John Hancock INSURANCE

PRODUCER GUIDE

PROTECTION

PROTECTION SUL

Experience the ultimate in design and performance. For two.

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NOT FOR USE WITH THE PUBLIC.

PROTECTION

Protection SUL

Protection and Features[1]

- Industry-leading level-pay, 10-pay and single-pay premiums
- Substantial guarantees[2] that can provide coverage beyond life expectancy at older ages[3]
- Cash value accumulation potential
- Disability Payment of Specified Premium rider
- Return of Premium rider
- Quit Smoking Incentive
- Estate Preservation rider

John Hancock's Protection Survivorship Universal Life (SUL) policy is the lowest-cost survivorship policy in our portfolio; in many cases, it's the most affordable SUL 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 SUL 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.

Meeting Client Needs

Protection SUL is designed for individual and business clients who are seeking low-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 SUL performs well in a variety of funding scenarios, including level-pay, 10-pay and single-pay designs.

NEED	SOLUTION
Family income protection	*Protect future earnings:* The death benefit proceeds of a Protection SUL 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	**SOLUTION**
Estate planning	*Estate protection:* Protection SUL 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	**SOLUTION**
Business planning	*Funding buy-sell arrangements:* The affordability of Protection SUL makes it particularly appealing to use when funding the buyout of a business.
NEED	**SOLUTION**
Living benefits	*Accumulation potential:* The cash values offered by Protection SUL can be used to help pay college expenses, or provide for other income needs.[4]
NEED	**SOLUTION**
Split dollar and premium financing applications	*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	**SOLUTION**
Adding greater protection against the unexpected	*Disability Payment of Specified Premium (DPSP) rider:* Provides monthly premium deposit protection ensuring guaranteed coverage in case of total disability.

FEATURES[1]	PROTECTION SUL
Product Design	Flexible Premium Survivorship Universal Life
Issue Ages	20–90
Risk Classes/Issue Ages Non Smoker Smoker	**Fully Underwritten** Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 20–90 Preferred 20–90 Standard 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.
Available Coverage	Face Amount Only (No Supplemental Face Amount Available)
Minimum Face Amount	$250,000
Definition of Life Insurance	Cash Value Accumulation Test (CVAT)
Maximum First-Year Premium	• First year premiums on all policies are limited to a maximum of 20 times the basic Target Premium
Minimum Initial Premium (MIP) Requirement	Premium amount required to issue the policy and keep it in-force for the first policy month Note: a greater amount is required if the policy is backdated.
Face Amount Increases	Face Amount increases are not permitted
Face Amount Decreases	• Allowed after first policy year • Minimum requested Face Amount decrease is $50,000 • Face Amount may not be decreased below Minimum Face Amount • Pro-rata Surrender Charges will apply during the Surrender Charge period • A 10% Base Face Amount decrease permitted without a surrender charge at time of decrease
Death Benefit Options Option 1 Option 2 Option Change (2 to 1 only)	 Face Amount (plus Return of Premium (ROP) rider, if elected) Face Amount plus Policy Value (not available with ROP rider) Available after the first policy year. The change is effective on the monthly processing date following a valid request from the policy owner. 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.
No-Lapse Guarantee[2]	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. • The NLG duration will vary based upon issue age, gender and risk class as well as chosen funding level. The maximum no-lapse guarantee duration will be stated on the illustration and in the policy contract • Maximum no-lapse guarantee duration is to age 121 of the younger insured

FEATURES[1] (continued)	PROTECTION SUL
Coverage Beyond Age 121	Policy does not mature; provided that funding is sufficient, the policy will remain in-force until the surviving insured's death. At younger insured's age 121: • 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 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) • Persistency credit ceases
Quit Smoking Incentive	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 microurinalysis must be free of nicotine or metabolites. Please note the following: • 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 *For more details on the underwriting evidence required, please refer to our smoking class change guidelines.

RIDERS (separate charges may apply)	PROTECTION SUL
Disability Payment of Specified Premium (DPSP)	• Pays a premium amount chosen by the applicant (not to exceed $3,500 per month or 1/12 of the Target Commissionable Premium or 1/12 of the annual premium per month), if insured satisfies the elimination period for total and permanent disability • Issue ages 20–60 • $5,000,000 Maximum Face Amount on all policies • Not available with ROP • A separate monthly charge is deducted up to age 65 if this optional rider is selected
Return of Premium (ROP)	• Provides an additional insurance amount equal to a percentage of premiums paid, up to 100% • Available at issue with Death Benefit Option 1 • Not available in conjunction with DPSP, EPR and PSO • The total death benefit including ROP may never exceed five times the Face Amount (subject to underwriting, retention and reinsurance limits) • There are costs associated with the ROP rider as well as limitations on the cumulative amount that can be returned

RIDERS (separate charges may apply) (continued)	**PROTECTION SUL**
Estate Preservation (EPR)	Provides additional non-convertible coverage during the first four policy years to help cover estate taxes during this period. • Coverage is subject to underwriting restrictions and retention availability, and is not available with the ROP rider • EPR has the following rating limits (both lives): Issue ages 20–65: 500% Issue ages 66–75: 200%
Policy Split Option (PSO)	In the event of divorce or estate tax law change (within 90 days of either event), PSO allows for the split of one survivorship policy into two equal permanent single life policies, without evidence of insurability. • No surrender charge applies at the time of the policy split • Available for issue ages 20–75, when neither insured is rated • Not available with the ROP rider • There is a monthly charge for this rider

POLICY VALUES	**PROTECTION SUL**
Interest Crediting Rate	
Current	As declared
Guaranteed	2.00%
Policy Loans	• Policy loans are available at any time after the policy is in force • Minimum loan amount is $500
Policy Loan Spread	
Current	
Years	1–10 1.25%
Years	11+ 0.00%
Guaranteed*	
Years	1–10 1.25%
Years	11+ 0.25%
	* The guaranteed loan spread for New York is 1.50% in years 1–10 and 0.25% in years 11+.
Withdrawals	• Available after the first policy year • Minimum withdrawal is $500 • A partial surrender charge may apply • Withdrawals affect a policy's no-lapse guarantee calculations

POLICY VALUES (continued)	PROTECTION SUL
Persistency Credit Current Guaranteed	Beginning in Policy Year 6, a Persistency Credit is added to the Policy Value on each monthly Processing Date. • 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 • The manner in which these changes are reflected in the Persistency Credit is guaranteed in the policy • The minimum Persistency Credit is 0.025% of the Net Policy Value per month
In-Force Illustration	To 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.

POLICY CHARGES	PROTECTION SUL
Premium Charge Current and Guaranteed	Policy Year 1 • 10% of premium paid up to the Premium Charge Limit • 8% of premium in excess of the Premium Charge Limit Policy Years 2+ • 8% of all premium
Administrative Charge Current and Guaranteed	All policy years: $15 per month
Per $1,000 Face Amount Charge	• Monthly charge per $1,000 of the Premium Charge Limit • Varies by issue age, gender, risk class and policy duration • Applies in all policy years
Cost of Insurance Charge Current Guaranteed	• A charge per $1,000 of net amount at risk that is deducted monthly • Mortality charge varies by issue age, gender, risk class and policy duration • Charges based on the 2001 CSO mortality table
Surrender Charge	• A charge per $1,000 of Face Amount at issue, deducted in the event of full surrender • The Surrender Charge rate varies by issue age, gender, risk class, premiums paid in the first policy year and policy duration • The charge grades down monthly over 20 years and is 0% in years 21 and after

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 SUL 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. Based on 2008 VBT Primary Table. Life Expectancy (LE) tables are based on actual mortality experience collected from sources such as the life insurance companies and the Social Security Administration. LE tables show the average probability of death by a certain age. The LE data provided is not necessarily indicative of life expectancy, and the insured may live longer than indicated by the table. The LE tables used are not tailored to a particular situation or risk class; rather, they are based on population averages and are presented to help form a generalized idea of potential ages at death.
4. 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.

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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 02210 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

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