

John Hancock

LIFE INSURANCE

PRODUCER GUIDE

PROTECTION

JOHN HANCOCK TERM

Take center court

GUARANTEES. LEVEL PREMIUMS.

FOR AGENT USE ONLY.
NOT FOR USE WITH THE PUBLIC.



Term Life Insurance

Features and Benefits¹

- Guaranteed Level Premiums: 10, 15 or 20 years
- Attractive Conversion Option²
- Proprietary Underwriting
- Most Competitive at Higher Face Amounts
- Conversion Extension rider²
- Total Disability Waiver rider³
- Accelerated Benefit rider⁴

If you have individual or business clients for whom cost is an issue, John Hancock's Term¹ provides an affordable guaranteed solution.

Clients can select guaranteed level premiums for 10, 15 or 20 years with the option to convert to permanent protection during the product's conversion period.

Policy death benefits are level and guaranteed not to change for the life of the policy, and the Total Disability Waiver rider provides an extra measure of protection.

Our efficient underwriting makes it faster and more convenient for your clients to secure coverage. John Hancock Term is the solution that helps you make a sale today, and then upgrade your client to permanent protection in the future.

PROTECTION

Meeting Client Needs

If you have clients who want affordable life insurance protection today with the flexibility to convert to permanent protection in the future, John Hancock Term Life Insurance with its guaranteed level premiums can meet their needs.

NEED

Replacement of Earnings

SOLUTION

John Hancock Term (10, 15 or 20 years): The income-tax-free death benefit can help ensure a family's future financial security.⁵

NEED

The flexibility to meet changing goals

SOLUTION

Attractive Conversion Option: Allows the policy owner to convert the policy to any John Hancock permanent product during the conversion period without additional underwriting.

Conversion Extension rider: Lengthens the standard conversion option period to the lesser of the level-premium period or attained age 75 without additional underwriting.

NEED

Estate planning for individuals and business owners

SOLUTION

Converting to a Survivorship Policy: Allows the policy owner to convert the full face amount to a survivorship policy (a policy that insures two people and pays a benefit on the death of the second insured). The maximum face amount of the new policy is limited to twice the original face amount, subject to available retention; underwriting is only required on the life not covered under the current term contract.

NEED

Adding greater protection to meet unexpected needs

SOLUTION

Total Disability Waiver rider: Waives premiums up to \$5,000 per month should the insured become totally disabled.

Accelerated Benefit rider: Provides partial access to the death benefit in the event that the insured is diagnosed with a terminal illness with a life expectancy of 12 months or less.

FEATURES ¹		TERM LIFE INSURANCE
Product Design	Guaranteed Level Premium Term (10, 15 or 20 years)	
Issue Ages	18–80 (maximum issue age varies with the Level Term period selected):	
	10 Year	15 Year 20 Year
	18–80	18–75 18–65
Renewability	Through age 94	
Risk Classes		
Non Smoker	Super Preferred Preferred Standard Plus Standard	
Smoker	Preferred Standard	
Flat Extras	Flat Extras (temporary and permanent) are allowed on all risk classes except Super Preferred	
Minimum Face Amount	\$500,000	
Maximum Face Amount	None; however, the Maximum Face Amount is subject to underwriting, retention limits and reinsurance considerations.	
Premium Modal Factors	Premiums may be paid annually, semi-annually, quarterly or monthly. * For premiums paid other than annually, the following modal factors apply:	
Semi-Annually	Annual rate per thousand x .5150	
Quarterly	Annual rate per thousand x .2650	
Monthly	Annual rate per thousand x .0875	
	*Monthly payment mode requires electronic funds transfer	
Payment Modes/Policy Fee	Payment Mode	Policy Fee
	Annually	\$100
	Semi-Annually	\$50
	Quarterly	\$27
	Monthly	\$12
Face Amount Increases	Face Amount increases are not permitted	
Face Amount Decreases		
Years 1–3	• No face reductions are allowed during the first three policy years	
Years 4–6	• Reductions allowed up to 50% of the initial Face Amount, as long as the remaining Face Amount is at least the Minimum Face Amount (as mentioned above)	
Years 7+	• Beginning in policy year 7, any reduction is allowed as long as the remaining Face Amount is at least the Minimum Face Amount	
	Note: Decreases are processed only at the policy owner’s request.	

RIDERS ¹	TERM LIFE INSURANCE
Convertibility	<p>John Hancock Term is convertible to any fully-underwritten John Hancock permanent life insurance product currently offered to individual policy owners, including Universal Life, Indexed Universal Life and Variable Universal Life insurance (excluding COLI).</p> <ul style="list-style-type: none"> • The available conversion period is the lesser of 10 years or attainment of age 75 • Clients whose Term insurance premiums are being waived under the Total Disability Waiver may convert their policy to a permanent plan; however, they cannot purchase the Total Disability Waiver on the permanent policy • The addition of a benefit or rider (this includes, but is not limited to conversion to a permanent policy with the Long-Term Care (LTC) rider; which by design adds LTC coverage)⁶ • If an insured has multiple term policies, they may convert each to separate new permanent policies subject to the regular conversion rules. Multiple term policies cannot be combined and converted to one permanent individual policy however. <p>Your client also has the option to convert a single-life Term policy to a survivorship policy (a policy that insures two people and pays a benefit on the death of the second insured).</p> <ul style="list-style-type: none"> • The face amount of the new survivorship policy can be up to twice the original face amount of the Term contract subject to available retention limits • Underwriting is only required on the life not previously covered under the original Term contract • The new life must be fully underwritten, found insurable and age 75 or younger <p>For more information, consult the John Hancock Term Technical Guide.</p>
Total Disability Waiver (TDW)	<ul style="list-style-type: none"> • This rider provides for a waiver of required premiums should: <ul style="list-style-type: none"> – the insured become totally disabled while the benefit is in force and before the policy anniversary nearest to the insured’s 65th birthday, and – the total disability lasts at least six months, without interruption, during the insured’s lifetime • There are limited benefits for insureds with a disability that begins between ages 60–65 • Issue ages 20–55 • Not available with an annualized premium of \$60,000 or greater • A separate premium is required if this optional rider is elected. The premium is based on age at issue and the total face amount
Accelerated Benefit	<p>Provides a “living 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 to a maximum of \$1 million.</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 • Benefits may be taxable under current tax law. Policy owners should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit.
Conversion Extension	<p>Extends the normal conversion period to the full Level Term period or, if shorter, the years until attaining age 75.</p> <ul style="list-style-type: none"> • Only available on 15-and-20 year Level Term contracts • There is an additional charge for this rider • The rider automatically terminates at the end of the Level Term period, or at age 75 if earlier

Strength. Stability. **John Hancock.**

John Hancock's strong ratings, as judged by the major rating agencies, are a comprehensive measure of the company's financial strength and stability. This is important because these financial ratings reflect the life insurance company's ability to pay claims in the future. With over 150 years of experience, John Hancock offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents, and distribution partners.

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. Guarantees are based on the claims-paying ability of the issuer.
2. Conversion is limited to policies we offer to individual policy owners at the time of conversion. If the new policy includes a rider that is not in force on the term policy, evidence of insurability is required. For conversion to survivorship products, retention and certain underwriting considerations may apply.
3. In the event of total disability, this rider waives the premium, to a maximum of \$5,000 per month. Rider available to issue age 55. If disability occurs before age 60, premiums are waived until recovery or termination of the contract, whichever is earlier. If disability occurs between ages 60 and 65, premiums are waived until the earliest of contract termination, recovery or age 65. The cost for this rider is based on the client's age at issue and the Total Face Amount.
4. Provides a "living benefit" if the insured is certified to be terminally ill with a life expectancy of 12 months or less. Benefits may be taxable under current law. Policy must be owned by the insured. Clients should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit. This provision allows the insured to receive up to 50% of the death benefit of the contract, to a maximum of \$1 million. The remaining death benefit is reduced by one year's interest at the current loan rate on the benefit paid.
5. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are a 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. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or registered representatives. Prospective purchasers should consult their professional tax advisor for details.
6. Increasing features such as Return of Premium and scheduled Supplemental Face Amount increases are not allowed on converted policies.

The Long-Term Care (LTC) rider is an accelerated death benefit rider and may not be available in some states. Maximum face amount is \$5 million with the LTC rider. The LTC rider is not considered long-term care insurance in some states. When the death benefit is accelerated for long-term care expenses, the death benefit is reduced dollar for dollar, and the cash value is reduced proportionally. The policy account value is also reduced proportionally. There are additional costs associated with this rider. Please go to www.jhsalesnet.com for a complete list of up-to-date state approvals.

John Hancock's Long-Term Care rider is not a Partnership Qualified product. For prospective policyholders in New York, this product is a life insurance policy that accelerates the death benefit for qualified long term care services and is not a health insurance policy providing long term care insurance subject to the minimum requirements of New York Law; and is not a Medicare supplement policy.

This rider has exclusions and limitations, reductions of benefits, and terms under which the rider may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

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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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