



LifeCare

Hybrid IUL with LTC benefits that delivers more

John Hancock's LifeCare offers a new approach to longevity planning, providing unmatched features and benefits to help clients live well today and protect tomorrow. What's more, with no labs or traditional paramedical exams required during underwriting and policies often issued within days, you can place business quickly and easily.

Product design	Hybrid indexed UL with long-term care benefits
Highlights	<ul style="list-style-type: none">• Offers greater leverage than many hybrid products providing the opportunity for significantly more death benefit and LTC protection when it matters the most.• The initial LTC pool and death benefit are guaranteed. If the account value grows due to positive indexed account performance, it has the ability to lock in a higher guaranteed¹ minimum death benefit, increasing the long-term care benefit balance.²• Gives clients the choice of cash indemnity, reimbursement or direct provider payments at time of claim, without a reduction in the maximum monthly benefit amount (MMBA) available.• A portion of the long-term care rider premium paid may be tax-deductible or reimbursable through a Health Savings Account, when certain conditions are met.• With Vitality PLUS, clients have a lever of control to further enhance their death benefit while also earning rewards for the steps they take to live a longer, healthier, better life. Increases in the death benefit may also increase the total LTC benefit when they choose the LifeCare Long-Term Care rider.¹
Producer licensing requirements	<ul style="list-style-type: none">• LTC certification training• Life and health licensure
Issue ages	30-75
Death Benefit	<ul style="list-style-type: none">• Minimum initial death benefit amount: \$50,000• Maximum initial death benefit amount: \$500,000
Premium payment options	Single-pay, 5-pay, 10-pay, 15-pay
Risk classes	Preferred Non-Smoker, Standard Non-Smoker, Select Non-Smoker, Standard Smoker (Each risk class is eligible for a couples discount on the long-term care rider premium)
Submission and underwriting highlights	<ul style="list-style-type: none">• Licensing and appointment must be in good order before application can be signed and submitted• All LifeCare applications must be submitted via iPipeline iGO• No labs or traditional paramedical exams required• Cognitive screening via telephone interview conducted by Illumifin required for proposed insureds 60 and older• Potential for instant underwriting decisions
Customizable LTC benefit periods	At application, the client chooses between the following minimum LTC benefit periods: <ul style="list-style-type: none">• 2-year = 24 months acceleration of death benefit for LTC (no additional LTC benefits)• 4-year = 24 months acceleration of death benefit for LTC, plus 24 months additional LTC benefits• 6-year = 36 months acceleration of death benefit for LTC, plus 36 months additional LTC benefits if the LifeCare Long-Term Care Rider is elected³

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LTC growth opportunities	<ul style="list-style-type: none"> • LifeCare Long-Term Care rider: Option to track the performance of up to three indexed accounts (Select Capped Indexed Account, High Capped Indexed Account and Barclays Global MA Indexed Account), tied to the returns of a financial index, as well as a Fixed Account. Any Annual Benefit Lock Guarantee death benefit increases also increase the LTC benefit balance. • LifeCare 5% Compound Long-Term Care Inflation rider: Option for automatic increases of 5% annually, regardless of account performance. Must be elected at issue; 6-year benefit period only. The fixed premium for this rider is higher than for the LifeCare Long-Term Care rider. The initial benefit balance and maximum monthly benefit amount for this rider will be lower than with the LifeCare Long-Term Care rider. 	
Annual Benefit Lock Guarantee	<ul style="list-style-type: none"> • Growth “locked-in:” On each policy anniversary, until the insured reaches age 85, the Benefit Lock Amount is calculated based on the Policy Value and the guaranteed Benefit Lock Factor schedule established at the time of policy issue. • Higher benefit potential: When the new Benefit Lock Amount exceeds the current amount, it sets a higher guaranteed Death Benefit¹ and, consequently, a higher total LTC benefit when they choose the LifeCare Long-Term Care rider² • Downside protection: With the Annual Benefit Lock Guarantee, your clients gain both growth potential and a safety net, helping to effectively address the rising costs of care in a more impactful way. 	
One-time elimination period	<ul style="list-style-type: none"> • Must be satisfied before LTC benefits are paid • The elimination period is 90 calendar days and begins on the date of written certification that the insured is chronically ill • Long-term care services are not required to be received during the elimination period 	
Eligibility for LTC benefits	<p>Insureds are eligible to receive long-term care benefits when they meet the criteria set forth in the policy, including when they:</p> <ul style="list-style-type: none"> • Are certified as chronically ill, i.e., requiring assistance to perform two of six activities of daily living (bathing, dressing, eating, continence, transferring and toileting) for a period expected to last 90 days OR demonstrate severe cognitive impairment that requires professional care, e.g., Alzheimer’s disease, dementia, etc. • Have a written plan of care from a licensed health care practitioner • Satisfy the “Elimination Period” 	
LTC benefit payment	<p>Once the insured is eligible and approved for benefits they can be paid on a cash indemnity or reimbursement basis — or some combination of these. Benefit payments are intended to be received income tax-free with either option.</p> <ul style="list-style-type: none"> • Cash indemnity: Pays 100% of MMBA up to the IRS per diem limit in a given month, with no receipts required • Reimbursement: Pays up to the maximum monthly benefit amount (MMBA) for Qualified LTC expenses incurred, and may be paid in excess of the IRS per diem limit <p>Qualified LTC expenses can include:</p> <ul style="list-style-type: none"> • Stay-at-home services • Home health care • Adult day care • Assisted living • Nursing home care • Hospice care 	
Provider referral services	<p>We want your clients to be able to enjoy the comforts of their own home for as long possible and feel supported should the time arise when they need some level of long-term care support. To help, we currently provide customers that have LifeCare with access to The Helper Bees Provider Network. This voluntary program helps make the process of finding local home health care agencies or long-term care facilities for your specific care needs easier. The Helper Bees may also be able to negotiate discounts for home health care agencies.⁴</p>	

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Withdrawals or partial surrenders	<ul style="list-style-type: none"> • Reduce the maximum monthly benefit amount (MMBA) • Available while on claim, but will result in a recalculation of the MMBA
Policy loans	<ul style="list-style-type: none"> • A policy loan reduces the available benefit balance, but does not result in a recalculation of the MMBA, even if the loan is taken while on claim. • When a loan is present, a proportional amount of each monthly benefit payment serves to repay a portion of that loan. This amount is calculated to repay the total policy loan by the time the death benefit is fully accelerated. • Policy loans are not available after the death benefit is fully accelerated. <p><i>Note:</i> The net death benefit is reduced by the amount of the loan. Also, if the policy should lapse while a loan is outstanding, the loan will be treated as a distribution from the policy, and there may be tax consequences as a result.</p>
Accelerated Death Benefit (terminal illness) rider	<p>Provides a 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 up to \$1M.</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, plus any administrative expense charge • If a terminal illness claim is processed, all LifeCare Long-Term Care rider payments will be suspended for six months • This rider can be added at issue or post issue
Tax information⁵	<ul style="list-style-type: none"> • LTC benefit payments are designed to be received income tax-free • Life insurance death benefit proceeds are intended to be received income tax-free. • The LTC insurance premiums are separate, identifiable and are not structured as a charge against the underlying policy's cash surrender value. <p>Policy owners should consult their personal tax professionals for details.</p>

Contact your dedicated John Hancock LifeCare specialist at **844-544-5433** to learn more.

1. Assuming all planned premiums are paid.
2. The Long-Term Care Inflation rider benefit balance is not impacted by increases in the death benefit — it only increases based on 5% inflation each year.
3. If the LifeCare Long-Term Care Inflation rider is elected, the LTC benefit balance at issue will be 50% of the death benefit and will grow by 5% each year. LTC benefit payments will accelerate the death benefit until it has been reduced to \$0.00.
4. Helper Bees is a service provider providing and administering The Helper Bees Provider Network Program which is a service program being made available to certain life insurance policy holders with a long-term care rider of John Hancock. This Program is not owned or operated by John Hancock or its affiliates. John Hancock and The Helper Bees are independent companies. John Hancock does not provide medical services or advice and is not involved in the design or provision of the services provided by or through The Helper Bees. The Helper Bees Provider Network Program is neither an insurance benefit, nor a provision or service paid for under the policy. The Program and its availability may be discontinued at any time. If your clients elect to participate in this Program, all resources and services available will be provided by The Helper Bees. Applicable charges for services are the client's responsibility. Program participation is voluntary. Service availability may vary by state. Please note that John Hancock will have access to the clients' detailed information collected under The Helper Bees Provider Network Program.
5. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for federal income tax purposes. There are a few exceptions such as when a life insurance policy has been transferred for valuable consideration. In addition, state and estate taxes may apply in certain instances. The long-term care benefits are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or premiums for these riders are taxable.

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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.

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The LifeCare Long-Term Care rider and the LifeCare Long-Term Care Inflation rider accelerate the death benefit for approved long term care expenses and, depending on the benefit period selected, also offer an extension of long-term care benefits after the death benefit has been fully accelerated. When the death benefit is accelerated for long-term care expenses, it is reduced dollar for dollar, and the cash value is reduced proportionately. The riders have a maximum monthly benefit amount and are subject to underwriting. There are additional fixed premiums associated with these riders. The riders have exclusions and limitations, reductions of benefits, and terms under which it may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or licensed agents. Prospective purchasers should consult their tax professional for details.

Policy issuance is not guaranteed as any life insurance purchase is subject to completion of an application, including health questions, and underwriting approval. John Hancock may obtain additional information, including medical records, to evaluate the application for insurance; and after the policy is issued, to identify any misrepresentation in the application.

Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional premiums and expenses associated with them.

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