



Adding flexibility to protection planning

Life insurance with the Chronic Illness rider

Great news — your feedback has made John Hancock's living benefits portfolio even stronger. Our new Chronic Illness rider — an attractive alternative to our Long-Term Care rider — is now available on several permanent products and gives your clients additional flexibility, choice and control if (and when) they need it.

Upon being certified as chronically ill, this rider provides benefit payments with no restrictions on how the dollars are used. For instance, in the event of a **chronic illness it can help your clients pay for:**



All
caregivers



All care
locations



Transportation



Home
modifications



Prescriptions



Homemaker
services

How does it work?

- **Clients must elect the Chronic Illness rider at issue** — additional underwriting is required
- **To be eligible for benefits**, the insured must satisfy a 90-day elimination period upon being certified as chronically ill
 - Requiring assistance to perform at least two of six activities of daily living for a period expected to last 90 days, or
 - Having a severe cognitive impairment
- **Upon qualification, a cash indemnity benefit will be paid** — up to the maximum acceleration amount chosen at policy issue and capped at the monthly or annualized IRS per diem limit
- **No receipts required** — policyholders can choose to spend the funds in any way that best suits their needs
- **While receiving benefits, the rider charge is waived** — the death benefit will be reduced dollar-for-dollar and the cash value will be reduced proportionally
- **Chronic illness benefit pool can grow** — with an increasing death benefit

When to offer?

- Ideally suits clients seeking death benefit protection with the maximum amount of flexibility if they become chronically ill
- Initially available on several John Hancock single-life, permanent products, including:
 - Accumulation IUL
 - Accumulation VUL
 - Protection UL
 - Protection IUL
 - Protection VUL



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

THIS MATERIAL IS FOR INSTITUTIONAL/BROKER-DEALER USE ONLY. NOT FOR DISTRIBUTION OR USE WITH THE PUBLIC.

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

The Chronic Illness rider allows for an acceleration of the death benefit when the insured is certified as chronically ill. The maximum monthly benefit amount is the lower of \$30,000 or the IRS per diem limit for a given month. Accelerated benefit payments under this rider reduce the death benefit dollar for dollar by the accelerated amount and reduce the policy value proportionately. There is a monthly charge for this rider. The benefits provided by this optional rider are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or charges for this rider are taxable. This rider is not long-term care insurance.

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.

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.

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. Refer to the product prospectus for additional information.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 and securities are offered through **John Hancock Distributors LLC** through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 200 Berkeley Street, Boston, MA 02116.

MLI051326318-1