



Preliminary Funding Account

A simple and convenient funding strategy

The Preliminary Funding Account (PFA) is a useful tool that clients can use to provide a single lump-sum payment to max-fund their policy, while avoiding being classified as a Modified Endowment Contract (MEC).*

Key advantages



Simple and convenient

Client only has to make one upfront payment, from which the ongoing annual premiums will be automatically made to the policy, simplifying the management of the policy.



Non-modified endowment contract

The PFA allows a single lump sum to be paid without violating rules of a MEC, which in turn allows for tax-free access to cash value.



Retirement income growth potential

The PFA will earn a competitive guaranteed rate of 1.5% while the policy is being funded, resulting in more premium paid and subsequently more cash value accumulation potential for retirement income in the future.

How does PFA work?

1. Client makes a **one-time, single payment** when the policy is issued.
2. **Choose the duration of the annual premium payments from the PFA to the policy** (schedule between 3-10 years). Premium payments are automatically transferred from the PFA to the policy each year.
3. Throughout the duration, **the amount in the PFA will earn a competitive guaranteed rate of 1.5%.**

Let's look at an example:

Client (male, age 45, best risk class) purchases Accumulation IUL21R and funds the PFA with \$100,000. He elects to fund the policy over 7 years with annual premium of \$14,932.

Year	PFA value (boy)	Annual premium (pfa transfer to policy)	PFA value after transfer	Interest earned	PFA value (EOY)
1	\$100,000	-\$14,932	\$85,068	+\$1,276	\$86,344
2	\$86,344	-\$14,932	\$71,413	+\$1,071	\$72,484
3	\$72,484	-\$14,932	\$57,552	+\$863	\$58,416
4	\$58,416	-\$14,932	\$43,484	+\$652	\$44,136
5	\$44,136	-\$14,932	\$29,205	+\$438	\$29,643
6	\$29,643	-\$14,932	\$14,711	+\$221	\$14,932
7	\$14,932	-\$14,932	0	0	0

\$107,555

\$4,524 additional total premium using PFA. Provides \$20,361 of annual income at retirement, **4.8% more income than without using the PFA!**

The example shown is based on a Minimum Non-Mec Death Benefit, Option 2 changing to 1 in optimal year, using the Barclays Global MA Bonus at 5.90%. Solving for distributions from years 21-40 (withdrawals to basis and then fixed loans) with \$1 of CSV at age 121 with face reduction in optimal year. This is a supplemental illustration. Not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based are subject to change by the insurer. Actual results may be more or less favorable.

In addition to Accumulation IUL21R, the Preliminary Funding account is also available on Protection IUL 22 and Protection UL 22.

Please contact your **John Hancock sales representative** or **National Sales Support** at **888-266-7498, option 2**

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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 59½.

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

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