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# Life insurance product portfolio

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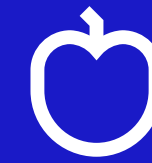


# Life insurance products for your success

The John Hancock life insurance portfolio is a comprehensive suite of universal, indexed, variable and term products designed to be among the most competitive in the industry.

And when you combine the power of a John Hancock life insurance policy with the value and incentives of the John Hancock Vitality Program, you have a powerful combination to help your clients protect and preserve their wealth and maintain their health.

Our goal is to make the sales process as easy as possible for you. We've created this easy-to-use reference guide, organized by product type and key benefits to help you quickly match our products with your clients' specific needs and goals.



## John Hancock Vitality

At John Hancock, we want to help your clients get the financial protection they are looking for and help them live longer, healthier lives. That's why we introduced John Hancock Vitality — life insurance designed to protect wealth and maintain health.

There are two versions of the John Hancock Vitality Program to choose from: Vitality GO, a basic version that comes with every John Hancock life insurance policy at no cost, and Vitality PLUS, which includes more opportunities for rewards, discounts and significant premium savings.

Vitality GO is not available with policies issued in New York & Puerto Rico.

Vitality PLUS is not available on Protection Term.



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# Universal life insurance

Universal life insurance is a current assumption permanent insurance that provides lifetime protection and cash value accumulation potential. Changes will happen over the course of your clients’ lives, and universal life insurance can offer them the opportunity to change with it.

Universal life product	Issue age	Minimum face amount	Features	Riders	Death benefit guarantees
<b>Protection UL</b> <ul style="list-style-type: none"><li>• Low premiums, strong guarantees and cash value growth potential</li><li>• Strong choice for clients ages 35+ seeking low-cost death benefit protection</li></ul>	3 months–90	\$50,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Zero net cost loans</li><li>• Quit Smoking Incentive</li><li>• Enhanced targets for policies with qualifying lump-sum payments</li><li>• Patented LifeTrack billing technology</li></ul>	<ul style="list-style-type: none"><li>• Long-Term Care</li><li>• Chronic Illness rider</li><li>• Accelerated Death Benefit for Chronic Illness</li><li>• Disability Payment of Specified Premium</li><li>• Accelerated Death Benefit for Terminal Illness</li><li>• Cash Value Enhancement</li><li>• Preliminary Funding Account</li><li>• Return of Premium</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Critical Illness Benefit</li></ul>	<ul style="list-style-type: none"><li>• Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below</li><li>• Length of death benefit guarantee varies based on funding</li></ul>
<b>Protection SUL</b> <ul style="list-style-type: none"><li>• Low premiums, strong guarantees and cash value growth potential for two lives</li><li>• Strong choice for clients ages 40+ with industry-leading lifetime full-pay and 10-pay premium solves</li></ul>	20–90	\$250,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Zero net cost loans</li><li>• Quit Smoking Incentive</li><li>• Enhanced targets for policies with qualifying lump-sum payments</li><li>• Patented LifeTrack billing technology</li></ul>	<ul style="list-style-type: none"><li>• Estate Preservation</li><li>• Disability Payment of Specified Premium</li><li>• Return of Premium</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Preliminary Funding Account</li><li>• Cash Value Enhancement</li><li>• Policy Split Option</li></ul>	<ul style="list-style-type: none"><li>• Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below</li><li>• Length of death benefit guarantee varies based on funding</li><li>• Return of Premium = 2-year guarantee</li></ul>



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# Indexed universal life insurance

Indexed universal life is a type of flexible-premium permanent life insurance that offers the same features as traditional universal life but with an opportunity to earn interest linked to the performance of a financial index, while also protecting the policy’s cash value from market risk with a guaranteed floor of 0%. Generally, indexed universal life policies have more cash value accumulation potential than other universal life products.

Indexed universal life product	Issue age	Minimum face amount	Features	Riders	Death benefit guarantees	Interest crediting/account options
<b>Protection IUL</b> <ul style="list-style-type: none"><li>• Low premiums, strong guarantees and cash value growth potential offering downside protection</li><li>• Strong choice for clients ages 35+ seeking low-cost death benefit protection with upside potential and limited equity market exposure</li></ul>	3 months–90	\$50,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Cumulative guarantee</li><li>• Zero net cost loans</li><li>• Standard and Index loan options</li><li>• Quit Smoking Incentive</li><li>• Enhanced targets for policies with qualifying lump-sum</li><li>• LifeTrack policy management solution</li></ul>	<ul style="list-style-type: none"><li>• Long-Term Care</li><li>• Chronic Illness rider</li><li>• Accelerated Death Benefit for Chronic Illness</li><li>• Disability Payment of Specified Premium</li><li>• Cash Value Enhancement</li><li>• Accelerated Death Benefit for Terminal Illness</li><li>• Return of Premium</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Critical Illness Benefit</li><li>• Preliminary Funding Account</li></ul>	<ul style="list-style-type: none"><li>• Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below</li><li>• Length of death benefit guarantee varies based on funding</li></ul>	<ul style="list-style-type: none"><li>• Fixed Account</li><li>• Select Capped Indexed Account</li><li>• Barclays Global MA Bonus Indexed Account</li><li>• Barclays Global MA Classic Indexed Account</li><li>• Barclays Global MA Plus Indexed Account</li><li>• Base Capped Two Year Indexed Account</li><li>• Capped Indexed Account</li><li>• High Capped Indexed Account</li><li>• High Par Capped Indexed Account</li><li>• Guaranteed 0% Floor — ensuring policy will never experience negative returns</li></ul>
<b>Protection SIUL</b> <ul style="list-style-type: none"><li>• Low premiums, strong guarantees and cash value growth potential offering downside protection for two lives</li><li>• Strong choice for couples ages 40+ seeking low-cost survivorship death benefit protection with upside potential and limited equity market exposure</li></ul>	20–90	\$250,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Cumulative guarantee</li><li>• Zero net cost loans</li><li>• Standard and Index loan options</li><li>• Quit Smoking Incentive</li><li>• Enhanced targets for policies with qualifying lump-sum</li><li>• LifeTrack policy management solution</li></ul>	<ul style="list-style-type: none"><li>• Return of Premium</li><li>• Estate Preservation</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Preliminary Funding Account</li><li>• Cash Value Enhancement</li><li>• Policy Split Option</li></ul>	<ul style="list-style-type: none"><li>• Death Benefit Protection feature can guarantee the policy will not default even if the cash surrender value falls to zero or below</li><li>• Length of death benefit guarantee varies based on funding</li></ul>	<ul style="list-style-type: none"><li>• Fixed Account</li><li>• Select Capped Indexed Account</li><li>• Barclays Global MA Bonus Indexed Account</li><li>• Barclays Global MA Classic Indexed Account</li><li>• Barclays Global MA Plus Indexed Account</li><li>• Base Capped Two Year Indexed Account</li><li>• Capped Indexed Account</li><li>• High Capped Indexed Account</li><li>• High Par Capped Indexed Account</li><li>• Guaranteed 0% Floor — ensuring policy will never experience negative returns</li></ul>



Indexed universal life insurance, cont

Indexed universal life product	Issue age	Minimum face amount	Features	Riders	Death benefit guarantees	Interest crediting/account options
<b>Accumulation IUL</b> <ul style="list-style-type: none"><li>• Opportunity for strong cash value accumulation and protection from downside risk</li><li>• Strong choice for clients ages 35+ seeking cash value accumulation and retirement income with upside potential and limited equity market exposure</li></ul>	3 months–90	\$50,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Cumulative guarantee</li><li>• Standard, index and fixed index loan options</li><li>• Supplemental Face Amount</li><li>• Quit Smoking Incentive</li><li>• LifeTrack policy management solution</li></ul>	<ul style="list-style-type: none"><li>• Long-Term Care</li><li>• Disability Payment of Specified Premium</li><li>• Cash Value Enhancement</li><li>• Preliminary Funding Account</li><li>• Accelerated Death Benefit for Chronic Illness</li><li>• Accelerated Death Benefit for Terminal Illness</li><li>• Return of Premium</li><li>• Overloan Protection</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Critical Illness Benefit</li></ul>	<ul style="list-style-type: none"><li>• Base Face Amount = 15-year guarantee</li><li>• Supplemental Face Amount = 5-year guarantee</li><li>• Return of Premium = 5-year guarantee</li></ul>	<ul style="list-style-type: none"><li>• Fixed Account</li><li>• Select Capped Indexed Account</li><li>• Barclays Global MA Bonus Indexed Account</li><li>• Barclays Global MA Classic Indexed Account</li><li>• Barclays Global MA Plus Indexed Account</li><li>• Base Capped Two Year Indexed Account<sup>1</sup></li><li>• Capped Indexed Account</li><li>• High Capped Indexed Account</li><li>• High Par Capped Indexed Account</li><li>• Enhanced Capped Indexed Account</li><li>• Enhanced High Capped Indexed Account</li><li>• Base Capped Indexed Account (NY only)<sup>1</sup></li><li>• Guaranteed 0% Floor — ensuring policy will never experience negative returns</li></ul>

1. The Base Capped and Base Two Year Capped Indexed Accounts are the only Indexed Account options available on AIUL in New York.



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# Variable universal life insurance

Variable universal life insurance offers permanent lifetime insurance protection, flexible premium payments and the ability to build cash value. Your clients have the opportunity to accumulate cash value by choosing from a variety of investment options across risk categories.

Variable universal life product	Issue age	Minimum face amount	Features	Riders	Death benefit guarantees	Interest crediting/account options
<b>Protection VUL</b> <ul style="list-style-type: none"><li>• Low premiums death benefit protection offering downside protection and upside potential through diversified investment accounts</li><li>• Strong choice for clients ages 35+ seeking low-cost variable death benefit protection with customizable guarantees optimized through age 100</li></ul>	3 months–90	\$50,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Zero net cost loans</li><li>• Directed deductions</li><li>• Quit Smoking Incentive</li><li>• Enhanced targets for policies with qualifying lump-sum</li><li>• Patented LifeTrack billing technology</li></ul>	<ul style="list-style-type: none"><li>• Long-Term Care</li><li>• Chronic Illness rider</li><li>• Accelerated Death Benefit for Chronic Illness</li><li>• Disability Payment of Specified Premium</li><li>• Accelerated Death Benefit for Terminal Illness</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Critical Illness Benefit</li><li>• Enhanced Death Benefit Protection rider</li></ul>	<ul style="list-style-type: none"><li>• Two flexible no-lapse guarantee options ensuring the policy will not lapse regardless of market performance during the guarantee period</li></ul>	A broad range of investment strategies including: <ul style="list-style-type: none"><li>• The diversification offered through the Lifestyle Portfolios</li><li>• Five exchange-traded fund (ETF) portfolios</li><li>• Separate account options covering every major asset class and investment style</li></ul>
<b>Accumulation VUL</b> <ul style="list-style-type: none"><li>• Competitive income and cash value accumulation potential, and strong death benefit coverage</li><li>• Designed for individual and business clients who want to accumulate cash value as a source of supplemental retirement income</li></ul>	3 months–90	\$50,000	<ul style="list-style-type: none"><li>• Rolling targets</li><li>• Zero net cost loans</li><li>• Directed deductions</li><li>• No current asset-based risk charges</li><li>• Quit Smoking Incentive</li><li>• Patented LifeTrack billing technology</li></ul>	<ul style="list-style-type: none"><li>• Long-Term Care</li><li>• Disability Payment of Specified Premium</li><li>• Cash Value Enhancement</li><li>• Accelerated Death Benefit for Chronic Illness</li><li>• Accelerated Death Benefit for Terminal Illness</li><li>• Return of Premium</li><li>• Overloan Protection</li><li>• Healthy Engagement (Vitality PLUS)</li><li>• Critical Illness Benefit</li></ul>	<ul style="list-style-type: none"><li>• Base Face Amount = 7-15 year guarantee, depending on age</li><li>• Return of Premium = 5-year guarantee</li></ul>	A broad range of investment strategies including: <ul style="list-style-type: none"><li>• The diversification offered through the Lifestyle Portfolios</li><li>• Five exchange-traded fund (ETF) portfolios</li><li>• Separate account options covering every major asset class and investment style</li><li>• Four indexed account options for clients seeking the downside protection of a 0.25% floor</li></ul>



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Variable universal life product	Issue age	Minimum face amount	Features	Riders	Death benefit guarantees	Interest crediting/account options
<b>Accumulation SVUL</b> <ul style="list-style-type: none"><li>Competitive income and cash value accumulation potential, and strong death benefit coverage for two lives</li><li>Designed for couples who want to accumulate cash value as a source of supplemental retirement income</li></ul>	20–90	\$250,000	<ul style="list-style-type: none"><li>Rolling targets</li><li>Zero net cost loans</li><li>Directed deductions</li><li>No current asset-based risk charges</li><li>Quit Smoking Incentive</li><li>Patented LifeTrack billing technology</li></ul>	<ul style="list-style-type: none"><li>Estate Preservation</li><li>Policy Split Option</li><li>Return of Premium</li><li>Cash Value Enhancement</li><li>Overloan Protection</li><li>Healthy Engagement (Vitality PLUS)</li></ul>	<ul style="list-style-type: none"><li>Base Face Amount = 5-20-year guarantee</li><li>Return of Premium = 5-year guarantee</li></ul>	<p>A broad range of investment strategies including:</p> <ul style="list-style-type: none"><li>The diversification offered through the Lifestyle Portfolios</li><li>Five exchange-traded fund (ETF) portfolios</li><li>Separate account options covering every major asset class and investment style</li><li>Two indexed account options for clients seeking the downside protection of a 0.25% floor</li></ul>



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# Term life insurance

Term insurance is essential, affordable and easy to understand. It is specifically designed to help your clients protect their family if an income earner dies unexpectedly.

Term life product	Issue age	Minimum face amount	Maximum face amount	Features	Riders
<b>Protection Term</b> <ul style="list-style-type: none"><li>Low premiums life insurance product that guarantees coverage for a specified number of years</li><li>For individual or business clients looking for an affordable and guaranteed solution</li></ul>	<ul style="list-style-type: none"><li>10-yr: 18-80</li><li>15-yr: 18-75</li><li>20-yr: 18-65</li><li>30-yr: 18–55, 18–50 (for Smokers)</li></ul>	\$250,000 (digital submission required for face amounts below \$750,000)	None. However, the maximum face amount is subject to underwriting, retention limits, and reinsurance considerations. <sup>2</sup>	<ul style="list-style-type: none"><li>10-, 15-, 20-, and 30-year<sup>3</sup> duration periods</li><li>Conversion option is available during the lesser of end of the term period or to age 70. See the Protection Term Producer Guide for further information on conversion options</li><li>Protection Term includes Vitality GO</li></ul>	<ul style="list-style-type: none"><li>Total Disability Waiver</li><li>Accelerated Death Benefit</li></ul>
<b>Vitality Term</b> <ul style="list-style-type: none"><li>Low premiums protection for a specified number of years for individuals who are inspired to save on premiums by actively engaging in the John Hancock Vitality Program</li><li>For clients who live a healthy life — or aspire to be healthier — and want to save money on premiums</li></ul>	<ul style="list-style-type: none"><li>10-yr: 20-80</li><li>15-yr: 20-75</li><li>20-yr: 20-65</li><li>30-yr: 20–55, 20–50 (for Smokers)</li></ul>	\$250,000 (digital submission required for face amounts below \$750,000)	\$30M	<ul style="list-style-type: none"><li>10-, 15-, 20-, and 30-year duration periods</li><li>During the term duration, premiums will adjust based on the Vitality Status achieved by the life insured in the previous year</li><li>Conversion option is available during the lesser of end of the term period or to age 70. See the Vitality Term Producer Guide for further information on conversion options.</li></ul>	<ul style="list-style-type: none"><li>Total Disability Waiver</li><li>Accelerated Death Benefit</li></ul>

2. Maximum Face Amount \$30M when the John Hancock Vitality Program rider is elected.

3. 30-year Term is not available in New York.





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# 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>4</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 over 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.

## For more information about any of our life insurance products:



Contact your **John Hancock Sales Representative**



Call **National Sales Support at 888-266-7498, option 2**



Visit **JHSalesHub.com**

4. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of June 30, 2023, 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.

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For details on specific product features, benefits, riders, death benefit guarantees, and certain state variations, please see the applicable product producer guide.

Accumulation IUL and Protection Term are the only products approved for sale in New York.

Allocating net premiums to a Lifestyle portfolio is designed to help reduce the market volatility that one may experience through the allocation of premiums to only one or a small number of investment options. There are risks associated with any investment and it is possible to lose money by investing in the Lifestyle portfolios. John Hancock receives investment management and other fees from the John Hancock Funds and other funds advised or subadvised by its affiliates.

The portfolios described above are not retail mutual funds and are only available under variable annuity contracts, variable life policies or through participation in tax qualified retirement plans. Although the portfolios’ investment adviser or subadvisers may manage retail mutual funds with similar names and investment objectives, no representation is made, and no assurance is given, that any portfolio’s investment results will be comparable to the investment results of any other fund, including other funds with the same investment adviser or subadviser. Past performance is no guarantee of future results.

Neither Barclays Bank PLC (“BB PLC”) nor any of its affiliates (collectively ‘Barclays’) is the issuer or producer of the John Hancock Life Insurance Company (U.S.A.)’s (the “Company” or the “Issuer”) life insurance products (the “Products”) and Barclays has no responsibilities, obligations or duties to purchasers of the Products. The Barclays Global MA Index (the “Index”) together with any Barclays indices that are components of the Index, is a trademark owned by Barclays and, together with any component indices and index data, is licensed for use by the Company as the issuer or producer of the Products.

Barclays’ only relationship with the Issuer in respect of the Index is the licensing of the Index, which is administered, compiled and published by BB PLC in its role as the index sponsor (the “Index Sponsor”) without regard to the Issuer or the Products or purchasers of the Products. Additionally, the Company as issuer or producer of the Products may for itself execute transaction(s) with Barclays in or relating to the Index in connection with the Products. Purchasers acquire the Products from the Company and purchasers neither acquire any interest in the Index nor enter into any relationship of any kind whatsoever with Barclays upon purchase of the Products. The Products are not sponsored, endorsed, sold or promoted by Barclays and Barclays makes no representation regarding the advisability of the Products or use of the Index or any data included therein. Barclays shall not be liable in any way to the Issuer, Product purchaser or to other third parties in respect of the use or accuracy of the Index or any data included therein.

***Variable life insurance is sold by product and fund prospectus, which should be read carefully. They contain information on the investment objectives, risks, charges and expenses of the variable product and its underlying investment options. These factors should be considered carefully before investing.***

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges. Variable universal life insurance products are subject to market risk and are unsuitable as a short term savings vehicle. Cash values are not guaranteed and will fluctuate, and the policy may lose value.

**There is risk as the performance of the underlying index may result in low segment interest credits that would require increase in premium payments in order to keep the policy in force.**

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.jhsaleshub.com](http://www.jhsaleshub.com) to verify state availability

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

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.

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.

Premium Savings will apply based on the Vitality status attained by the life insured. Rewards and discounts are subject to change and are not guaranteed to remain the same for the life of the policy.

Vitality is the provider of the John Hancock Vitality Program in connection with policies issued by John Hancock. John Hancock Vitality Program rewards and discounts are available only to the person insured under the eligible life insurance policy, may vary based on the type of insurance policy purchased and the state where the policy was issued, are subject to change and are not guaranteed to remain the same for the life of the policy.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595 and securities are offered through **John Hancock Distributors LLC** through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

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