Accumulation IUL

Producer Guide

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Introduction

Why offer Accumulation IUL?

Accumulation IUL[1] is one of the most competitive products in the industry for cash value accumulation and retirement-income potential — offering the upside potential of index-linked performance with the downside protection of a guaranteed 0% floor.

1

Competitive cash value accumulation and income potential

Offers strong cash value accumulation with income potential via withdrawals and loans, including the new S&P 500 Fixed Index loan with a guaranteed bonus and loan rate.

2

Simplified policy management through SmartStart Segments

SmartStart Segments can start on the date the initial premium is paid, aligning the first-segment maturity with the first policy statement for a clear and more transparent annual review.

3

Flexibility to meet various cash value needs

The new Accumulation IUL Enhanced Cash Value (ECV) product offers solutions for clients with specific early cash value needs. The Cash Value Enhancement Plus rider maximizes year 1 cash value. The Accumulation IUL base product is designed to offer the best long-term performance.

4

Diverse indexed account options

Robust selection of indexed account options, with highly competitive caps and parameters. Linked to the performance of up to three financial indices, including a new account linked to the Nasdaq-100 index.

5

ExpressTrack underwriting

ExpressTrack is John Hancock's exam and lab free accelerated underwriting approach. With increased eligibility up to $5 million, reduced cycle times, and availability with our living benefit riders (including Long-Term Care, Chronic Illness, and Critical Illness Benefit riders), this process can help eligible policies be issued in as little as 1 day.

6

Savings and rewards for healthy living

With John Hancock Vitality, your clients' policy will automatically include Vitality GO, or they can choose an enhanced version of the program, Vitality PLUS, for $2 per month — and earn even more discounts and rewards for the everyday things they do to live longer, healthier, better lives.

Features

Feature	Description
Product design	Flexible-premium indexed universal life insurance policy
Minimum face amount	$50,000
Maximum supplemental face amount (SFA)	• Up to four times the face amount is allowed at issue • Maximum coverage is subject to underwriting and retention limits
Definition of life insurance	• Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT)
Minimum initial premium (MIP) requirement	1⁄12 of no-lapse guarantee (NLG) premium **Note:** A greater amount is required if the policy is backdated.
Target commissionable premium (TCP)	This is the amount of premium that is fully commissionable. The target premium includes all commissionable riders and ratings. This premium will not necessarily keep the policy in force through age 121.
Enhanced target premium	If premium paid in first year exceeds 2 times the basic commissionable premium, then the target commissionable premium will be increased by 20%. The target enhancement will only be paid after the premium threshold has been met. Enhanced target is only available for issue ages 70 and below.
Flat extras	Non-medical flat extras for aviation, avocations and foreign risks are allowed on all fully underwritten risk classes except Super Preferred. Medical flat extras are not allowed on risk classes better than Standard.
Death benefit options	• **Option 1:** Total face amount (plus ROP, if elected) • **Option 2:** Total face amount plus policy value (not available with ROP rider) • **Option change (2 to 1 only):** Available after first policy year. The change is effective on policy anniversary only.

More effective policy management

Accumulation IUL offers unmatched transparency to support clients in understanding and managing their life insurance policy.

The SmartStart Segment advantage:

- **SmartStart Segments start immediately:** For non-backdated policies, the first segment begins on the first day of the policy.
- **Maturity on the first statement:** The first segment maturity is now reflected in the initial annual statement, creating a more clear and transparent annual review experience.

For additional details, refer to SmartStart Segments FAQ

LifeTrack:

- **LifeTrack Performance Summary:*** designed to help clients better understand their policy and stay informed so they can meet their goals — and to guide more productive policy-review conversations — by highlighting how the policy has performed relative to assumptions made at the time of purchase and providing reminders for any policy changes shown on the as-sold illustration
- **LifeTrack billing:** an optional premium calculation that will adjust the premium by reflecting actual policy performance and assumptions about the future
- **Vitality PLUS email:** showing members how much they can save based on each Vitality Status level achieved

*The LifeTrack Performance Summary is automatically generated with the annual statement for indexed UL policies beginning in the second policy year.

Features, continued

Feature	Description
Face amount increases	**Base face amount (BFA)** • Increases are not permitted **Supplemental face amount (SFA)** • Scheduled SFA increases are available up to attained age 90 • Subject to underwriting approval • Total increases may not exceed four times total face amount at issue • Increases in one policy year may not exceed 25% of total face amount at issue • Scheduled and unscheduled SFA increases will not be allowed if net amount risk (NAR) is higher than it was at issue • Not allowed with term conversions, Return of Premium, Long-Term Care, Accelerated Death Benefit for Chronic Illness, Critical Illness Benefit, Chronic Illness and Disability Payment of Specified Premium riders
Face amount decreases	• Allowed after first policy year • Minimum face amount decrease permitted is $50,000 • BFA may not be decreased below minimum BFA • Requests to reduce face amount or stop previously scheduled increases will terminate any future scheduled increases
Cumulative Guaranteed Policy Value (CGPV)	• A notional account which provides the minimum cash surrender value for the policy. The CGPV is credited with a guaranteed interest rate of 5% in policy years 1-3 and 2% thereafter. The CGPV is only available upon full surrender or the death of the insured

Risk classes/issue ages

Fully underwritten risk classes available by age:

Risk class	Issue ages
Non-Smoker	
Super Preferred	20-80
Preferred	20-90
Standard Plus	20-90
Standard	3 months–90
Smoker	
Preferred	20-90
Standard	20-90

Maximum substandard by age

Age	Percentage
3 months–17	200%
18–70	500%
71–80	300%
81–85	200%
86–90	100%

Note: Final risk class decisions are determined on a case-by-case basis. Accumulation IUL with Vitality available for issue ages 20-90.

More options for cash value enhancement

Accumulation IUL offers a different version depending on the cash value needs of clients. Whether clients are looking for straightforward cash value growth for income in later years or have an early cash value need, John Hancock offers a solution.

Accumulation IUL (base policy)

- The Accumulation IUL base policy is designed to provide stronger long-term cash value performance than the Accumulation IUL ECV version, though offers lower early cash values

Accumulation IUL Enhanced Cash Value (ECV)

- The Accumulation IUL ECV includes the Cash Value Enhancement rider, offering higher early cash value compared to Accumulation IUL. Due to the additional rider charge, AIUL ECV will have lower long term cash values than the Accumulation IUL base policy.
- Enhances surrender value by a portion of the premium paid, increasing cash value in the first 10 years
- Rider charge is 1.25% of premiums in the first 10 years
- There is no impact to compensation for AIUL ECV
- Option to add the Cash Value Enhancement (CVE) Plus rider* for higher year 1 cash value – see Riders section for details

No-lapse guarantee (NLG)[2]

NLG guarantees that the policy will not default during the NLG period, provided certain requirements are met.

BFA

- BFA coverage guaranteed for up to 15 years based on issue age of insured
- Regardless of age, the guarantee will not be less than seven years

SFA

- SFA coverage guaranteed for five years (for all issue ages)
- If increasing SFA is elected, BFA coverage guarantee is also limited to five years

Return of Premium (ROP)

- ROP death benefit guaranteed for five years (for all issue ages)
- If ROP is elected, BFA coverage guarantee is also limited to five years

Coverage beyond age 121

Policy does not mature; rather, provided that funding is sufficient, the policy will remain in force until insured's death. At age 121:

- Policy and rider charges cease
- Premiums are not required or permitted
- Interest continues to accumulate on the Policy Value
- Loan repayments continue to be accepted on existing loans
- Interest continues to be charged on outstanding loans until death claim is made (the policy may lapse if policy debt ever equals or exceeds policy value)
- New loans and withdrawals are allowed

Quit Smoking Incentive

The Quit Smoking Incentive allows all Standard and Preferred Smokers to receive Standard Non-Smoker policy charges for the first three policy years. To maintain Non-Smoker policy charges beyond year three, the insured must provide satisfactory evidence** that he/she has quit smoking for at least 12 consecutive months and his/her microurinalysis must be free of nicotine or metabolites. Please note the following:

- Available for issue ages 20-70
- Not available for substandard ratings
- Term conversions and internal replacements will require additional underwriting if the original policy (replaced or converted) was issued more than three years ago
- The earliest an insured can request a change to Non-Smoker is on or after the first policy anniversary

*Choosing the CVE Plus rider will impact compensation
**For more details on the underwriting evidence required, please refer to our *Changing Smoking Class* flyer.

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How Accumulation IUL works

Cash value growth options

A key reason clients choose Accumulation IUL is that it offers strong cash value growth potential. They can choose several interest-crediting accounts, which can work together to build cash value in the policy. These include:

Fixed Account

Any premium allocated to the Fixed Account earns interest at a declared rate that is guaranteed never to fall below 1%.

Indexed accounts

The indexed accounts give clients more opportunities for cash value accumulation by crediting interest to the policy value (i.e., to the policy's Index Appreciation Account) based on the performance of the corresponding financial index.*

- **S&P 500® Index:** Widely regarded as the best single benchmark of the US market, this index includes 500 large cap common stocks actively traded in the United States.[3]
- **Barclays Global MA Index:** The Barclays Global MA Index (the Index) is designed to track a diversified portfolio of global financial asset components. It follows a systematic asset allocation process that aims to optimize the Index's return potential for a given level of risk, as well as to accommodate short-term market trends through its volatility control mechanism. The index has the ability to rebalance among the components as often as daily.[3]
- **The Nasdaq-100 Index:** The Nasdaq-100 Index is a globally recognized index that tracks the performance of the 100 largest non-financial companies on the Nasdaq Stock Market. This index includes companies from diverse industries like technology, retail, health care, telecommunications and more.[3]

*You cannot invest directly in the indices. 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 the keep the policy in force.
**The Base Capped and Base Capped Two Year Indexed Accounts are the only indexed account options available on Accumulation IUL and Accumulation IUL ECV in New York.

A diverse range of indexed account options

To help meet their specific goals, clients can choose from a wide range of indexed account options.

Indexed account option	Indexed to
Base Capped Account** Opportunity for upside potential with downside protection	S&P 500
Base Capped Two Year Indexed Account (New York only)** Opportunity for greater upside potential over a two-year segment term	S&P 500
Base Capped Bonus Indexed Account The opportunity for upside potential with a guaranteed bonus	S&P 500
Select Capped Indexed Account Opportunity for upside potential with a guaranteed indexed account multiplier	S&P 500
Barclays Global MA Classic Indexed Account Opportunity for more consistent, stable returns linked to components across multiple asset classes (includes a current 165% participation rate)	Barclays Global MA
Nasdaq Capped Indexed Account Opportunity for upside potential linked to the Nasdaq-100 Index. Higher growth potential in exchange for taking on some risk	Nasdaq-100
High Capped Indexed Account Higher growth potential in exchange for taking on greater risk	S&P 500
Enhanced High Capped Indexed Account The most growth potential in exchange for taking on greater risk	S&P 500

Accessing cash value

As an Accumulation IUL policy owner, clients can access their policy's cash value (also known as policy value) in one of three forms: Standard loan, Index loan or Fixed Index loan. The difference between these three options lies in how the loans are secured.

Standard loan[4]

At the time the loan is made, the same amount that is borrowed is transferred from the Fixed Account into the Loan Account.

- The Loan Account balance serves as collateral for the outstanding loan
- Standard loans are charged an annual interest rate: 3.25% in years 1-10, and 3.00% in years 11+
- Guaranteed loan spread (difference between the loan charge rate and loan crediting rate) will not exceed 2% in all states except New York. In New York, the guaranteed loan spread is 2.00% in years 1-10 and 0.75% in years 11+
- Current interest crediting rate to the Loan Account: 2% in years 1-10 and 3.00% in years 11+

Index loan[5]

At the time the loan is made, the policy value remains in the Index Appreciation Account (IAA) to serve as collateral for the loan.

- Index loans are charged an interest rate equal to the greater of the current rate of interest credited to the Fixed Account plus 1% and the Moody's Corporate Bond Yield Average — Monthly Average Corporates
- Unlike Standard Loans, no separate rate of interest is credited. The collateral amount in the IAA earns interest credited at each segment maturity (like any other amounts in the IAA)

Fixed Index loan[6]

At the time of the loan, the amount borrowed is transferred from the Non-Loaned Indexed Accounts to the Loaned Indexed Account (LIA).

- The balance in the LIA serves as collateral for the loan
- The LIA offers a guaranteed bonus of 0.65%
- Fixed Index loans are charged a guaranteed loan rate of 5.50%
- The collateral amount in the LIA earns interest credited at each segment maturity
- Interest credits in the LIA are tied to the S&P
- Fixed Index Loans are not available in New York

The cost of an index loan can vary substantially compared to that of a standard loan and the risk of policy lapse is greater than it would be with a standard loan. See the policy illustration and "Understanding Potential Loan Costs" for further details. Index loans and Fixed Index loans are available after the third policy year. Index loan and Fixed Index loan requests in excess of the Indexed Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account.

Interest crediting

Fixed Account

Any premium allocated to the Fixed Account earns interest at a declared rate that is guaranteed never to fall below 1%.

Index Appreciation Account

Premium allocated to the Index Appreciation Account earns an interest rate linked to each of the respective indexed accounts using a point-to-point method.

- For Base Capped Two Year Indexed Account (only available in New York), up to 24 index segments can exist — one for each month. For all other indexed accounts, up to 12 index segments can exist
- For Base Capped Two Year Indexed Account, each segment matures in 24 months from the initiation date. For all other index accounts, each segment matures in 12 months from the initiation date
- At segment maturity, the segment proceeds are allocated to a new one-year segment along with any premium allocated to the same indexed account
- For non-backdated policies initial premium will start a segment immediately, allowing maturity to be indicated on the first annual statement. Subsequent segments will begin on the monthly processing date established with the allocation of the initial premium
- Note that if any subsequent annual premium is paid late then that segment will start on the following monthiversary of the policy
- Allocation instructions and payments must be received by 4 p.m. ET, on the business day prior to the segment initiation (the lock in date) in order to be included in the next segment
- Transfers from the Fixed Account and new premiums allocated to the indexed account(s) will earn interest at the Fixed Account rate until they create a new segment
- Automated transfers from the Fixed Account are available with completion of the *Transfer and Allocation Changes Indexed UL Policies* form. Automated transfers will continue until the policy owner requests that they be terminated, or the balance in the Fixed Account is no longer sufficient to complete the transfer
- Requests to cancel a previously requested allocation and/or transfer to the indexed accounts prior to those amounts being allocated to a new segment must be submitted in writing before the lock-in date
- Policy value will be transferred to the Loaned Indexed Account only when the policyholder is taking a Fixed Index loans

For the Loaned Indexed Account (LIA)

- Each segment matures 12 months from the initiation date
- At segment maturity (after one year), the segment proceeds will be compared against the prevailing Indexed Loan Principal. If segment proceeds are greater than Indexed Loan Principal, the portion of segment proceeds that is equal to the Indexed Loan Principal will be allocated to a new one-year segment. The excess will be transferred to the Non-Loaned Indexed Accounts on a pro rata basis. If segment proceeds are smaller than the Indexed Loan Principal, we will transfer an amount that is equal to the difference between segment proceeds and Indexed Loan Principal from the Non-Loaned Indexed Accounts to the LIA and/or, if necessary, from the Fixed Account to the Loan Account. The amount transferred to the LIA will form a new one-year segment.

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Indexed account options

Earns interest based on positive changes in the corresponding financial index, subject to the current segment cap rate; and provides a guaranteed segment floor of 0% with a current participation rate ranging from 100%-165%, depending on the indexed account selected.

The segment cap rate and the participation rate are established at the beginning of a segment term and will not be changed for an existing segment.

Indexed account option	Index	Segment cap guarantee	Cap rate	Participation rate	Guaranteed floor	Index performance charge*	Guaranteed multiplier**
Base Capped Indexed Account	S&P 500	3.00%	11.65% (10.55% in NY)	100%	0%	N/A	N/A
Base Capped Two Year Indexed Account (NY only)	S&P 500	3.00%	27.25%	100%	0%	N/A	N/A
Base Capped Bonus Indexed Account	S&P 500	N/A	8.80%	100%	0%	N/A	N/A****
Select Capped Indexed Account	S&P 500	3.00%	9.75%	100%	0%	N/A	11%
Barclays Global MA Classic Indexed Account	Barclays Global MA Index	N/A	N/A***	165% (20% guaranteed)	0%	N/A	N/A
Nasdaq Capped Indexed Account	Nasdaq-100	3.00%	14.00%	100%	0%	0.96%	N/A
High Capped Indexed Account	S&P 500	3.75%	12.25%	100%	0%	1.98%	30%
Enhanced High Capped Indexed Account	S&P 500	4.25%	12.65%	100%	0%	4.98%	80%

* Indexed performance charge is annualized but assessed monthly.

** Beginning in policy year one.

*** While there is no contractual segment cap rate for this account, there is a volatility control mechanism built into the Index rules that will impact the returns on the account. The change in the Barclays Global MA Index in up market conditions will not be as high as it would be had there not been the volatility control.

**** This indexed account includes a guaranteed fixed bonus of 0.85%.

Riders, fees & charges

Riders (separate charges may apply)

John Hancock Vitality PLUS

(Also referred to as the Healthy Engagement Rider)

Provides an opportunity for policy owners to earn credits on their policy based on healthy actions taken by the life insured each year through the later of attained age 80 or policy year 10. To earn credits, the insured must complete simple, health-related activities. Each year, these activities result in Vitality Points, which are used to determine a Vitality Status and the amount of policy credits.

- Available for issue ages 20–90
- Available on policies of any size. For large policies, credits will be applied to the first $30 million of death benefit
- If elected, a monthly charge of $2 is deducted through the later of attained age 80 or policy year 10
- **John Hancock Aspire®:** Provides an opportunity for insureds living with diabetes to earn savings and rewards for the things they do every day to take care of their health

Long-Term Care (LTC) rider (monthly charge)[7]

Provides funds to help pay for qualified long-term care expenses by accelerating the death benefit. The maximum monthly benefit amount is based on 1%, 2% or 4% of the accelerated benefit amount elected at issue. The rider is available on Option 1 and Option 2 death benefit options.*

- Issue ages: 20-75
- Not available with Chronic Illness rider, increasing SFA, ROP rider, Accelerated Death Benefit for Chronic Illness rider, foreign residency or any flat extras
- The long-term care benefit can differ from the death benefit, but can never be greater*
- In New York, the LTC rider is available only when the Accelerated Benefit rider has also been elected
- A separate charge is deducted if this optional rider is selected
- The maximum monthly benefit is $50,000 per insured

Chronic Illness rider (monthly charge)[8]

Allows policy owners to accelerate a portion of the death benefit if the insured is certified as chronically ill. There are no restrictions on how the benefit dollars are used and receipts are not required. Only a life license is required to sell.

- Issue ages: 20-75
- 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 beginning the date of Written Certification that the insured is chronically ill, i.e.:
  - 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
- Available on face amounts of $3 million or less
- The maximum monthly acceleration amount allowed is 1%, 2% or 4% of the death benefit, capped at the IRS per diem limit in the year of acceleration. The maximum lifetime acceleration available with this rider is $3 million

*Not available in all states.

- Until the time of the initial claim, the Chronic Illness benefit pool can increase with death benefit Option 2 and/or corridor death benefit, up to the maximum amount allowed on the policy
- Once on claim, the rider charge will be waived, the death benefit will be reduced dollar for dollar and the cash value reduced proportionally
- The Chronic Illness rider is not available with increasing SFA, the LTC rider, Return of Premium rider, Disability of Specified Premium (DPSP) rider, Accelerated Death Benefit for Chronic Illness rider, Preliminary Funding Account or foreign residency

Accelerated Death Benefit for Terminal Illness (ADBTI) rider

A portion of the death benefit may be accelerated 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 to a maximum of $1 million.

- The remaining death benefit is reduced by one year's interest at current loan rates on the benefit paid, plus any administrative expense charge
- Benefits may be taxable under current tax law. Policy owners should consult their personal tax professionals regarding the tax implications of benefits received under this rider

Accelerated Death Benefit for Chronic Illness (ADBCH) rider (charge at claim)[8]

A portion of the death benefit may be accelerated once every 12 months if the insured is certified to be chronically ill. This provision allows the policy owner to receive 75% of the eligible death benefit to a maximum of $1 million. Payments will be limited to the annualized IRS per diem limit under IRC Section 7702B in the year of acceleration.

- There is no monthly charge for this rider. However, payments will be reduced to account for accessing a portion of the death benefit in advance of the death of the insured. This is calculated at time of payment and will reduce the:
  - Death benefit by the total accelerated death benefit amount
  - Policy value by a proportionate reduction
  - Accelerated death benefit balance by the rider payment amount
- Issue ages: 20-85
- Policy owners should consult their personal tax professionals regarding the tax implications of benefits received under this rider
- The ADBCH rider is not available in conjunction with Chronic Illness rider, DPSP rider, PFA, ROP rider and LTC rider

Critical Illness Benefit rider[9]

When this rider is in force, it provides the policy owner a one-time, income tax-free benefit if the life insured is initially diagnosed with one of seven covered critical illnesses, including heart attack, stroke, cancer, coronary artery bypass grafting, kidney failure, major organ failure and paralysis.*

This indemnity benefit can be used for any purpose, e.g., to pay for medical expenses, mortgage and day-to-day expenses, and/or to continue saving for retirement.

- Issue ages: 20-65
- Coverage period: greater of policy anniversary nearest the insured's attained age 65 or the policy year date plus five years. The rider and its charges terminate upon any one of the following: payment of the critical illness benefit amount, the end of the coverage period, termination of the policy, request to discontinue the rider or the insured's death
- The critical illness benefit amount is based on the insured's choice at policy issue of either 10% or 25% of the total face amount, up to a maximum of $250,000
- 30-day waiting period from the rider's effective date must be satisfied prior to an initial diagnosis of a covered critical illness
- Subject to underwriting evidence and review
- Critical Illness Benefit rider is not available with increasing SFA, ROP rider, foreign residency or any flat extras

*For a complete definition of each covered critical illness, refer to the rider. Not available in all states.

Cash Value Enhancement (CVE) rider

Enhances surrender value by a portion of the premium paid, increasing cash value in the first 10 years

- Issue ages 20-90
- Rider charge is 1.25% of premiums in the first 10 years
- The Cash Value Enhancement Rider can only be illustrated on the Accumulation IUL ECV product and can not be issued in conjunction with the Cash Value Enhancement Plus rider

Cash Value Enhancement Plus (CVEP) rider

Enhances the cash surrender value for the first 10 policy years. While this rider is in effect, the cash surrender value is equal to the policy value, less the surrender value, plus CVEP benefit. Conditions apply, including that the surrender cannot be done with the intention of exchanging the policy under IRS Section 1035.

- Issue ages 20-90
- The addition of the CVEP rider provides higher year 1 cash value
- The charge is 2% of each premium paid in years 1-10
- This rider impacts compensation
- The Cash Value Enhancement Plus rider can only be illustrated on the Accumulation IUL ECV product and can not be issued in conjunction with the Cash Value Enhancement rider

Return of Premium (ROP) rider

Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%.

- ROP increases cease at age 100, at which point the death benefit becomes level
- Available only at issue with death benefit Option 1
- ROP rider is not available in conjunction with Chronic Illness rider, DPSP Rider, LTC rider, ADBCH rider, Critical Illness Benefit rider, foreign residency or increasing SFA

Preliminary Funding Account (PFA)

Allows policyholders to make a single large lump-sum payment upfront without causing the policy to become a modified endowment contract (MEC). Annually, John Hancock moves the scheduled premium from the PFA into the insurance policy.

- Guaranteed crediting rate of 4.25%
- Policyholders can terminate the PFA at any time. Refund of the PFA balance is subject to the early termination fee
- Early termination fee is equal to prevailing PFA value multiplied by the early termination fee rate, which is 5% in year one and grades down to 0% over nine years
- Preliminary Funding Account can be used only on non-MEC
- PFA cannot be used with Chronic illness rider, DPSP rider, ADBTI rider, ADBCH rider or LTC rider
- PFA cannot be used with LifeTrack
- Premium mode must be annual
- No policy changes (e.g., DBO change, face amount change, etc.) are allowed when PFA is inforce
- Minimum amount to fund the PFA is $5,000 plus the annual scheduled premium
- Maximum amount to fund the PFA is 10 times the annual scheduled premium
- Minimum PFA period is three years; maximum PFA period is 10 years
- PFA can be funded only on or after the policy has been issued. Policyholders have up to 90 calendar days to fund the PFA after the policy has been issued
- Interest earned in the PFA will be taxable. Partial withdrawals are not available from the PFA and if a full withdrawal is requested, the PFA will terminate, and an early termination fee will apply. Refer to the PFA agreement for more information

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Overloan Protection Rider (OPR)

Creates a paid-up policy in those situations where the policy has incurred excessive indebtedness. Waives future monthly deductions so that the policy does not lapse, thus possibly preventing a taxable event.

- Issue ages 20–90
- Exercise of the rider must meet stipulated conditions, including:
  - Policy must have been inforce at least 15 years
  - Insured must have attained age 75 or older
  - Policy debt must exceed total face amount

There must be sufficient policy value to cover the rider charge. Additional conditions are described in the rider form.

Disability Payment of Specified Premium (DPSP) rider

Pays a premium amount chosen by the applicant (not to exceed the lesser of 1⁄12 of the target commissionable premium, 1⁄12 the annual premium, or $3,500 per month), if insured satisfies the elimination period for total and permanent disability

- Issue ages 20–60
- $5,000,000 maximum face amount on all policies
- Not available with Chronic Illness rider, ROP, ADBCH or increasing SFA
- A separate monthly charge is deducted up to age 65 if this rider is selected

Policy values, fees & charges

Policy loans[10]

- Policy loans are available at any time after the policy is in force
- Only Standard loans are available in the first policy year
- Minimum loan is $500
- Loan interest charged may be higher for Index loans. Loan interest charged rate is 5.50% for Fixed Index loan
- Loan option changes are permitted once a year (on the policy anniversary)
- The ability to take an additional Fixed Index loan may be restricted if the request for such a loan is made within 12 months of repaying all or a portion of a Fixed Index loan. If the limitation on Fixed Index loans is in effect, clients may still take a Standard loan or an Index loan by requesting a loan option change, if applicable

Standard loan rates

	Interest charged (rate)	Interest credited (rate)
Current		
Years 1-10:	3.25%	2.00%
Years 11+:	3.00%	3.00%
Guaranteed		
Years 1-10:	3.25%	1.25%
Years 11+:	3.00%	1.00% (2.25% for NY)

Index loan rates

- **Interest charged (rate)**: Maximum of current Fixed Account rate +1% and Moody's Corporate Bond Yield subject to a 15% maximum
- **Interest credited (rate)**: A minimum return of 0% and a maximum return that is governed by the parameters specified under each indexed account

Fixed Index loan rates

- **Interest charged (rate)**: 5.50% (guaranteed)
- **Interest credited (rate)**: A minimum return of 0% and a maximum return that is governed by the parameters specified under the Loaned Indexed Account, plus a guaranteed bonus of 0.65%

Withdrawals[10]

- Available after the first policy year
- Minimum withdrawal is $500
- Available once per month after the first year if there is a positive net cash value
- Withdrawals are first deducted from the Fixed Account, then from amounts in any indexed account holding segments and then proportionately from the indexed account segments
- An unscheduled withdrawal taken from an Indexed account will trigger a one year lockout period, during which no new indexed account segments can be created
- To avoid a lock out period, clients can schedule systematic withdrawals, i.e., withdrawals that are pre-scheduled at least 30 days in advance with a schedule of at least two withdrawals
- If a systematic withdrawal schedule is cancelled prior to its end date, policy owners will not be able to request a new systematic-withdrawal schedule for one year

Premium charge

Policy years	Percentage
Current	
Years 1 Years 2-10 Years 11+	7.00% 6.00% 2.00%
Guaranteed	
Years 1-20 Years 21+	7.00% 2.00%

Administrative charge (current and guaranteed)

All policy years: $20 per month

Per $1,000 face amount charge

- Monthly charge per $1,000 of the greater of the current and initial face amount
- The duration of the charge varies by issue age
- Rate varies by issue age, gender, risk class, and the proportion of the face amount that the SFA comprises (if any)

Cost of insurance charge

A monthly charge per $1,000 of net amount at risk

Current: Mortality charge varies by issue age, gender, policy duration and risk class

Guaranteed: Reflect the charges based on the 2017 CSO table, age nearest birthday ultimate mortality rates

Indexed performance charge

- A monthly charge per $1 of total value in the indexed account segment balance. A charge of 0.165% (1.98% annually) on account segment balances of the High Capped Indexed Account, 0.080% (0.96% annually) on the Nasdaq Capped Account and 0.415% (4.98% annually) on the Enhanced High Capped Indexed Account
- The Indexed Performance Charge is not assessed against any policy value in the Fixed Account, Select Capped Indexed Account, Base Indexed Accounts, the Barclays Global MA Classic Indexed Account, or the Loaned Index Account

Surrender charge

A Surrender charge is deducted in the event of a full surrender

- Surrender charge rates vary by issue age, gender, risk class, premiums paid and policy duration
- Surrender charge period is 15 years

Advance contribution charge

- An advance contribution charge is assessed on each monthly processing date when the cumulative premiums paid exceed the advance contribution limit times the policy year
- The advance contribution charge rates and advance contribution limit are both shown in the policy contract

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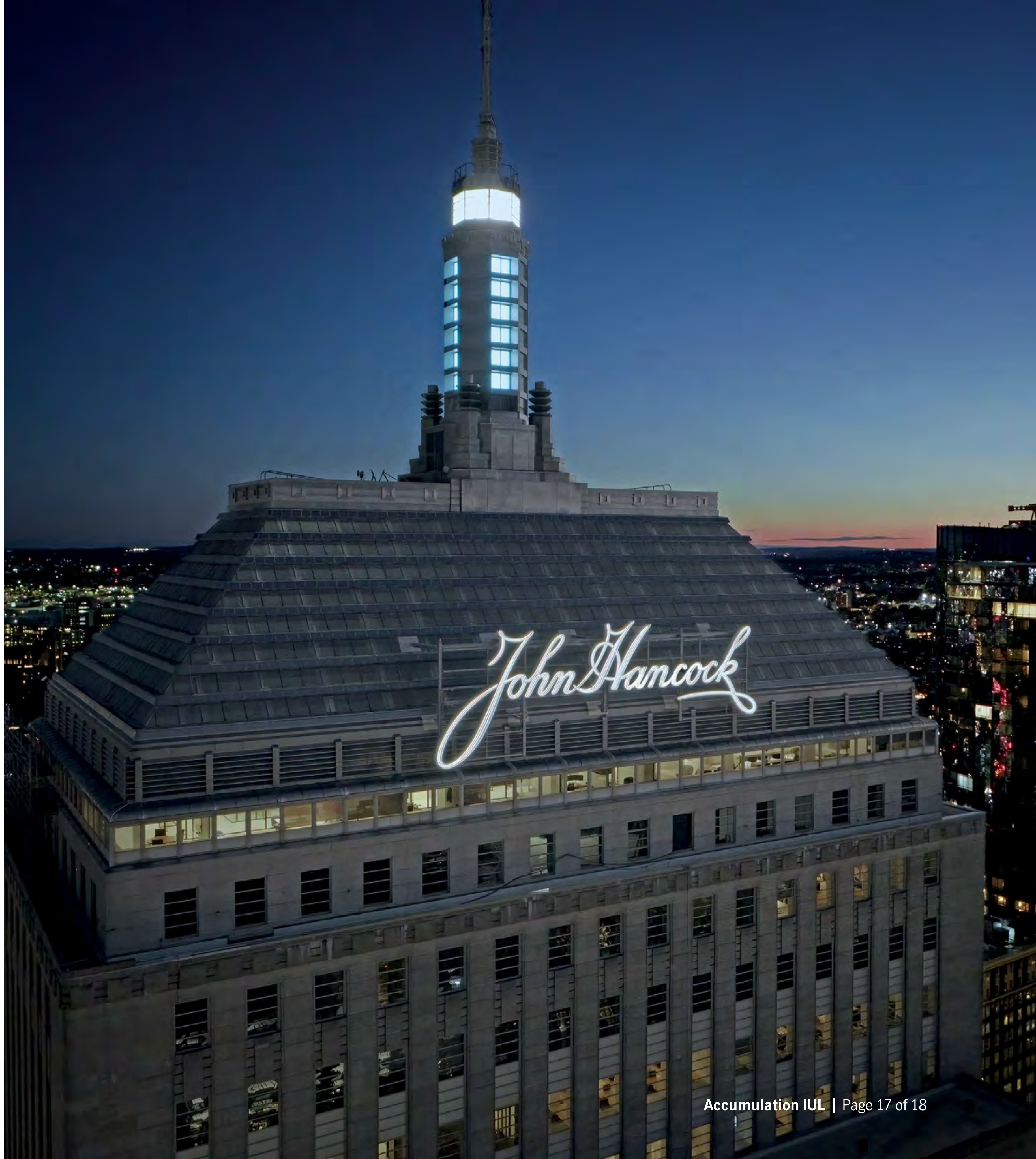
Partner with us

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.[11] 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 customers a diverse range of insurance products and services through its extensive network of employees, agents, and distribution partners.

Let's get started!

Call our National Sales Support at **888-266-7498, option 2** or visit us online at **JHSalesHub.com.**



1. 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.
2. The No-Lapse Guarantee (NLG) is automatically included with Accumulation IUL. It guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided the NLG cumulative premium test (performed at the point of lapse) is satisfied. Once lapsed, the guarantee cannot be reinstated. The policy owner can catch-up to the NLG premium requirement — interest free — at any time during the NLG period. The NLG duration varies by issue age.
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4. Standard loan requests in excess of the Fixed Account balance can be taken from the indexed accounts. Amounts borrowed from the indexed accounts will be transferred to the Loan Account at segment maturity. See the Accumulation IUL policy contract for more information.
5. Index loan requests in excess of the Index Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account.
6. Fixed Index loan requests in excess of the Index Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account.
7. 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 JHSalesHub.com to verify state availability.
8. The Accelerated Death Benefit for Chronic Illness Rider allows for a partial acceleration of the death benefit when the insured is certified as chronically ill. The amount is capped at 75% of the death benefit to a lifetime maximum of $1 million. The annual maximum benefit amount is limited to the IRS per diem limit. The payments will also be reduced by interest charges. 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. There is a monthly charge for this optional rider. Accelerated benefit payments under both these riders reduces the death benefit dollar for dollar by the accelerated amount and reduces the policy value proportionately. The benefits provided by these riders are designed to be excludable from gross income under federal tax law; however, there might be situations in which the benefits or charges for these riders are taxable. These riders are not long-term care insurance.
9. The Critical Illness Benefit rider provides a one-time, lump-sum benefit for covered critical illnesses subject to eligibility requirements. The benefit will not be paid for critical illnesses initially diagnosed before the rider effective date or during the waiting period. The rider is not available in all states and state variations may apply. John Hancock anticipates that the Critical Illness Benefit paid under this rider will generally be excludable from income under Internal Revenue Code Section 104(a)(3). However, the benefit may not qualify for this exclusion with certain third-party ownership arrangements.
10. 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.
11. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of December 31, 2025, 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.

Policy issuance is not guaranteed as any life insurance purchase is subject to completion of an application, which may include health questions, and underwriting approval.

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The policy does not directly participate in any stock or equity investments.

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

Aspire is not available in New York. 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. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

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.

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