

John Hancock

LIFE INSURANCE

PRODUCER GUIDE

PROTECTION

UL-G

Getting set for life

VERSATILE PROTECTION. GUARANTEED.

FOR AGENT USE ONLY.
NOT FOR USE WITH THE PUBLIC.



UL-G

Performance and Features¹

- Competitive compensation package
- Guaranteed coverage up to lifetime²
- Long-Term Care (LTC) rider³
- Late Payment of Premium feature and Catch-Up Provision
- Older age underwriting expertise

UL-G offers your individual and business clients universal life insurance coverage that can provide a guaranteed death benefit for life or for as long as the client needs it.

It also offers John Hancock's Long-Term Care (LTC) rider, available for clients who want to access their policy values to help pay for their long-term care expenses.

Meeting Client Needs

For clients who want the security of guaranteed death benefit protection — see how UL-G meets their needs.

NEED

Wealth transfer and business planning situations that require lifetime coverage

SOLUTION

Guaranteed Coverage: Provides death benefit guarantees for coverage up to lifetime.

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 or some of the policy death benefit to be accelerated to help pay for long-term care expenses, if needed. Any portion not used will be paid to the heirs on a tax-favored basis.

FEATURES ¹	UL-G
Product Design	Flexible Premium Universal Life Insurance
Issue Ages	3 months–90
Risk Classes/Issue Ages Non Smoker Smoker	Fully Underwritten Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 3 months–90 Preferred 20–90 Standard 20–90
Flat Extras	Flat Extras (temporary and permanent) are allowed on all fully underwritten risk classes with the exception of Super Preferred
Available Coverage	Base Face Amount (BFA)
Minimum Base Face Amount (BFA)	\$100,000
Definition of Life Insurance	<ul style="list-style-type: none"> • Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT)
Maximum First-Year Premium	<ul style="list-style-type: none"> • First-year premiums on MEC policies are limited to a maximum of \$3 million • First year premiums on all policies are limited to a maximum of 20 times the Target Premium
Minimum Initial Premium (MIP) Requirement	<ul style="list-style-type: none"> • ½ of No-Lapse Guarantee (NLG) Premium • Premium amount required to issue the policy and keep it in force for the first policy month Note: A greater amount is required if policy is backdated.
Face Amount Increases	Face Amount increases are not permitted
Face Amount Decreases	<ul style="list-style-type: none"> • Allowed after first policy year • Minimum requested Face Amount decrease is \$50,000 • Face Amount may not be decreased below Minimum Base Face Amount • Pro-rata Surrender Charges will apply during the Surrender Charge period
Death Benefit Options Option 1 Option 2 Option Change (2 to 1 only)	Face Amount Face Amount plus policy value Available after the first policy year. The change is effective on monthly processing date following a valid request from the policy owner.
Coverage Beyond Age 121	Policy does not mature; if the funding was sufficient prior to the insured's attaining age 121, the policy will remain in force until insured's death. At age 121: <ul style="list-style-type: none"> • Policy and rider charges cease • Premiums are not required or permitted • Interest continues to accumulate on the policy value • Withdrawals are not permitted • New loans are permitted and loan repayments are 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)

FEATURES ¹ (continued)	UL-G
<p>Quit Smoking Incentive</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"> • Available for issue ages 20–70 • Not available for substandard ratings • Term Conversions and internal replacements will require additional underwriting if the original policy (replaced or converted) was issued more than three years ago • Policies upgraded to Standard Smoker via the HealthStyles program will require additional underwriting • The earliest an insured can request a change to Non Smoker is on or after the first policy anniversary <p>*For more details on the underwriting evidence required, please refer to our smoking class change guidelines.</p>
<p>Late Payment of Premium Feature</p>	<p>This feature provides clients with greater death benefit guarantee protection in the event of late premium payments. As long as the premium is received within the policy month following the premium due date, it is treated as if received on the due date for the purpose of maintaining the guaranteed death benefit.</p>
<p>Catch-Up Provision</p>	<p>Policy owners may elect to guarantee their coverage for durations up to lifetime. At any time while a policy is in force, a shorter-than-lifetime guarantee (whether issued on that basis or because the policy owner deviated from the original sales illustration) can be extended beyond the current projected lapse date by paying a catch-up premium.</p> <ul style="list-style-type: none"> • If the policy was illustrated on a less-than-lifetime basis (e.g., only to age 95), the catch-up premium for a lifetime guarantee would have been included in the original sales illustration • If the policy owner shortened the guarantee period by deviating from the original policy design (e.g., by taking a loan or missing a payment), the guarantee period may still be extended by paying a catch-up premium any time before the policy lapses. An in force illustration can be requested after the first policy year to calculate the catch-up premium required to extend the duration of the guarantee.
<p>No-Lapse Guarantee</p>	<p>UL-G includes a Policy Protection Rider at issue. The Policy Protection Rider guarantees that the policy will not default, even if the Cash Surrender Value falls to zero or below, provided premium requirements are met. The maximum duration of this rider is to age 121 of the insured, but may be shorter. Factors such as, but not limited to, the amount and timing of premium payments, loans, withdrawals, or any other change allowed under the contract may impact the period of guaranteed coverage. Once terminated, the Policy Protection Rider cannot be reinstated.</p>

RIDERS	UL-G
Disability Payment of Specified Premium (DPSP)	<p>Pays a premium amount chosen by the applicant up to the modal policy protection rider premium to age 121 (not to exceed \$3,500 per month), if insured satisfies the elimination period for total and permanent disability.</p> <ul style="list-style-type: none"> • Issue ages 20–60 • \$5,000,000 maximum Face Amount on all policies • A separate monthly charge is deducted up to age 65 if this optional rider is selected
Accelerated Benefit	<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"> • The remaining death benefit is reduced by one year’s interest at current loan rates on the benefit paid • 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.
Long-Term Care (LTC)³	<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"> • Not available with increasing SFA or ROP rider • The Long-Term Care pool can differ from the Death Benefit (LTC pool can never be greater)* • In New York, the LTC rider is only available when the Accelerated Benefit rider has also been elected • A separate charge is deducted if this optional rider is selected <p>Note: If the LTC rider is selected, the maximum monthly benefit is \$50,000 per insured. *Not available in all states.</p>

POLICY VALUES		UL-G		
Interest Crediting Rate				
Current		As declared		
Guaranteed		2%		
Policy Loans⁴		<ul style="list-style-type: none"> • Policy loans are available at any time after the policy is in force • Minimum loan amount is \$500 		
Policy Loan Rates⁴		Interest Charged	Interest Credited	Loan Spread
Current				
All Years		6.00%	4.00%	2.00%
Guaranteed				
All Years		6.00%	4.00%	2.00%
Withdrawals⁴		<ul style="list-style-type: none"> • Available after the first Policy Year • Minimum withdrawal is \$500 • A partial surrender charge may apply • Partial withdrawals reduce the policy value and will affect the no-lapse guarantee calculation 		
POLICY CHARGES		UL-G		
Premium Charge		All years		
Current and Guaranteed		15%		
Administrative Charge				
Current and Guaranteed		\$10 per month		
Cost of Insurance Charge		<ul style="list-style-type: none"> • A charge per \$1,000 of Net Amount At Risk, deducted monthly • Mortality charge varies by issue age, gender, policy duration and risk class • Based on the 2001 CSO Mortality Table 		
Surrender Charge		<ul style="list-style-type: none"> • A charge per \$1,000 of Base Face Amount at issue, deducted in the event of full surrender • The Surrender Charge varies by issue age, gender and risk class • The charge grades down monthly over 18 years; and is 0% in years 19 and after 		
Contract Charge		<ul style="list-style-type: none"> • Monthly charge per \$1,000 of current BFA • Applies in all policy years • Rate varies by issue age, gender and risk class 		
Coverage Expense Charge		<ul style="list-style-type: none"> • Monthly charge per \$1,000 of current BFA • Applies in all policy years • Rate varies by issue age, gender and risk class 		

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. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
3. 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.
4. 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 taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than originally invested.

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Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116.
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