

John Hancock

LIFE INSURANCE

PRODUCER GUIDE

ACCUMULATION

PREMIER LIFE

A Triple Combination
Security. Performance. Simplicity.

A FLEXIBLE PREMIUM ADJUSTABLE LIFE INSURANCE POLICY

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Premier Life

Performance and Features¹

- Competitive guaranteed cash values
- Strong death benefit guarantees²
- Attractive cash value growth potential
- Excellent source of supplemental retirement income
- Return of Premium rider
- Long-Term Care (LTC) rider³
- Quit Smoking Incentive
- Zero net cost loans⁴
- Disability Payment of Specified Premium rider
- Accelerated Benefit rider (for terminal illness)

John Hancock's Premier Life offers a combination of competitive guaranteed cash values, strong death benefit protection and current assumption performance. The policy's blend of guaranteed and current assumption elements is designed to give your clients certainty as well as flexibility and upside potential.

Because there is potential for significant cash value accumulation, the policy is an attractive option for business clients who are looking to address wealth transfer, asset preservation or business planning needs, or for individual clients who want to supplement their retirement income.

It also offers a Long-Term Care rider³ which allows clients to accelerate their death benefit to reimburse long-term care expenses.

Meeting Client Needs

Premier Life is designed for individuals and business owners who want strong guaranteed death benefits and cash values as well as accumulation potential. Premier Life can provide supplemental retirement income, create a legacy or fund a business transfer. Premier Life performs especially well in limited-pay situations on a current assumption basis.

NEED

Supplemental retirement income

SOLUTION

Highly competitive cash values: Offers accumulation potential that can serve as an excellent source of supplemental retirement income for your clients.

*Overloan Protection rider:*⁵ Creates a paid-up policy in situations where the policy is heavily loaned, freezing the death benefit to prevent additional charges from causing the policy to lapse. Your clients can feel comfortable taking loans and withdrawals without worrying that they might lose all of their life insurance protection.

NEED

Life insurance with Long-Term Care coverage

SOLUTION

When a Long-Term Care rider is added to a Premier Life policy some or all of the death benefit can be used to reimburse long-term care (LTC) costs. Any portion of the benefit not used to help pay LTC expenses will be paid to heirs on a tax-favored basis.

FEATURES ¹	PREMIER LIFE
Product Design	Flexible Premium Adjustable Life
Issue Ages	3 months–90
Risk Classes/Issue Ages Non Smoker Smoker	Fully Underwritten Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 3 months–90 Preferred 20–90 Standard 20–90
Flat Extras	Flat Extras (temporary and permanent) are allowed on all fully underwritten risk classes with the exception of Super Preferred
Available Coverage	<ul style="list-style-type: none"> • Base Face Amount (BFA)
Minimum Face Amount	\$50,000
Definition of Life Insurance	<ul style="list-style-type: none"> • Cash Value Accumulation Test (CVAT)
Maximum First-Year Premium	<ul style="list-style-type: none"> • First year premiums on MEC policies are limited to a maximum of \$3 million • First year premiums on all policies are limited to a maximum of 20 times the Target Premium
Minimum Initial Premium (MIP) Requirement	<ul style="list-style-type: none"> • Premium amount required to issue the policy and keep it in force for the first policy month
Face Amount Increases	<ul style="list-style-type: none"> • Face Amount increases are not permitted
Face Amount Decreases	<ul style="list-style-type: none"> • Allowed after first policy year • Minimum requested Face Amount decrease is \$10,000 • Face Amount may not be decreased below Minimum Face Amount • Pro rata surrender charges will apply during the Surrender Charge period
Death Benefit Options Option 1 Option 2 Option Change (2 to 1 only)	Face Amount (plus Return of Premium [ROP], if elected) Face Amount plus policy value (not available with ROP rider) Available after first policy year. The change will take effect at the beginning of the policy month following the date the request was approved
Death Benefit Protection BFA Return of Premium (ROP)	The no-lapse guarantee (NLG), called “Death Benefit Protection,” guarantees that the policy will not default during the no-lapse guarantee period, provided certain requirements are met. <ul style="list-style-type: none"> • The NLG duration will vary based upon issue age, gender and risk class as well as chosen funding level • Maximum no-lapse guarantee duration is to age 100 • ROP rider coverage is protected by the Death Benefit Protection feature for the same duration as the Base Face Amount

FEATURES ¹ (continued)	PREMIER LIFE
<p>Coverage at age 121 and Beyond</p>	<p>Policy does not mature; provided that funding is sufficient, the policy will remain in force until insured's death.</p> <p>At age 121:</p> <ul style="list-style-type: none"> • Policy and rider charges cease • Premiums are not required or permitted • Interest continues to accumulate on the policy value • New withdrawals are not permitted • New loans are available and loan repayments continue to be accepted on existing loans • Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if debt ever equals or exceeds the policy value)
<p>Quit Smoking Incentive</p>	<p>The Quit Smoking Incentive (QSI) 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 their microunalysis must be free of nicotine or metabolites. Please note the following:</p> <ul style="list-style-type: none"> • 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 • Policies upgraded to Standard Smoker via the HealthStyles program will require additional underwriting • The earliest an insured can request a change to Non Smoker is on or after the first policy anniversary <p>*For more details on the underwriting evidence required, please refer to our smoking class change guidelines.</p>
RIDERS ¹ (separate charges may apply)	PREMIER LIFE
<p>Disability Payment of Specified Premium (DPSP)</p>	<ul style="list-style-type: none"> • Pays a premium amount chosen by the applicant (not to exceed the lesser of ½ of the Target Commissionable Premium, ½ the Annual Premium, or \$3,500 per month), if insured satisfies the elimination period for total and permanent disability • The disability must last without interruption at least six months during the insured's lifetime • Issue ages 20–60 • \$5,000,000 Maximum Face Amount on all policies • Not available with ROP • A separate monthly charge is deducted up to age 65 if this optional rider is selected
<p>Return of Premium (ROP)</p>	<p>Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%</p> <ul style="list-style-type: none"> • ROP increases cease at age 100 at which point the death benefit becomes level • Available only at issue with Death Benefit Option 1 • Not available in conjunction with Disability Payment of Specified Premium (DPSP), or LTC riders <p>* There are limitations on the cumulative amount that can be returned</p>

RIDERS ¹ (separate charges may apply) (continued)		PREMIER LIFE
Overloan Protection (OPR)⁵	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. <ul style="list-style-type: none"> • Issue Ages 0–90 • Exercise of the rider must meet stipulated conditions, including: <ul style="list-style-type: none"> – Policy must have been in force 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 Premier Life Technical Guide and policy contract.	
Long-Term Care (LTC)³	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 policy death benefit elected at issue. The rider is available on level (Option 1) and increasing (Option 2) death benefit options.* <ul style="list-style-type: none"> • Not available with increasing SFA or ROP rider • The Long-Term Care pool can differ from the Death Benefit (LTC pool can never be greater)* • In New York, the LTC rider is only available when the Accelerated Benefit rider has also been elected • A separate charge is deducted if this optional rider is selected Note: If the LTC rider is selected, the maximum monthly benefit is \$50,000 per insured. *Not available in all states.	
Accelerated Benefit	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. <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 	
POLICY VALUES		PREMIER LIFE
Interest Crediting Rate		
Current		As declared
Guaranteed		3.0%
Persistency Bonus		
Current		A non-guaranteed bonus that may be applied to the then current credited interest rate beginning in policy year 11. The bonus is only applied to the unloaned portion of the policy value. ⁶
Policy Loans⁴		
		<ul style="list-style-type: none"> • Policy loans are available at any time after the policy is in force • Minimum loan amount is \$500 • Loan interest charge is based on a variable interest rate

POLICY VALUES (continued)		PREMIER LIFE
Policy Loan Spread		
Current	Years 1–10	1.25%
	Years 11+	0.00%
Guaranteed	Years 1–10	1.25% ⁷
	Years 11+	0.25%
Withdrawals	<ul style="list-style-type: none"> • Available after the first policy anniversary • Minimum withdrawal is \$500 • A partial Surrender Charge may apply • Withdrawals affect a policy's no-lapse guarantee calculations 	
In-Force Illustration	To ensure that your client's policy continues to meet desired objectives, we suggest that you request periodic in-force illustrations and review them along with your client's annual statements.	
POLICY FEES AND CHARGES		PREMIER LIFE
Premium Charge		
Current and Guaranteed	All years: 9.5%	
Administrative Charge		
Current and Guaranteed	All years: \$15 per month	
Contract Charge		
Current and Guaranteed	<ul style="list-style-type: none"> • Monthly charge per \$1,000 of current BFA • Rate varies by issue age, gender and risk class • Applies in the first ten policy years 	
Cost of Insurance Charge		
Current	A charge per \$1,000 of net amount at risk that is deducted monthly <ul style="list-style-type: none"> • Mortality charge varies by issue age, gender, policy duration and risk class • Current COI charges are guaranteed for a period of time that varies by issue age, gender and risk class. For example, a male age 45 – current COIs are guaranteed for 30 years. Please see your client's illustration for the specific COI rate guaranteed on your client's policy. 	
Guaranteed	<ul style="list-style-type: none"> • Not to exceed the 2001 CSO Mortality Table 	
Surrender Charge		
Current and Guaranteed	<ul style="list-style-type: none"> • A charge per \$1,000 of Base Face Amount at issue, deducted in the event of full surrender • The Surrender Charge rate varies by issue age, gender, risk class and death benefit option • The charge grades down monthly over 10 years and is 0% in years 11 and after 	

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.
2. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
3. 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.jhsalesnet.com to verify state availability.
4. 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. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.
5. Subject to availability limitations described in the policy. There may be additional costs associated with this rider. Please refer to the technical guide and policy contract for details. When the Overloan Protection rider causes the policy to be converted into a fixed policy, there is risk that the Internal Revenue Service could assert that the policy has been effectively terminated, and the outstanding loan balance treated as a distribution. Depending on the circumstances, all or part of such deemed distribution may be taxable as income. The policy owner should consult a tax adviser as to the risks associated with exercising the Overloan Protection Rider.
6. In New York, the Persistency Bonus is guaranteed provided that the declared interest rate is greater than 3%.
7. 1.50% in New York.

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Premier Life policies automatically include a no-lapse guarantee called the Death Benefit Protection feature. This feature guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided that the Death Benefit Protection Value remains greater than zero and policy debt never exceeds the Policy Value. Once terminated, the Death Benefit Protection feature cannot be reinstated. See the product technical guide for additional details.

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