John Hancock
LIFE INSURANCE

PRODUCER GUIDE

ACCUMULATION

ACCUMULATION IUL

Taking the helm with the right skills and performance

A LEADER IN CASH VALUE ACCUMULATION AND RETIREMENT INCOME

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

ACCUMULATION

Accumulation IUL

Performance and Features[1]

- Very competitive for cash value accumulation and retirement income
- Rolling targets and high target premiums
- Simple annual point-to-point interest crediting based on the S&P 500®[2]
- More stable High Par Indexed Account with 160% participation rate
- Strong cash value growth potential with the Capped Indexed Account
- Unlimited growth potential with the Uncapped Indexed Account
- Competitive Fixed Account provides safe and steady growth
- 15-Year No-Lapse Guarantee[3]
- Standard and Index Loan options[4]
- Long-Term Care (LTC) rider[5]
- Return of Premium (ROP) rider
- Overloan Protection rider (OPR)[6]

John Hancock's Accumulation IUL is designed to be one of the most competitive products in the industry for cash value accumulation and retirement income. Accumulation IUL offers clients the opportunity to earn interest linked to the performance of the S&P 500, while protecting the policy's cash value from downside market risk. This gives clients the potential for strong cash value accumulation, and provides protection in poorly performing markets because *the credited rate will never be less than zero*.

Accumulation IUL offers several optional features including the LTC rider[5] that provide early access to the death benefit to help pay long-term care expenses. The ROP rider also provides the policy owner with an additional insurance amount equal to a percentage (up to 100%) of the premium paid.

Add competitive and rolling target premiums, and Accumulation IUL becomes an essential part of John Hancock's universal life portfolio.

The Advantages of Accumulation IUL

Opportunity

Offers interest crediting that is linked to the S&P 500 — providing higher upside potential than traditional universal life products.

Simplicity

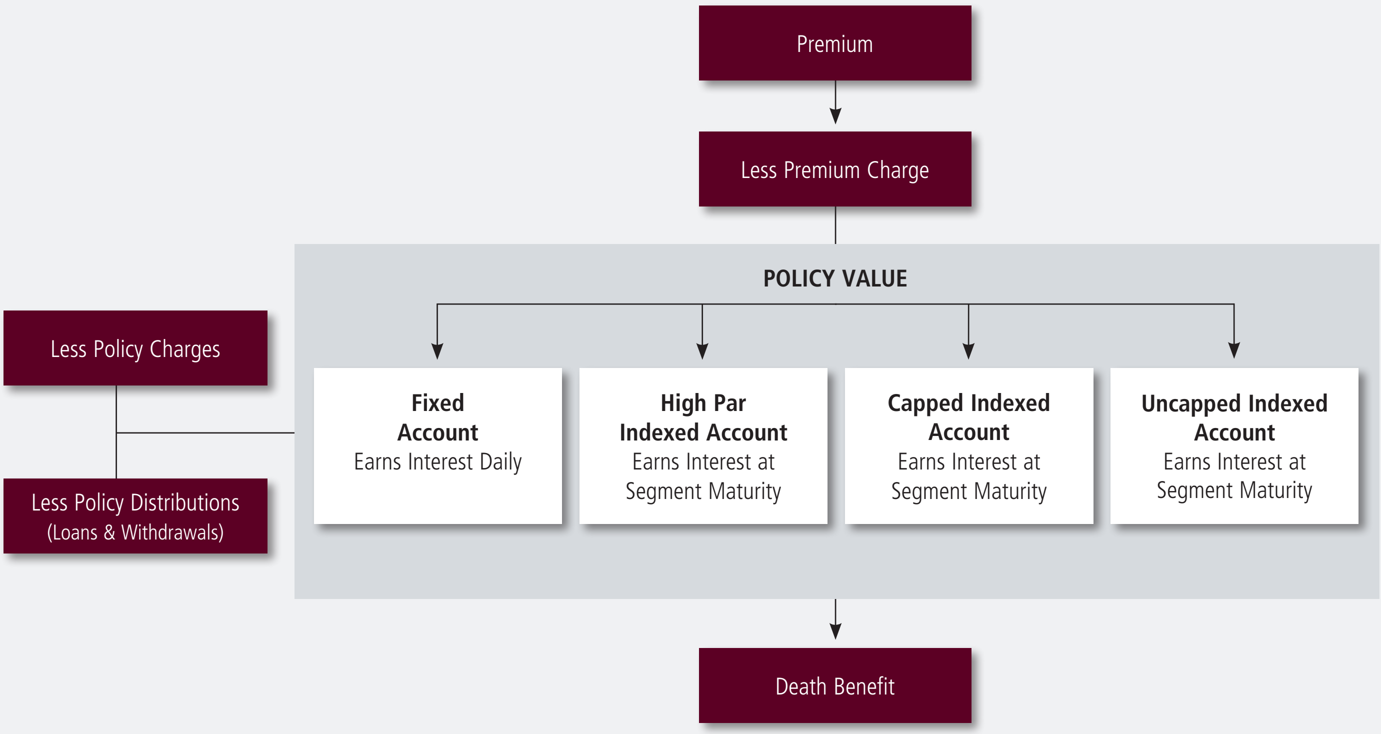
Utilizes one broad-based U.S. market index — the S&P 500 — and an annual point-to-point crediting method that gives clients quicker access to their interest credits.

Protection

Provides guaranteed downside protection with a 0% minimum annual interest rate guarantee, plus the added security of a 15-year No-Lapse Guarantee.[3] Additionally, the Cumulative Guarantee ensures a minimum average annualized rate of return of 2% over the life of the policy, upon surrender.

How It Works

When clients make a premium payment, a premium charge is deducted. Premiums can be allocated among four options: a Fixed Account and three Indexed Account options. The High Par Indexed Account, Capped Indexed Account and Uncapped Indexed Account options form the Index Appreciation Account. Designated policy values are formed into new Segments on the 15th of each month. At Segment Maturity (one year), an Index Segment Interest Credit is applied to the Segment and clients can then allocate their segment proceeds among any of the account options. Clients are also able to access the policy value via withdrawals or policy loans. Upon death, the policy's death benefit, less outstanding loans and interest, will be paid to the beneficiaries.



Note: The Index Segment Interest Credit proceeds are calculated and earned at Segment Maturity only. If the policy terminates prior to a Segment Maturity date, any unmatured Segments will not earn interest credit.

Interest Crediting Strategies

John Hancock offers the flexibility of four interest crediting strategies, giving clients the option to allocate premiums to one or all of these strategies.

Fixed Account

Policy Value in the Fixed Account is deposited in the company's General Account at a declared rate that will never be lower than the guaranteed annual rate of 2.00%.

High Par, Capped and Uncapped Indexed Accounts

Policy Value allocated to any of the three Index Appreciation Account options earn an interest rate linked to the S&P 500 performance measured on an annual point-to-point basis. Designated policy values are formed into new Indexed Segments on the 15th of each month and each has a 1-Year Segment Term.

Each time clients allocate premiums to an Indexed Account, it starts a new 1-Year Indexed Segment. These 1-Year Indexed Segments earn interest based on positive changes in the S&P 500. The Segment Floor Rate is guaranteed to be no less than 0%. The Segment Cap Rate and Threshold Rate will be reviewed by John Hancock periodically, however, it will never change for an existing 1-Year Segment Term.

High Par Indexed Account

The 1-Year High Par Indexed Segments realize any positive growth in the S&P 500 between the guaranteed Segment Floor of 0% and up to the current Segment Cap Rate with a participation rate of 160%*.

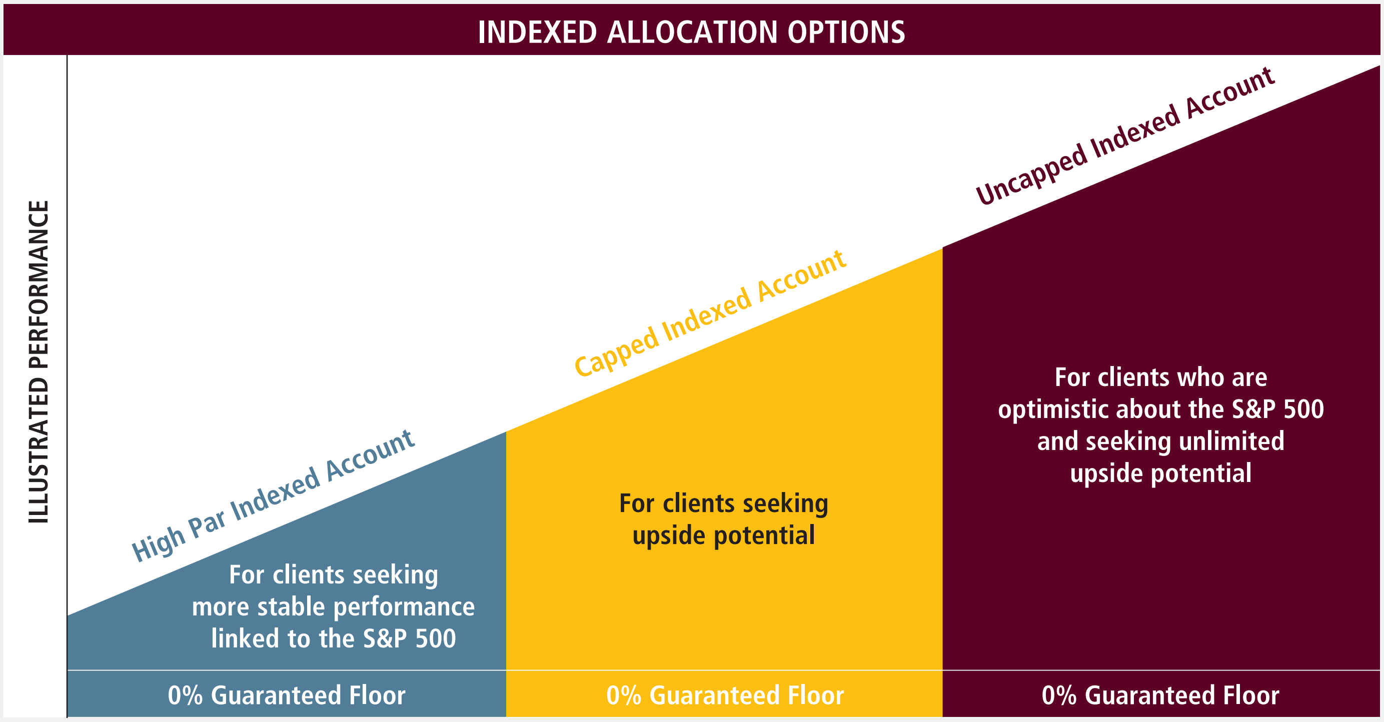
Capped Indexed Account

The 1-Year Capped Indexed Account segments realize any positive growth in the S&P 500 between the guaranteed Segment Floor of 0% and the current Segment Cap Rate with a participation rate of 100%.

Uncapped Indexed Account

The 1-Year Uncapped Indexed Segments credit the full S&P 500 performance, *less the current* Segment Threshold Rate with a guaranteed Segment Floor of 0% with a participation rate of 100%.

* Guaranteed participation rate of 140%.



Accessing Policy Values

Policy values can be accessed via loans or withdrawals.

Policy Loans[4]

Policy owners have the option of borrowing a portion of their policy value in one of two forms: a Standard Loan or an Index Loan. The difference between these two options is how the loans are secured. Standard Loans are generally secured by a loan account that guarantees the net cost of the loan will not exceed 1.25% annually. Index Loans are generally secured against the Index Appreciation Account; therefore, the costs of the Index Loans can vary substantially from Standard Loans. The Index Loan option carries significantly more risk to the policy's performance due to the higher potential net cost of the loan.

Standard Loan[7]

When policy owners borrow a portion of their policy value in the form of a Standard Loan, John Hancock transfers the same amount from the Fixed Account into a Loan Account.

- The Loan Account balance serves as collateral for the outstanding loan
- Interest is credited to the Loan Account and interest is also charged on the policy debt.
- The net cost of the loan is the difference between the loan interest rate charged and the interest the Loan Account is credited
- The net cost of the loan is guaranteed to be no greater than 1.25% in policy years 1–10. In subsequent years the differential is currently 0% and guaranteed not to exceed 0.25%

Index Loan[8]

Index loans are available after the third policy year. Unlike a Standard Loan, when policy owners borrow a portion of their policy value in the form of an Index Loan, there is no transfer of policy value to a Loan Account from either the Fixed Account or the Index Appreciation Account.

- The policy value remains in the Index Appreciation Account and serves as collateral for the loan
- No specific rate of interest is credited to the collateral amount in the Index Appreciation Account; rather the entire balance in the Index Appreciation Account still earns interest credited at each Segment Maturity
- Interest is charged on the policy debt at a variable loan rate
- The net cost of the loan is the difference between the interest charged on the policy loan and the interest credited to the portion of the policy value that collateralizes the loan
- Index Loans carry significantly more risk to the policy owner than Standard Loans

Example: Assuming no part of the loan is collateralized by the Fixed Account, an Index Loan scenario with a loan rate of 6% and Index Segment Interest Credit(s) of 0% would result in a net loan cost of 6% — much higher than the cost of a Standard Loan. Conversely, a loan rate of 6% and Index Segment Interest Credit(s) of 10% would result in a net gain of 4% to the policy.

Withdrawals[4]

Withdrawals are available after the first policy anniversary and are first deducted from the Fixed Account and then proportionately from the Index Appreciation Account

- If an unscheduled withdrawal is taken from the Index Appreciation Account, policy owners will not be able to create new Segments in any Indexed Account for one year. This is called a Lock Out Period
- To avoid a Lock Out period, clients can schedule Systematic Withdrawals
- Systematic Withdrawals are 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

Meeting Client Needs

Accumulation IUL is designed for individual and business clients who want to accumulate significant cash values as a source of supplemental retirement income — especially those who are maximizing their contributions to qualified retirement plans but still face a possible retirement income shortfall. It is positioned optimally for clients ages 35–65.

NEED	SOLUTION
Death Benefit Protection	*Protect future earnings:* Accumulation IUL is designed for clients who are seeking permanent death benefit protection with cash value growth potential.
NEED	**SOLUTION**
Retirement Income	*Accumulation potential:* The cash value accumulation potential of Accumulation IUL makes it a good choice for supplemental retirement income. The policy cash value can be accessed for emergencies or to supplement retirement income via tax-favored loans and withdrawals.
NEED	**SOLUTION**
Adding Greater Protection Against the Unexpected	*John Hancock's Long-Term Care (LTC) rider[5]:* Available for clients who want to access their policy values to help pay for their long-term care expenses.
NEED	**SOLUTION**
Wealth Transfer	*Funding a Trust:* The cash values of the policy can be used by the trustee of a Spousal Access Trust or Dynasty Trust to make distributions, while the death benefit can provide liquidity to meet wealth transfer objectives.

FEATURES[1]	ACCUMULATION IUL
Product Design	Flexible Premium Indexed Universal Life Insurance Policy
Issue Ages	3 months–90
Risk Classes/Issue Ages	**Fully Underwritten**
Non Smoker	Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 3 months–90
Smoker	Preferred 20–90 Standard 20–90
Flat Extras	Flat Extras (temporary and permanent) are allowed on all fully underwritten risk classes, except Super Preferred
Available Coverage	• Base Face Amount (BFA) • Supplemental Face Amount (SFA)
Minimum Face Amount	$50,000
Minimum Base Face Amount (BFA)	$50,000
Maximum Supplemental Face Amount (SFA)	• Up to four times Face Amount is allowed at issue • Maximum coverage is subject to underwriting and retention limits
Definition of Life Insurance Test	• Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT)
Maximum First-Year Premium	• 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)	• 1/12 of No-Lapse Guarantee (NLG) Premium Note: a greater amount is required if the policy is backdated or if a rider is added
Face Amount Increases	
BFA	• Base Face Amount increases are not permitted
SFA	• Scheduled SFA increases are available up to attained age 90 • Subject to underwriting approval • Total increases may not exceed four times the Total Face Amount at issue • Increases in one policy year may not exceed 25% of the Total Face Amount at issue • Not allowed with Term Conversions, Return of Premium, LTC 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 • Pro-rata Surrender Charge will apply during the Surrender Charge period • Requests to reduce the Face Amount or stop previously scheduled increases will terminate any future scheduled increases • A 10% BFA decrease is permitted without a Surrender Charge at the time of decrease
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 and the change is effective on policy anniversary only

FEATURES[1] (continued)	ACCUMULATION IUL
No-Lapse Guarantee (NLG)	The No-Lapse Guarantee (NLG), guarantees that the policy will not default during the NLG period, provided certain requirements are met.
BFA	• For insureds issue ages 0 to 70, the BFA coverage is guaranteed for the lesser of 15 years or to age 75 (except as noted under SFA and ROP below) • For insureds issue age 70+, the BFA coverage is guaranteed for 5 years (except as noted below)
SFA	• The SFA coverage is guaranteed for 5 years (for all issue ages) • If increasing SFA is elected, the BFA coverage guarantee is also limited to 5 years
ROP	• The ROP death benefit is guaranteed for 5 years (for all issue ages) • If ROP is elected the BFA coverage guarantee is also limited to 5 years
Coverage Beyond Age 121	Policy does not mature; 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 a death claim is made (the policy may lapse if policy debt ever equals or exceeds the policy value) • New loans and withdrawals are allowed • SFA coverage will terminate
Quit Smoking Incentive	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 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 • 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 *For more details on the underwriting evidence required, please refer to our smoking class change guidelines.

INTEREST CREDITING	ACCUMULATION IUL
Fixed Account	Policy value in the Fixed Account is deposited in the company's General Account at a declared rate.
Current	• As declared
Guaranteed	• 2.00%
Guaranteed Indexed Account Multiplier	There is a Guaranteed Indexed Account Multiplier that will be applied to interest earned in the Index Appreciation Account at the beginning of policy year 6. • The Guaranteed Indexed Account Multiplier is applied to the un-loaned portion of policy value allocated to the Index Appreciation Account • Beginning in policy year 6, the multiplier increases the interest earned in each maturing Indexed Segment by 5.00%.

INTEREST CREDITING (continued)	**ACCUMULATION IUL**
Persistency Bonus[10]	There is a non-guaranteed persistency bonus that may be applied to the Fixed Account interest rate at the beginning of policy year 11. • The persistency bonus is only applied to the un-loaned portion of policy value allocated to the Fixed Account and any amounts allocated to an Indexed Account but not yet designated to a Segment • Currently an additional 0.65% in years 11+
Cumulative Guarantee	A Cumulative Guarantee ensures a minimum average annualized rate of return of 2% (less policy charges) over the life of the policy, upon surrender
Index Appreciation Account	Policy value allocated to the Index Appreciation Account earns an interest rate linked to the S&P 500 using a yearly point-to-point method. There are three Index Appreciation Account options, the High Par Indexed Account, the Capped Indexed Account and the Uncapped Indexed Account. • Up to 12 Index Segments can exist in each Indexed Account — one for each month • Each Segment matures twelve months from the initiation date • At Segment Maturity (after 1-year), the Segment proceeds are allocated to a new 1-Year Segment along with any policy value allocated to the same Indexed Account • Allocation instructions and payments must be received by 4:00 p.m. EST, on the third business day prior to the Segment initiation (the Lock in Date) in order to be included in the next Segment • Indexed Segments are created on the 15th of each month, interest is credited separately to each 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
High Par Indexed Account	1-Year High Par Indexed Segments earn interest based on positive changes in the S&P 500, subject to the current Segment Cap Rate and provides a guaranteed Segment Floor of 0%. • The Segment Cap Rate and the Participation Rate is established at the beginning of a Segment Term and will not be changed for an existing Segment • The Segment Cap is guaranteed to be no less than 2.5%
Capped Indexed Account	1-Year Capped Indexed Segments earn interest based on positive changes in the S&P 500, subject to the current Segment Cap Rate and provides a guaranteed Segment Floor of 0%. • The Segment Cap Rate is established at the beginning of a Segment Term and will not be changed for an existing Segment • The Segment Cap is guaranteed to be no less than 3%
Uncapped Indexed Account	1-Year Uncapped Indexed Segments earn interest based on positive changes in the S&P 500, less the current Segment Threshold Rate and provides a guaranteed Segment Floor of 0%. • The Segment Threshold Rate is established at the beginning of a Segment Term and will not be changed for an existing Segment • The Segment Threshold Rate is guaranteed to be no greater than 20%
Transfers to the Indexed Account(s)	• Policy owners may choose to have a percentage of the Fixed Account policy value transferred to the Index Appreciation Account • Amounts transferred to the Indexed Account(s) prior to the Lock in Date will be included in the initial Segment balance on the next Segment initiation date
Automated Transfers	• A strategy that helps reduce exposure to market volatility by transferring a set dollar amount from the Fixed Account to the Indexed Account(s) every month

RIDERS (separate charges may apply)	**ACCUMULATION IUL**
Long-Term Care (LTC)[5]	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 level (Option 1) and increasing (Option 2) death benefit options.* • 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.
Return of Premium (ROP)	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 • Not available in conjunction with increasing SFA, DPSP or LTC
Overloan Protection (OPR)[6]	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.[9] • Issue Ages 0–90 • Exercise of the rider must meet stipulated conditions, including: – 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 Accumulation IUL Technical Guide and policy contract.
Disability Payment of Specified Premium (DPSP)	• 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 ROP or Increasing SFA • A separate monthly charge is deducted up to age 65 if this optional rider is selected
Accelerated Benefit	Provides a "living benefit" if the insured is certified to be terminally ill with a life expectancy of 1 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 1-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	ACCUMULATION IUL	
Standard Loan Rates	Interest Charged	Interest Credited
Current		
Years 1–10:	3.25%	2.00%
Years 11+:	2.00%	2.00%
Guaranteed[11]		
Years 1–10:	3.25%	2.00%
Years 11+:	2.25%	2.00%
Policy Loans[4]	• Policy loans are available at any time after the policy is in force • Index Loans are available after policy year three • Minimum loan is $500 • Loan interest may be higher for Index Loans • Loan option changes are permitted once a year (on the Policy Anniversary)	
Withdrawals[4]	• Available after the first policy anniversary • Minimum withdrawal is $500 • A partial Surrender Charge may apply • Available once per month after first year if there is a positive Net Cash Value • Withdrawals are first deducted from the Fixed Account, then from any amounts in the Index Appreciation Account not yet designated to a Segment and then proportionately from the Index Appreciation Account Segments • An unscheduled withdrawal taken from an Indexed Account will trigger a 1-year Lock Out Period, during which no new Indexed Segments can be created	
Withdrawal Fee	None	

POLICY FEES AND CHARGES	ACCUMULATION IUL
Premium Charge	
Year 1:	9.00%
Years 2–10:	8.00%
Years 11+:	2.00%
Administrative Charge Current and Guaranteed	All policy years: $10 per month
Per $1,000 Face Amount Charge	• Monthly charge per $1,000 of current BFA • Rate varies by issue age, gender, risk class and death benefit option
Cost of Insurance Charge Current Guaranteed	A charge per $1,000 of net amount at risk that is deducted monthly. • Mortality charge varies by issue age, gender, policy duration and risk class • Based on the 2001 CSO Mortality Table
Surrender Charge	A charge per $1,000 of 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
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.

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.

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

Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax). Failure to do so could result in adverse tax treatment of trust proceeds.

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. Excluding Dividends. Standard & Poor's®, S&P®, S&P 500®, Standard & Poor's 500 and 500 are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by John Hancock Life Insurance Company. The Product is not sponsored, endorsed, sold or promoted by Standard & Poor's, and Standard & Poor's makes no representation regarding the advisability of purchasing the Product. The S&P 500® Index is an index of 500 stocks that are generally representative of the performance of leading companies in leading industries within the U.S. You cannot invest directly in the S&P 500® Index.
3. 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 met and policy debt does not exceed the policy value. At the end of the NLG period, the policy value may be insufficient to keep the policy in force. Thereafter, premiums significantly higher than the NLG premium may be required to keep the policy in force. If you pay only the premium to satisfy the NLG, you may be foregoing the advantage of building up policy value. Once lapsed, the guarantee cannot be reinstated. The maximum duration of the NLG is 15 years with lesser durations for older ages. The NLG is reduced to 5 years if you elect the Return of Premium rider or if you elect to increase the Supplemental Face Amount. In Illinois the NLG is called "Death Benefit Protection." Factors such as, but not limited to, loans, withdrawals, or any other change allowed under the contract could potentially terminate the No-Lapse Guarantee.
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. 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.

   This rider has 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.
6. Subject to availability and limitations described in the policy. There may be additional requirements or tax implications when exercising the OPR rider, please refer to the policy for details.
7. Standard loan requests in excess of the Fixed Account balance can be taken from the Indexed Accounts, but these loans will be treated similarly to an Index Loan until the Segment Maturity, allowing the Index Loan portion of the loan to be converted into a Standard Loan. See the Accumulation IUL Technical Guide for more information.
8. Index loan requests in excess of the Index Appreciation Account will be secured by balances transferred from the Fixed Account to a Loan Account. Only one type of policy loan may be utilized at a given time. If there is an outstanding Standard Loan, and the policy owner wishes to take an Index Loan, the existing loan must be repaid first. The opposite is also true; any existing Index Loan must be repaid before it is possible to take out a new Standard Loan. Index Loan requests in excess of the Index Appreciation Account policy value can be taken as Standard Loans from the Fixed Account.
9. This material does not constitute tax, legal or accounting advice and neither John Hancock nor any of its agents, employees or registered representatives are in the business of offering such advice. It was not intended or written for use and cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. It was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based on his or her particular circumstances from independent professional advisors.
10. In New York, the persistency bonus is guaranteed and will be applied beginning in policy year 11 to the then currently credited Fixed Account interest rate if the rate at that time is equal to or greater than 3.00%.
11. In New York, the Standard Loan Rate is 3.25% in years 1–10, and 2.00% thereafter. The loan interest rate is guaranteed not to exceed 3.50% in years 1–10, and 2.25% thereafter. Interest is credited to the Loan Account at a guaranteed fixed rate of 2.00% in all years.

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Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

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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