John Hancock INSURANCE

TECHNICAL GUIDE

PROTECTION

PROTECTION VUL

Leading off with protection and growth potential

AFFORDABLE DEATH BENEFIT GUARANTEES

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Product Overview

Protection VUL – which features the optional Extended No-Lapse Guarantee rider[1] – is a competitively priced, variable universal life insurance policy, which combines affordable death benefit protection with simplified investment management. This product includes innovative features and riders that can guarantee the policyholder's coverage[2], while providing excellent growth potential through an exceptional range of investment options.

Protection VUL provides an automatic basic No-Lapse Guarantee that can keep the policy's death benefit in force for up to 20 years. It is one of the most competitively priced VUL products in the market for low-cost death benefit protection at an assumed rate of return. When the Extended No-Lapse Guarantee rider is added, Protection VUL can provide additional guaranteed death benefit protection up to the insured's age 90. As a fully guaranteed product it is most competitive at healthier risk classes, from ages 30-60.

Applications

Individual Market

- Supplemental Retirement Income
- Education Funding
- Spousal Irrevocable Life Insurance Trusts (ILITs) [3]
- Estate Liquidity
- Death Benefit Protection

Business Market

- Key Executive Protection Plans
- Split Dollar
- Bonus Plans
- Qualified and Non-Qualified Retirement Plans

Market Focus

Protection VUL is designed for clients who want low-cost death benefit protection with excellent growth potential and the security of death benefit guarantees. It is also attractive for business applications such as Key Person, Split Dollar, and Non-Qualified Deferred Compensation Agreements. Additionally, the potential for growth makes this policy suitable for funding estate plans or Spousal Irrevocable Life Insurance Trusts (ILITs). With its attractive features and benefits, Protection VUL enables you to provide a wider range of solutions to clients.

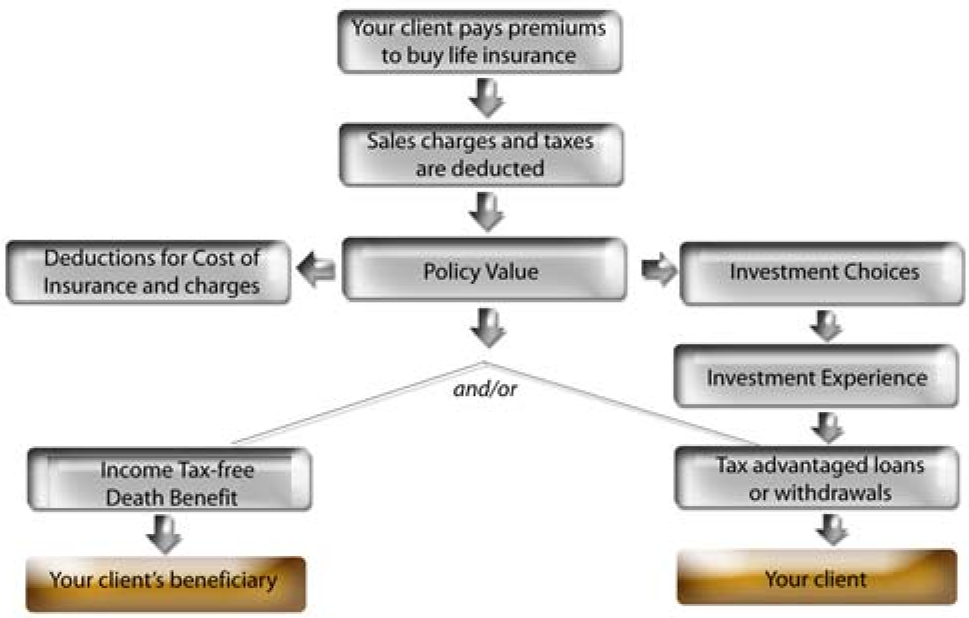
[1] Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them. Refer to the product prospectus for additional information.
[2] Guarantees are based on minimum premium requirements that must be met and are based on the claims-paying ability of the issuing company.
[3] Irrevocable Life Insurance Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax). Failure to do so could result in adverse tax treatments of tax proceeds.

Policy Value

How a Variable Universal Life Policy Works

Variable Universal Life (VUL)[4] is a permanent life insurance product which pays a death benefit as long as there is sufficient value in the policy and the policy has not lapsed. Your clients' premiums are invested in their choice of investment options, where all growth is tax-deferred. Of course, variable life insurance products are subject to investment risk, including loss of principal. Past performance is not a guarantee of future results. Underperformance of the investment accounts, or paying less premiums than planned are two examples of how the policy may lapse.

The policy owner has access to the Policy's Value through policy loans and withdrawals. However, loans and withdrawals from a variable life insurance policy will also reduce the Policy Value and Death Benefit. Depending upon the performance of the investment accounts, the Policy Value available for loans and withdrawals may be worth more or less than the original amount invested in the policy. There may be penalties and fees associated with the use of loans and withdrawals.
(A more detailed explanation of charges and expenses is contained in the "Policy Fees & Charges" section of this guide.)



In-Force Illustrations

To ensure that your client's policy continues to meet their 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.

[4] Variable life insurance has annual fees and expenses associated with it in addition to life insurance related charges including surrender charges and investment management fees. Variable Life is unsuitable for as a short term savings vehicle. The primary purpose of Variable life insurance is to provide protection against economic loss due to death of the insured person.

Flexible Death Benefit Options

Policy owners choose a level or an increasing death benefit at the time the policy is issued.

Option 1 — Level

The death benefit is equal to the total face amount. As the Policy Value increases, the pure insurance protection (Net Amount at Risk) decreases. Cost of Insurance charges are assessed on the Net Amount at Risk, which is equal to the death benefit minus the Policy Value.

Option 2 — Increasing Death Benefit

The death benefit equals the Total Face Amount plus the Policy Value each year (note that some riders are not available in combination with this option). The result is a death benefit pattern that varies based on the Policy Value. Policy owners should select the increasing death benefit option if they wish to have the Policy Value reflected in the death benefit; so that any increase in the Policy Value will increase the death benefit.

Death Benefit Option Changes

Policy owners may switch from Death Benefit Option 2 to Death Benefit Option 1 after the first policy year. This is a contractual change that must be requested in writing. A switch in options is effective on policy anniversary only. Death Benefit Option changes from Option 1 to Option 2 are not permitted.

- Changing from the Increasing Death Benefit Option 2 to the Level Death Benefit Option 1 is not considered a material change for Technical and Miscellaneous Revenue Act (TAMRA) purposes because the overall death benefit will not increase. No additional underwriting is required.

Definition of Life Insurance

There are two tests used to determine if a policy qualifies as life insurance for income tax purposes:

- The Guideline Premium Test (GPT), and
- The Cash Value Accumulation Test (CVAT).

One of these two definitions must be elected at issue. Once elected, the tax test cannot be changed. Ultimately, the choice of insurance tax tests must be made on a case-by-case basis.

- For older insured’s and in highly funded situations, CVAT may be the preferred choice.
- For minimum-funded situations, the choice of tax tests will normally not be an issue; since the death benefit will usually remain level.
- For higher funded situations, particularly for younger insureds, the choice can have a significant impact on the policy.
- Policy owners who wish to satisfy their ENLG requirement within the first ten years should elect CVAT.
- You will want to review illustrations utilizing both tests before making a decision.

Available Coverage

Base Face Amount (BFA)

All Protection VUL policies include a Base Face Amount, which is the principle life insurance coverage provided by the policy.

Supplemental Face Amount (SFA)

The Supplemental Face Amount, available after the first policy year, is an additional amount of insurance coverage that may be used to supplement the Basic Face Amount. SFA may be elected after the first policy year. Supplemental Face Amount coverage may be defined in one of three ways:

- As a level amount for the life of the policy;
- As an amount which increases by a specified percentage from year to year, over the life of the policy; or
- As an amount which increases by a specific dollar amount according to a schedule.

Supplemental Face Amount does not have a specific billable premium associated with it, and there are no surrender charges associated with this coverage. SFA uses unique Cost of Insurance rates.

SFA increases are not permitted with the LTC rider, or Disability Payment of Specified Premium riders. Increasing SFA (whether scheduled or unscheduled) affects the BFA no-lapse coverage, and is not allowed with the Extended No-Lapse Guarantee rider.

Face Amount Limits

Minimum Face Amounts

Total Face Amount:	$50,000
Base Face Amount (BFA):	$50,000

Maximum Face Amounts at Issue

Base Face Amount (BFA)

- There is no specific maximum for BFA; however the face amount is subject to underwriting and retention limits

Supplemental Face Amount (SFA)

- Up to four times the Base Face Amount is allowed
- Maximum coverage is subject to underwriting and retention limits

Face Amount Increases

BFA Coverage

- Base Face Amount increases are not permitted

SFA Coverage

- Scheduled Supplemental Face Amount increases are available up to attained age 90
- Subject to underwriting approval
- Total increases may not exceed four times the Total Face Amount at issue
- Increases in one policy year may not exceed 25% of the Total Face Amount at issue
- The minimum amount of SFA increase is $50,000
- Increasing SFA is not allowed with Term Conversions, or the Extended No-Lapse Guarantee, Disability Payment of Specified Premium or LTC

Face Amount Decreases (BFA or SFA)

- Allowed after first policy year
- Minimum requested Face Amount decrease is $50,000
- Face Amount may not be decreased below Minimum Total Face Amount
- Pro rata surrender charges will apply during the Surrender Charge period for any decrease to the BFA
- Requests to reduce the face amount or stop previously scheduled increases will terminate all future scheduled increases
- A 10% Base Face Amount decrease (from BFA at issue) is permitted without a Surrender Charge

Product Features

Issue Ages and Risk Classes

Fully-Underwritten Risk Classes	Issue Ages
Super Preferred Non Smoker	20 – 80
Preferred Non Smoker	20 – 90
Standard Plus Non Smoker	20 – 90
Standard Non Smoker	3 months–90
Preferred Smoker	20 – 90
Standard Smoker	20 – 90

Flat Extras: 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. See the Underwriting Guide for complete details.

Death Benefit Guarantees

The basic No-Lapse Guarantee (NLG) and the Extended No Lapse Guarantee (ENLG) rider both guarantee the policy owner's coverage against lapsing regardless of the policy's current Net Cash Surrender Value. The basic NLG comes standard with every Protection VUL policy, and the ENLG rider is optional. The ENLG may be used to extend the standard no-lapse benefit on the Base Face Amount coverage from one-year beyond the basic NLG period, up to (age 90) if desired – or any duration in-between.

As long as premium payments (minus policy debt and withdrawals) are sufficient to keep the NLG and/or ENLG rider in effect (by meeting the Cumulative Premium Tests), coverage cannot be terminated. The basic No-Lapse Guarantee is detailed below, and the ENLG rider is described in the Policy Riders section of this guide.

Basic No-Lapse Guarantee

The basic NLG is automatically included with all policies. This guarantee assures that coverage will not lapse during the basic NLG period as long as the Cumulative Premium Test is met – even if the Net Cash Surrender value falls to zero. The length of the basic NLG protection varies depending on the type of coverage:

- Base Face Amount (BFA) – The NLG benefit guarantees the BFA coverage for the first 20 policy years.
- Supplemental Face Amount (SFA) – Any SFA is guaranteed for the first 2 policy years.
- Increasing SFA – If increasing SFA coverage is elected (either scheduled or unscheduled), the Base Face Amount no-lapse coverage is also limited to the first 2 policy years, instead of the 20 years normally guaranteed.

The length of BFA no-lapse coverage may be less for older ages. This applies as follows:

- Issue Ages 0-70 – the NLG duration is the lesser of 20 years, or to age 75.
- Issue Ages 70+ – the NLG duration is 5 years.

NLG Cumulative Premium Test

An NLG Cumulative Premium Test is performed when the policy's Net Cash Surrender Value (Gross Cash Surrender Value less any policy debt) equals zero during the NLG period. The Policy satisfies the Cumulative Premium Test if the sum of the premiums paid, less any policy debt and less withdrawals is equal to or greater than the sum of the monthly NLG premiums from policy issue. The NLG Premium is shown in the policy illustration and on the policy pages and policy owner annual statements.

Because the Cumulative Premium Test is only done when the Net Cash Surrender Value falls to zero, policy owners can vary their premium payments during the NLG period. If policy owners choose to skip, or decrease premium payments, and then later fail to meet the Cumulative Premium Test; they can always pay "catch-up" premiums (prior to the policy lapsing) to keep the coverage in force. **There is no penalty or interest charged on catch-up premiums.**

Death Benefit Option Change
The basic No Lapse Guarantee does not terminate if the Death Benefit Option is changed; however the NLG premium requirement will be recalculated.

Quit Smoking Incentive

The Quit Smoking Incentive (QSI) allows Preferred and Standard Smokers to automatically receive Standard Non Smoker current policy charges for the first three policy years.

- For insureds age 70 and younger, underwriting evidence requirements for this risk reclassification will be limited to the completion of a microurinalysis, the Request for Policy Changes That Require Underwriting Approval form, and the Tobacco Use Questionnaire. The insured must have quit smoking for 1 full year and microurinalysis must be negative for nicotine or its metabolites. Additional underwriting evidence will be required for insureds age 71 and greater applying for non smoker rates.

- The earliest an insured can request a change to Non Smoker is on or after the first policy anniversary

- If the insured fails to quit smoking, policy values for years 4+ will reflect the appropriate Smoker current policy charges

- The policy owner will be required to satisfy the Smoker NLG and ENLG (if elected) premium requirements while the insured is classified as a Smoker

- Not available for substandard ratings

Note: Term Conversions and internal replacements will require additional underwriting if the original policy (replaced or converted policy) was issued more than three years ago. Policies upgraded to Standard Smoker via the HealthStyles program will require additional underwriting.

Coverage Beyond Age 121

The policy does not mature; provided that funding is sufficient, the policy will remain in force until insured's death. At age 121:

- Policy and rider charges cease
- Premiums are not required or permitted
- Interest continues to accumulate on the Fixed Account, and investment performance reflected in the Policy Value
- Withdrawals are not permitted
- New loans are available, and loan repayments continue to be accepted on existing loans
- 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)
- SFA coverage will terminate

Investment Options

Selection of Investment Options

Protection VUL offers extensive investment account options managed by some of the most impressive investment managers in the industry. There are over 70 underlying investment accounts available, including:

- Lifestyle MVP Portfolios [5]

[5] The Lifestyle MVP Portfolios in John Hancock Variable Insurance Trustdescribed above are not mutual funds available to the retail public and are only available under John Hancock's variable annuity contracts or variable life insurance policies or through participation in certain tax-qualified retirement plans. The investment advisor of the Lifestyle MVP Portfolios also manages mutual funds available to the retail public with similar names and investment

- Fixed Account
- Money Market Account

Dollar Cost Averaging (DCA)[6]

- When the policy owner elects this option, a fixed dollar amount is transferred each month from one Investment Account to one or more of the other Investment Accounts, or to the Fixed Account.
- Due to market volatility, in some months the unit price will be lower, and at other times higher.
- Purchasing a fixed dollar amount over time in this manner can in some cases result in an average cost per unit that is lower.
- Monthly transfers continue until the policy owner directs us to terminate, until the account transferred from is depleted.

Asset Allocation Balancer [7]

- Keeps the portfolio from being heavily weighted in a particular sector by automatically rebalancing assets based on the original investment guidelines
- Clients may select to rebalance monthly, quarterly, semi-annually or annually

Transfer Restrictions

Investment Accounts	• Up to two transfers per policy month are permitted from any of the variable investment options. (A 100% transfer from any account to the Money Market is not counted toward this limit.) • We reserve the right to further restrict the frequency, and dollar amount of transfers.
Fixed Account	• The maximum amount transferable from the Fixed Account in a single policy year is the greater of $2,000, 15% of the Fixed Account Value at the previous policy anniversary, or the amount transferred out of the Fixed Account in the previous policy year. • Transfers from the Fixed Account to the Money Market Account are not allowed. • First-year premiums on MEC policies are limited to a maximum of $3 million.

Transfer Fee

- The first 12 transfers per policy year are free of charge
- Subsequent transfers may be charged $25

Fixed Account Rate

- Current Rate: As declared
- Guaranteed Rate: 2.0%

Specified Monthly Deductions

Policy owners may select the investment option (or options) from which they would like the monthly policy charges deducted (instead of proportionately across all allocated investments). This gives policy owners the option to have deductions taken only from the least volatile investments.

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objectives. No representation is made, and no assurance is given, that any Lifestyle Portfolio's investment results will be comparable to the investment results of any other fund, including retail mutual funds with the same investment advisor. Past performance is no guarantee of future results.

[6] Dollar Cost Averaging (DCA) does not assure a profit or protect against loss in declining markets. Since the DCA involves continuous investments in securities regardless of fluctuating price levels of such securities, a purchaser must be willing to continue such purchases through periods of declining prices.

[7] Allocating assets to only one or a small number of the investment options (other than the Lifestyle MVP Portfolios) should not be considered a balanced investment program. In particular, allocating assets to a small number of options concentrated in particular business or market sectors will subject your contract to increased risk and volatility. Examples of business or market sectors where this risk may be particularly high include: a) technology-related businesses, including Internet-related businesses, b) small cap securities and c) foreign securities. We do not provide advice regarding appropriate investment allocations. Clients should contact their financial consultant for more details.

Flexible Premium Payments

Policy owners may choose when to make premium payments and how much to pay (the maximum subject to underwriting and tax implications).

Minimum Initial Premium (MIP)

This is the premium amount required to issue the policy, including all riders in force for the first policy month.

- The MIP is equal to 1/12 of the Annual No Lapse Guarantee Premium.
- The selection of the SFA rider may increase the minimum initial premium.
- A greater amount of initial premium is also required if the policy is backdated.

Maximum First-Year Premium

- First-year premiums on MEC policies are limited to a maximum of $3 million to the Fixed Account.
- First year premiums on all policies are limited to a maximum of 20 times the Basic Target Premium

Target Commissionable Premium (TCP)

This is the amount of premium that is fully commissionable. The target premium includes all commissionable riders and ratings. This premium will not necessarily keep the policy in force through age 120.

Planned Premium

The premium the policy owner plans to pay, subject to maximum premium limits. The Planned Premium may be changed at any time. The available premium modes are:

- Annual;
- Semi-annual;
- Quarterly; or
- Monthly (requires electronic fund transfer)

Maximum Premium

For Guideline Premium Test policies, the sum of the premiums paid may never exceed the greater of:

a) The single premium necessary to fund future benefits under the contract (DEFRA Guideline Single Premium), or

b) The sum of the maximum annual premiums to the end of the current policy year i.e. DEFRA Guideline Level Premium (GLP). This sum will end at attained age 100. The maximum premiums under this test will not increase for issue ages above 100. However, if the policy is still in-force at age 100, we do not allow for future premium payments to be made.

7-Pay Premium

The 7-pay premiums will be based on the 2001 CSO sex-distinct, Unismoke mortality, and 4% interest. The 7-pay test is initiated at issue and each time there is a material change (a change in the terms or benefits under the contract). Failure of the policy to pass the 7-pay test will result in the reclassification of the policy as a Modified Endowment Contract (MEC), rather than as a regular life insurance contract. In order to pass the 7-pay test, a policy's cumulative premium payments may not exceed the cumulative 7-pay maximum annual premium. The 7-pay premium is based on the lowest death benefit within seven years of issue using 2001 CSO mortality and 4% interest.

Policy Riders

Extended No Lapse Guarantee (ENLG) Rider

The optional ENLG rider extends the basic No-Lapse Guarantee coverage period provided on the policy's Base Face Amount for any duration from one year beyond the standard NLG period, up to age 90. A minimum cumulative premium is required to satisfy the rider guarantee. There is also a cost for the rider that is charged to the policy beginning at issue. The rider can only be added at issue, and cannot be reinstated if it should terminate. The duration of the ENLG period is set at issue, and cannot be changed after the policy is in force.

When the ENLG rider is elected, premiums allocations are limited to investment options allowed with the rider. These options include:

- The Lifestyle MVP Portfolios;
- Our Pre-Built Asset Allocation Options;
- A Money Market account; and/or fixed account.

Our actively managed Lifestyle MVP Portfolios and the Pre-Built Asset Allocation Options offer strong cash value accumulation potential, and provide the opportunity to allocate 100% of premiums to equity investments within a guaranteed death benefit product. Additionally, the ENLG rider investment options allow clients to create a properly diversified portfolio without the trouble of selecting individual investment accounts. The policy owner may choose between any of the approved investment options, selecting the combination that best reflects their investment objectives and risk tolerance; whether that is conservative, aggressive, or somewhere in-between.

Issue Ages	Available to issue ages 0-84.
No-Lapse Duration	The policy owner may choose an ENLG duration ranging from one year beyond the standard Base Face Amount no-lapse coverage period, up to age 90. The ENLG duration is selected at time of policy issue, and may not be changed thereafter.
Cumulative Premium Test	An Extended Cumulative Premium Test is performed on each processing date during the Extended No-Lapse Guarantee Period. The policy satisfies this test if the sum of the premiums received, plus any Extended No-Lapse Guarantee Credit (described below), less any policy debt, and less any withdrawals, taken on or before the test date is at least equal to the sum of the monthly Extended No-Lapse Guarantee Premiums due from the policy date to the date of this test.
ENLG Premium Catch-Up	If at the time of default the policy has failed both ENLG Premium tests, then the policy owner also has the option to pay a “catch-up” premium to cover the shortfall necessary to meet ENLG Premium Test.
ENLG Premium Credits	Extended No-Lapse Guarantee Premium credits may help satisfy the Extended No-Lapse Guarantee Cumulative Premium Test and are earned on any monthly Processing date that net premiums received to date less any Policy Debt and withdrawals, exceeds the Extended No-Lapse Guarantee Premium Credit Threshold Factor multiplied by the sum of annual ENLG premiums from the policy date to the current processing date.
Cost	The cost of this rider is deducted monthly from the policy value. The current rates are equal to the guaranteed, and vary by issue age, gender, risk class, and Death Benefit Option.
Termination	The Extended No Lapse Guarantee rider will terminate under any of the following conditions (see the rider contract for full details): • The ENLG period ends; • The policy owner requests that the rider be terminated; • Supplemental Face Amount coverage is added or increased; • The policy is terminated and then reinstated (the rider will not be reinstated); or • The Overloan Protection Rider is exercised.

Alternative Cash Value (ACV) Rider

The ACV Rider is only available when the ENLG Rider is elected. This rider lowers the Base Face Amount charges of a policy, while increasing the ENLG rider premium.

Cost	ENLG rider premiums are increased.
Compensation	This rider spreads the payment of compensation over the course of four years. This rider impacts compensation and extends the chargeback period.

Termination

- The ENLG period ends;
- The policy owner requests that the ENLG rider be terminated;
- Supplemental Face Amount coverage is added or increased;

The policy is terminated and then reinstated (the rider will not be reinstated);

Overloan Protection Rider

The Overloan Protection (OLP) Rider creates a paid-up policy in those situations where the policy has incurred excessive indebtedness. The rider waives future monthly deductions so that the policy does not lapse, possibly preventing a taxable event.

Issue Ages

Available to issue ages 0 – 90.

Availability

This rider may be exercised upon policy owner request. There is no charge for the benefit, unless exercised (see exercise conditions below).

Exercise Conditions

In order for this rider to be exercised, Policy Debt must exceed the Total Face Amount, and there needs to be sufficient un-loaned Policy Value to cover the rider charge. Also, there are a number of additional requirements to exercise:

- The policy can not be a Modified Endowment Contract (MEC).
- The policy must have been in force for a minimum of 15 years.
- The insured must have attained age 75 or older.
- The current Death Benefit Option must be Option 1.

After Exercise [8]

No further premium payments will be accepted. Also:

- The ENLG rider, if in effect, will be terminated.
- All un-loaned Policy Value will be transferred to the Fixed Account.
- Loan interest on the outstanding indebtedness will continue to accrue.
- No further loans or withdrawals will be allowed.
- Loan repayments can continue to be made.

Cost

There is a one-time charge for this rider, assessed only at the time of exercise. The amount of the charge is a rate times the Gross Policy Value when the rider is exercised. The OLP rate varies by the insured's attained age.

Disability Payment of Specified Premium (DPSP) Rider

The Disability Payment of Specified Premium rider pays policy premiums in the event that the insured becomes totally disabled. The premium amount covered by this rider is elected at issue, but may be decreased by the policy owner afterward. Any increase requires underwriting approval. If the insured should become totally disabled, there is a six month elimination period; after which the rider benefit begins. The first benefit amount includes all premiums that would have been paid back to the beginning of the elimination period.

Issue Ages

Available to issue ages 20 – 60.

Issue Restrictions

- This rider is not available with increasing SFA coverage.

[8] When the Overloan Protection rider causes the policy to be converted into a fixed policy, there is risk that the Internal Revenue Service could assert that the policy has been effectively terminated, and that the outstanding loan balance treated as a distribution. Depending on the circumstances, all or part of such deemed distribution may be taxable as income. The policy owner should consult a tax adviser as to the risks associated with exercising the Overloan Protection Rider.

- Also, it is not offered on policies with a rating in excess of 200%, or flat extra over $10.

Maximum Specified Premium The maximum monthly premium limit for this rider is the lesser of 1/12 of the Age 90 ENLG rider Premium; 1/12 the Annual Premium or $3,500. This amount may vary by state.

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Benefit Duration

- *For a disability that begins before the Policy Anniversary nearest the insured's 60th birthday* – The specified premium amount is paid while the insured remains disabled until the policy is terminated.
- *For a disability that begins on or after the Policy Anniversary nearest the insured's 60th birthday* – The specified premium amount is paid while the insured remains disabled until the policy anniversary nearest the insured's 65th birthday, or the policy is terminated, whichever comes first.

Cost The cost of this rider is an amount per $1000 of monthly specified premium. The cost varies by insured's issue age, gender, and smoking status. The charge ceases when the rider terminates.

Termination The policy owner can terminate this rider at any time. The rider automatically terminates on the policy anniversary nearest the insured's 65th birthday, or when the policy is terminated.

Accelerated Benefit Rider

The Accelerated Benefit Rider provides a "living benefit" if the insured is certified to be terminally ill (documented life expectancy of one year or less). This rider provides up to 50% of the death benefit, with a maximum of $1,000,000. The benefit may be added at any time to a policy in good standing, regardless of current health, provided that the policy meets the following conditions:

Age Restrictions There are no age restrictions to add or exercise this rider.

Other Conditions

- There must be at least one year remaining in the benefit period.
- The consent of an irrevocable beneficiary and/or an assignee (if any) is required.
- The benefit must be claimed voluntarily and not to satisfy creditors or for government benefits.

Death Benefit Reduction The death benefit is reduced by the rider benefit amount plus one year's interest at current variable loan rates on the benefit paid.

Cost There is no additional charge for this rider, and its addition to a policy does not affect the premiums due or any interest paid on the policy.

Long Term Care (LTC) Rider [9]

The LTC rider provides funds to help pay for qualified long term care expenses by accelerating the death benefit. Maximum monthly benefit based on 1%, 2%, or 4% of the policy death benefit elected at issue.

- Not available with Increasing SFA, or Death Benefit Option 2
- In New York, LTC benefit is only available when the Accelerated Benefit rider has also been elected
- A separate charge is deducted if this optional rider is selected.

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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 www.jhsalesnet.com to verify state availability. This rider has exclusions and limitations, reductions of benefits, and terms under which the rider may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

- If the LTC Rider is selected, the maximum death benefit is the amount that would result in $50,000 of maximum monthly benefit, but can never be greater than $5,000,000 of Face Amount at issue.

Note: for additional information on this rider, please see the LTC rider Technical Guide, which is available at www.jhsalesnet.com.

Policy Fees & Charges

Premium Charge

The premium charge is a percentage of each premium paid, which is deducted from the premium at the time that it is received, before applying the payment to the Policy Value.

Current and Guaranteed Policy Years 1–5:
• 8% of premium paid up to the first tier Premium Charge Limit
• 2% of premium in excess of the Premium Charge Limit

Policy Years 6+:
• 2% of premium received

• 2% of premium paid up to the first tier Premium Charge Limit
• 2% of premium in excess of the Premium Charge Limit

Administrative Charge

This charge is a flat fee applied each month as part of the Monthly Deduction. The fee remains the same as long as the policy is in force. The current and guaranteed charge is the same.

- All policy years $15 per month

Per $1,000 Base Face Amount Charge

The per $1,000 Base Face Amount Charge is known more simply as the *Base Face Amount Charge* in the policy contract and all client materials. This is a monthly charge per $1,000 of current BFA.

- The charge applies in the first eight policy years.
- The current rates are equal to the guaranteed rates, except for Smokers in years 1-3 (when the guaranteed rate is higher).
- The Per $1,000 rate varies by issue age, gender, and risk class.

Asset Based Risk Charge (ABRC)

The ABRC is a percentage of the policy's accumulated value invested in the separate accounts. It does not apply to any value in the fixed account or any loaned value. The charge is expressed below in both annual and monthly percentages; however the charge is deducted monthly (using the monthly percentage).

Current	Annual Rate	Monthly Rate
Policy Years 1-15	0.900%	0.075%
Policy Years 16+	0.000%	0.000%

Guaranteed		
Policy Years 1-15	0.900%	0.075%
Policy Years 16+	0.240%	0.020%

Cost of Insurance (COI) Charge

The COI is a charge per $1,000 of Net Amount at Risk that is deducted monthly for the BFA and SFA coverages.

- Current BFA and SFA COI rates are equal to one another.
- Current Standard Non Smoker rates are used for the first three years for Preferred and Standard Smokers.
- The current COI rates vary based on issue age, gender, risk class, and policy duration.
- The guaranteed rates do not exceed the 2001 CSO sex distinct, smoker distinct mortality table rates, and are listed in the policy contract.

Surrender Charge

A Surrender Charge is deducted in the event of a full surrender, and is charged on a pro-rata basis for a withdrawal that results in a Base Face Amount decrease.

- The Surrender Charge is calculated as a percent of first year premium paid up to one Base Policy Target premium.
- The Surrender Charge is only applied to the Base Face Amount. There is no charge applicable to the SFA.
- Surrender Charge rate varies by issue age and duration.
- The Surrender Charge period lasts for 10 years from issue.
- The charge is level for the first four policy years, then grades down monthly according to an amortization schedule, with a rate of 0% in policy years 11 and thereafter.

Accessing the Policy Value

There are two methods for accessing the Policy Value: Policy Loans and a Withdrawal of Policy Value [10].

Policy Loans

The net death benefit is reduced by the amount of the loan. If the policy should lapse while a loan is outstanding, the loan will be treated as a distribution from the policy, and there may be tax consequences as a result.

Availability Policy loans are available at any time after the policy is in-force.

Minimum Loan $500

Maximum Loan The maximum loan amount available is the Net Cash Surrender Value (the Cash Surrender Value adjusted for any outstanding loans), minus estimated loan interest and the Monthly Deductions due to the next Policy Anniversary; however the amount available is never less than 90% of the Net Cash Surrender Value.

Policy Loan Rates The loan spread is the difference between the loan rate charged and the interest rate credited to the policy's loan account. This is the net cost of borrowing against the Policy Value.

		Interest Charged	Interest Credited	Loan Spread
Current	Years 1-10	3.25%	2.00%	1.25%
	Years 11+	2.00%	2.00%	0.00%
Guaranteed [11]	Years 1-10	3.25%	2.00%	1.25%

[10] 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 59 ½. Cash value available for loans and withdrawals may be more or less than originally invested.

[11] Except in New York, the loan interest credited is guaranteed to be no less than this rate, and the loan interest charged and loan spread are guaranteed to be no greater than these rates. The guaranteed maximum loan spread for New York policies differs from that of other states. On a guaranteed basis, the spread is 1.50% in years 1-10 and 0.25% in years 11+. The current rate is the same as non-New York policies.

	Years 11+	2.25%	2.00%	0.25%

Tax Considerations

Based on current tax laws, loans are not taxed as long as the policy is not a Modified Endowment Contract (MEC) and the policy stays in-force.

Withdrawal of Policy Value

The death benefit will decrease by the amount of the withdrawal or by a greater amount than the withdrawal if the policy is in corridor. If the withdrawal occurs during the policy Surrender Charge period, a proportionate amount of the Surrender Charge will be applied to the BFA decrease amount.

Availability	Withdrawals are allowed once per policy month after the first policy year.
Minimum Withdrawal	$500
Maximum Withdrawal	The remaining Net Cash Surrender Value after a withdrawal must be at least equal to 3 times the Monthly Deductions at the time of the withdrawal.

Glossary of Terms

Cash Surrender Value – This is the Policy Value minus Surrender Charges.

Cost of Insurance (COI) Charge – This is the charge for the insurance protection element of a universal life policy. It is determined by multiplying the applicable Cost of Insurance rate by the Net Amount at Risk at the beginning of each policy month. The rate is based on the insured's original issue age, their gender, risk class, and current policy duration. The current Cost of Insurance rates reflect John Hancock's expectations for future mortality experience, based on current experience. The guaranteed Cost of Insurance rates are based on the 2001 CSO Unismoke Mortality Table.

Cumulative Premium Test – This is a test used to determine whether the basic No-Lapse Guarantee and/or Extended No-Lapse Guarantee are in effect. Its design is founded on simple addition and subtraction: provided the total premiums paid (minus total withdrawals, loans and loan interest) equal or exceed the total premiums required to satisfy the guarantee's Cumulative Premium Test, the policy will remain in force, even if the cash value falls to zero.

Net Amount at Risk – This is the risk that an insurance company has at a point in time on a particular policy. It is the difference between the total insurance death benefit and the Policy Value. The Net Amount at Risk is used to calculate the Cost of Insurance charge assessed against the policy.

Net Cash Surrender Value – This is the full amount available on surrender of the policy. It equals the Cash Surrender Value, less any outstanding Policy Debt amount.

Planned Premium – The premium the policy owner(s) plans to pay, subject to maximum premium limitations. The policy owner may change the Planned Premium at any time.

Policy Debt – The aggregate amount of policy loans, including borrowed interest, less any loan repayments.

Policy Value – The value of accumulated premiums paid, plus interest, less premium load, withdrawals, Face Amount Charge, Administrative Charges, Cost of Insurance, and charges for any supplemental benefits or riders. It is used to determine the policy's Net Amount at Risk in calculating the Cost of Insurance charges.

Surrender Charge – This charge is designed to cover administrative, underwriting, policy issue, selling and distribution expenses associated with a policy. The Surrender Charge is deducted in the event of a full surrender, and assessed on a pro-rata basis for a BFA decrease. This charge reduces with time.

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The No-Lapse Guarantee (NLG) is automatically included with Protection VUL. The Extended No-Lapse Guarantee (ENLG) requires an additional cost. Both guarantee that your policy will not default, even if the cash surrender value falls to zero or below, as long as the NLG and/or ENLG cumulative premium test (performed at the point of lapse) is met. At the end of the ENLG period the policy value may be insufficient to keep the policy inforce. Thereafter, premiums significantly higher than the Extended No-Lapse Guarantee premium may be required to keep the policy inforce. If you pay only the premium to satisfy the ENLG, you may be foregoing the advantage of building up policy value. In Illinois the ENLG is called "Death Benefit Protection." Loans, withdrawals, or the addition of Supplemental Coverage can result in the loss of the ENLG. This material is for informational purposes only.

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