based on 1%, 2% or 4% of the policy death benefit elected at issue. The rider is available on level (Option 1) and increasing (Option 2) Death Benefit options.*</p> <ul style="list-style-type: none"> <li>• Not available with the ROP rider</li> <li>• The Long-Term Care pool can differ from the Death Benefit (LTC pool can never be greater)*</li> <li>• In New York, the LTC rider is only available when the Accelerated Benefit rider has also been elected</li> <li>• A separate charge is deducted if this optional rider is selected</li> </ul> <p><i>Note: If the LTC rider is selected, the maximum monthly benefit is \$50,000 per insured.</i> *Not available in all states.</p>	
<b>Accelerated Benefit</b>	<p>Provides a “living benefit” 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"> <li>• The remaining death benefit is reduced by one year’s interest at current loan rates on the benefit paid</li> <li>• 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</li> </ul>	
<b>POLICY VALUES</b>		<b>PROTECTION UL</b>
<b>Interest Crediting Rate</b>		
Current		As declared
Guaranteed		2.00%
<b>Policy Loans</b>		<ul style="list-style-type: none"> <li>• Policy loans are available at any time after the policy is in force</li> <li>• Minimum loan amount is \$500</li> </ul>
<b>Policy Loan Spread</b>		
Current		
Years 1–10		1.25%
Years 11+		0.00%
Guaranteed*		
Years 1–10		1.25%
Years 11+		0.25%
		<i>* The guaranteed loan spread for New York is 1.50% in years 1–10 and 0.25% in years 11+.</i>
<b>Withdrawals</b>		<ul style="list-style-type: none"> <li>• Available after the first policy year</li> <li>• Minimum withdrawal is \$500</li> <li>• A partial surrender charge may apply</li> <li>• Withdrawals affect a policy’s no-lapse guarantee calculations</li> </ul>

POLICY VALUES (continued)	PROTECTION UL
<p><b>Persistency Credit</b></p> <p>Current</p> <p>Guaranteed</p>	<p>Beginning in Policy Year 6, a Persistency Credit is added to the Policy Value on each monthly Processing Date.</p> <ul style="list-style-type: none"> <li>• The amount of the Persistency Credit above the minimum varies based on policy owner actions, such as the timing and amount of premium payments, loans, withdrawals, lapse and reinstatement; as well as changes to the rates of interest applied to the policy and the Cost of Insurance rates</li> <li>• The manner in which these changes are reflected in the Persistency Credit is guaranteed in the policy</li> <li>• The minimum Persistency Credit is 0.025% of the Net Policy Value per month</li> </ul>
<p><b>In-Force Illustration</b></p>	<p>To help ensure that your client’s policy continues to meet desired objectives, we suggest that in addition to reviewing annual statements, in-force illustrations are periodically requested. In-force illustrations will provide an updated projection of the policy.</p>
POLICY CHARGES	PROTECTION UL
<p><b>Premium Charge</b></p> <p>Current and Guaranteed</p>	<p>18% of all premium in all policy years</p>
<p><b>Administrative Charge</b></p> <p>Current and Guaranteed</p>	<p>All policy years: \$15 per month</p>
<p><b>Contract Charge</b></p>	<ul style="list-style-type: none"> <li>• Monthly charge per \$1,000 of current Face Amount</li> <li>• Varies by issue age, gender, risk class and policy duration</li> <li>• Applies in all policy years</li> </ul>
<p><b>Cost of Insurance Charge</b></p> <p>Current</p> <p>Guaranteed</p>	<ul style="list-style-type: none"> <li>• A charge per \$1,000 of net amount at risk that is deducted monthly</li> <li>• Mortality charge varies by issue age, gender, risk class and policy duration</li> <li>• Charges based on the 2001 CSO mortality table</li> </ul>
<p><b>Surrender Charge</b></p>	<ul style="list-style-type: none"> <li>• A charge per \$1,000 of Face Amount at issue, deducted in the event of full surrender</li> <li>• The Surrender Charge rate varies by issue age, gender, risk class, premiums paid and policy duration</li> <li>• The charge generally grades down monthly over 15 years and is 0% in years 16 and after</li> </ul>

## *Strength. Stability.* John Hancock.

John Hancock's strong ratings, as judged by the major rating agencies, are a comprehensive measure of the company's financial strength and stability. This is important because these financial ratings reflect the life insurance company's ability to pay claims in the future. With over 150 years of experience, John Hancock offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents, and distribution partners.

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.
2. Protection UL policies automatically include a no-lapse guarantee called Death Benefit Protection. This feature guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided that the Death Benefit Protection Value remains greater than zero and policy debt never exceeds the Policy Value. Once terminated, the Death Benefit Protection feature cannot be reinstated. See the product technical guide for additional details.
3. Life expectancy calculations are based on 2008 VBT mortality table.
4. 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.jhsalesnet.com](http://www.jhsalesnet.com) to verify state availability. This rider has exclusions and limitations, reductions of benefits, and terms under which it may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.
5. Loans and withdrawals will reduce the death benefit and the 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. Withdrawals in excess of the cost basis (premiums paid) will be subject to tax and certain withdrawals within the first 15 years may be subject to recapture tax. Additionally, 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. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.

**For agent use only. Not for use with the public.**

Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02110 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

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