



# Protection

that fits your needs



Insurance products are issued by: JOHN HANCOCK LIFE INSURANCE COMPANY  
(U.S.A.), Boston, MA 02116.

LIFE-4248 8/22 Consumer

John Hancock's  
Universal Life  
Insurance

# Comprehensive and flexible coverage

**John Hancock's universal life insurance (UL) can help you:**

- Secure the financial future you picture for you and your loved ones, with features that let you tailor the policy to meet your current goals — and the flexibility to adjust as those goals change
- Live a longer, healthier life through John Hancock Vitality, our innovative wellness program that is included with all policies

## **Make the choice that fits your needs:**

**Protection UL** — an ideal choice if you are focused on death benefit protection, guarantees, flexibility and the possibility for some cash value growth.<sup>1</sup>

**Protection Survivorship UL** — a great choice that provides life insurance coverage for two people and pays the death benefit upon the death of the surviving insured.<sup>1</sup>

The life insurance policy describes coverage under the policy, exclusions and limitations, what you must do to keep your policy in force, and what would cause your policy to be discontinued. Please contact your licensed agent or John Hancock for more information, costs, and complete details on coverage in order to help you determine if the policy is suitable for your needs.



# What can a universal life policy do for you?

You have many goals in life. You want your family and business to be financially secure, you'd like a more comfortable retirement, and perhaps you're also hoping to build a larger estate to leave your heirs. In addition, you are likely striving to stay healthy so that you can enjoy as many years as possible with your loved ones.

Your John Hancock universal life policy can help you to:



Replace family income and help ensure your loved ones are financially protected



Pay for college, supplement retirement income, and more by accessing your policy's potential cash value<sup>2</sup>



Protect your assets with optional riders



Leave a tax-free legacy for your loved ones<sup>3</sup>



## There's more!

With John Hancock Vitality, you can save money and earn rewards by living a healthy life.<sup>4</sup>



## How does UL coverage work?



Your policy is issued and you pay premiums into your John Hancock universal life insurance policy



Opportunity for tax-deferred cash value accumulation, through a combination of your premium payments (minus charges and fees) and interest credits



### This allows you to:



Supplement retirement income with tax-favored distributions (via loans & withdrawals<sup>2</sup>)



Help fund education or other expenses (via loans & withdrawals<sup>2</sup>)



Leave an income tax-free death benefit to your heirs<sup>3</sup>

# What benefits and features does a John Hancock UL policy offer?

Your John Hancock universal life policy offers several benefits, features and riders — some of them optional — which means you can customize the policy to fit your specific needs. Here are the top benefits:

## Financial preservation

**Death benefit:** The primary purpose of life insurance is to help protect your family's financial future in the event of your untimely death. With proper planning, your loved ones will receive your policy's death benefit directly (without probate) on an income- and estate-tax favored basis.<sup>3</sup>

**Living benefits:** Get protected from the unexpected by purchasing optional, add-on coverage for critical illness and/or long-term care.

## Guaranteed coverage

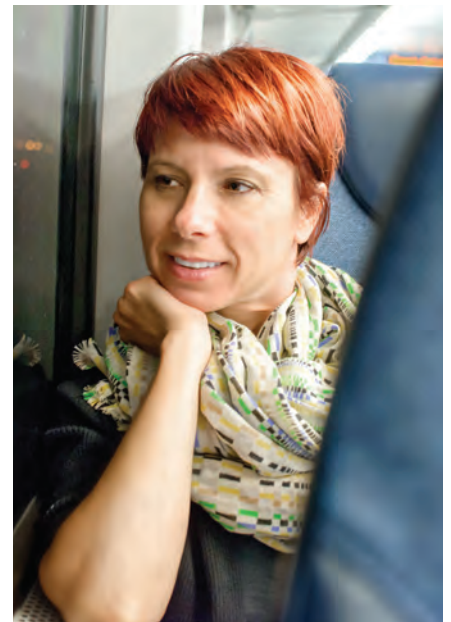
Your universal life policy provides a **strong no-lapse guarantee**, which means the policy will remain in force even if the cash surrender value falls to zero or lower.<sup>5</sup>

## Premium payment flexibility

You can vary your premium payments to better fit your financial objectives. If your primary concern is death benefit protection, you may want to fund your policy to life expectancy or beyond. But if your objective is to take advantage of your policy's cash value potential, you may want to increase the amount of your premium payments. Certain minimum premium payments are required and paying less may cause your no-lapse guarantee to terminate early.

## Access to cash value

You may also take out loans and make withdrawals against your policy's cash value to supplement retirement income or fund other expenses. As mentioned, the policy's potential cash value is built up over time through a combination of premium payments and interest credits — and grows on a tax-deferred basis.<sup>3</sup>





## How it works

### Earn Vitality Points

Participate in a range of healthy activities to earn Vitality Points — like walking, getting a good night's sleep, going to the dentist or buying healthy food

### Achieve a Vitality Status

Each year, the number of Vitality Points you accumulate will determine your Vitality Status (Bronze, Silver, Gold, or Platinum).

### Get rewarded

The more you participate, the more points you earn, the higher your Vitality Status, and the greater your rewards and discounts

**If you're living with diabetes, John Hancock Aspire<sup>11</sup> can offer even more, including:**

- **Tools and resources** to support your day-to-day health
- Additional **opportunities to earn** Vitality Points for managing your health

## Explore the benefits of Vitality

John Hancock Vitality can offer you financial preservation along with rewards for making healthy choices. There are two great versions of the program to choose from:

### Vitality GO

With this version of the program, included on all our flagship products, you can enjoy the following discounts and savings, plus access to health and wellness info — at no additional cost.

- **Discounts on wearable fitness devices**
- **Savings on eligible healthy food items** at the grocery store<sup>6</sup>
- **Discounts from REI<sup>7</sup>** and other popular retailers
- **Free personalized tips and content** from experts on how to live a healthy life

**If you would like to earn more rewards**, you can upgrade to Vitality PLUS at any point in the first 25 months of owning your policy. Your Vitality GO Status and Points will automatically transfer over!

### Vitality PLUS

Access all the benefits of Vitality GO, plus the following exclusive incentives, rewards and discounts for as little as \$2.00 a month (\$4 for Protection SUL).

- **Premium savings** potential for making healthy choices<sup>4</sup>
- **Choose from one of the latest fitness wearables:**



**The latest Apple Watch® for as little as \$25 plus tax,** earned with regular exercise<sup>8</sup>



**Complimentary Amazon Halo<sup>12</sup>** and a free, three-year Halo membership\*

- **Exclusive travel discounts<sup>9</sup>**
- **A one-year Amazon Prime membership** when you reach Platinum status three years in a row
- **Free subscription to Headspace®,** a top-rated meditation app<sup>10</sup>

\* Or you can choose a complimentary Fitbit® device

Vitality is the provider of the John Hancock Vitality Program in connection with your life insurance policy and Healthy Engagement Rider. John Hancock Vitality Program rewards and discounts are available only to the persons insured under the eligible life insurance policy, are subject to change and are not guaranteed to remain the same for the life of the policy. To be eligible to earn rewards and discounts by participating in the Vitality program, the insured must register for Vitality and complete the Vitality Health Review (VHR).

# Key terms

Permanent life insurance	Permanent life insurance is a policy you can have for your entire life (as opposed to Term insurance, which is for a specified number of years). Typically, permanent life insurance combines a death benefit with a savings component that allows the policy to build cash value — which the policy owner may be able to borrow or withdraw funds from. <sup>2</sup>
Flexible premium <sup>5</sup>	A premium is the payment you make to the life insurance company for your policy. A universal life insurance policy features a “flexible premium,” giving you some choices in the amount and scheduling of your premium payments. See page 3 for further details.
Cash value	Any premium payments above the set cost-of-insurance charge and other policy fees are applied to the policy’s cash value (also called policy value). The cash value in a universal life insurance policy accumulates based on a declared interest rate set by the insurance company. See page 3 for details on how you can access your policy value.
No-lapse guarantee <sup>4</sup>	A no-lapse guarantee ensures your policy will remain in force even if your policy value drops (providing a certain minimum premium payment is made as specified in your policy contract). (See page 3 for more information on the no-lapse guarantee offered with John Hancock universal life policies.)

## Strength. Stability. John Hancock.

John Hancock is among the highest-rated companies for financial strength and stability as demonstrated by its A+ rating from A.M. Best.<sup>13</sup> Financial strength ratings are a comprehensive measure of a company’s financial strength and stability, and are important as they reflect a life insurance company’s ability to pay claims in the future.

With 160 years of experience, John Hancock offers clients a diverse range of insurance products and services through its extensive network of employees, agents, and distribution partners.

INSURANCE PRODUCTS:		
Not FDIC Insured	Not Bank Guaranteed	May Lose Value
Not a Deposit	Not Insured by Any Federal Government Agency	



For more information on this or other life insurance products,  
please contact your insurance agent.

1. Insurance policies and/or associated riders and features may not be available in all states. Protection UL and Protection SUL are not available in New York. Some riders may have additional fees and expenses associated with them.
  2. 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. Withdrawals are available after the first policy year.
  3. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are few exceptions such as when a life insurance policy has been transferred for valuable consideration. Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. Prospective purchasers should consult their tax professional for details.
  4. Please consult your insurance agent as to how premium savings or otherwise changing the amount or frequency of your premium payments may affect the policy you purchase. Paying a premium that differs from an originally illustrated amount could reduce the duration of your policy's Death Benefit Protection feature or impact other features of your policy and may have federal tax consequences. Premium savings are in comparison to the same John Hancock policy without the Vitality program. Premium savings over the life of the policy will vary based upon policy type, the terms of the policy, and the level of the insured's participation in the John Hancock Vitality program.
  5. Protection UL and Protection SUL policies automatically include a no-lapse guarantee (NLG) 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. Policyholders who pay only the minimum premium required to keep the Death Benefit Protection in effect may forego the advantage of building significant cash value in this policy. The no-lapse guarantee under the Death Benefit Protection has a maximum duration to age 121. The duration of the no-lapse guarantee coverage may be less, depending upon the funding level chosen by the policy owner. The maximum duration of the NLG varies by product, with lesser durations for older ages. The NLG duration is stated in the contract and reflected in the illustration's guaranteed net death benefit column. At the end of the NLG duration, premiums greater than those originally illustrated may be required to maintain coverage. Factors such as, but not limited to, the amount and timing of premium payments, loans, withdrawals, or any other change allowed under the contract could potentially terminate the no-lapse guarantee. Once terminated, the Death Benefit Protection feature cannot be reinstated.
  6. HealthyFood savings are based on qualifying purchases and may vary based on the terms of the John Hancock Vitality Program. The HealthyFood program is currently not available in Guam.
  7. REI is not affiliated with the John Hancock Vitality Program. REI does not sponsor, endorse or have any responsibility for this promotion.
  8. Apple Watch program is not available in New York or Puerto Rico. Apple Watches ordered through John Hancock Vitality may not be shipped to addresses in Guam. Once you become a Vitality PLUS member and complete the Vitality Health Review (VHR), you can order Apple Watch by electronically signing, at checkout, a Retail Installment Agreement with the Vitality Group, for the retail price of the watch. After an initial payment of \$25 plus tax, over the next two years, monthly out-of-pocket payments are based on the number of Standard Workouts (10,000 to 14,999 steps) and Advanced Workouts (15,000 steps) or the applicable Active Calorie thresholds. The step counts required for Standard and Advanced Workouts are reduced for members beginning at age 71+. One-time upgrade fees plus taxes apply if you choose (GPS + Cellular) versions of Apple Watch, larger watch case sizes, and certain bands and case materials. For more information, please visit [JohnHancockInsurance.com](http://JohnHancockInsurance.com). Apple is not a participant in or sponsor of this promotion. Apple Watch is a registered trademark of Apple Inc. All rights reserved.
  9. Travel discounts are not available in New York. Travel discounts valid for 3 bookings per program year. The amount of discount will vary based upon the Vitality Member's Vitality status (Bronze, Silver, Gold, Platinum) and will only apply to the first \$1000 of the booking cost.
  10. The meditation portion of the program is compatible with apps such as Breathe, Buddhify, Calm and Headspace.
  11. The benefits available under Aspire can vary depending on whether the insured has Type 1 or Type 2 diabetes, the type and coverage amount of the life insurance policy purchased and the level of engagement with the John Hancock Vitality Program. Certain aspects of Aspire may change over time. There is no coordination between Aspire and any health benefits you may receive from an insurance policy, health plan, or any other wellness programs you may be enrolled in. Aspire is not available in New York, Idaho and Puerto Rico.
  12. The complimentary Amazon Halo device and three-year Halo membership are only available to new Vitality PLUS Members and are not available with policies issued in New York, Puerto Rico and Guam. At the end of the complimentary Amazon Halo health and wellness membership, charges will apply automatically to the credit card on file with Amazon.com unless the membership is opted out of. Amazon Halo allows Vitality members to earn Vitality Points for physical activity, Halo Sleep and Halo Programs. The Amazon Halo health and wellness membership is required to earn Vitality Points for Halo Sleep and access the full catalog of Halo content. Other features of Halo are not eligible for Vitality Points with the Vitality Program. Amazon and all related marks are trademarks of Amazon.com, Inc. or its affiliates.
  13. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of March 31, 2022, is subject to change, and applies to John Hancock Life Insurance Company (U.S.A.) and John Hancock Life Insurance Company of New York as a measure of each company's financial ability to pay claims and to honor any guarantees provided by the contract and any applicable optional riders. These companies have also received additional financial strength ratings from other rating agencies. Financial strength ratings are not an assessment, recommendation, or guarantee of specific products and their investment returns or value, do not apply to individual securities held in any portfolio or the practices of an insurance company, and do not apply to the safety and performance of separate accounts.
- Aspire is offered through life insurance policies with the John Hancock Vitality Program. Products or services offered under the Vitality Program are not insurance and are subject to change. There may be additional costs associated with these products or services and there are additional requirements associated with participation in the program. For more information, please contact the company at [JohnHancockInsurance.com](http://JohnHancockInsurance.com) or via telephone at 888-333-2659.
- Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
- There are costs of insurance, surrender and other charges associated with these policies.
- MLI080222424-1

Policy Form Series:  
ICC21 22PROUL; 22PROUL  
ICC22 22PSUL, 22PSUL

Rider Form Series:  
17HER, ICC16 17HER, 18VCR,  
ICC18 18VCR, ICC19 19HER-S,  
19HER-S