



Protection

that fits your needs

John Hancock
with Vitality



Offering savings
and rewards for
healthy living



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.

LIFE-4248 7/20 Consumer

John Hancock's
Universal Life
Insurance

Comprehensive and flexible coverage

John Hancock's universal life insurance (UL) can help you:

- Secure the financial future you picture for you and your loved ones, with features that let you tailor the policy to meet your current goals — and the flexibility to adjust as those goals change
- Live a longer, healthier life through John Hancock Vitality, our innovative wellness program that is included with all policies

Make the choice that fits your needs:

Protection UL — an ideal choice if you are focused on death benefit protection, guarantees, flexibility and the possibility for some cash value growth.¹

Protection Survivorship UL — a great choice that provides life insurance coverage for two people (such as you and your spouse or business partner) and pays the death benefit upon the death of the surviving insured.¹

The life insurance policy describes coverage under the policy, exclusions and limitations, what you must do to keep your policy in force, and what would cause your policy to be discontinued. Please contact your licensed agent or John Hancock for more information, costs, and complete details on coverage in order to help you determine if the policy is suitable for your needs.



What can a universal life policy do for you?

You have many goals in life. You want your family and business to be financially secure you'd like a more comfortable retirement, and perhaps you're also hoping to build a larger estate to leave your heirs. In addition, you are likely striving to stay healthy so that you can enjoy as many years as possible with your loved ones.

Your John Hancock universal life policy can help you to:



Replace family income and help ensure your loved ones are financially protected



Pay for college, supplement retirement income, and more by accessing your policy's cash value²



Protect your assets with optional riders



Leave a tax-free legacy for your loved ones³



There's more!

With John Hancock Vitality, you can **save money and earn rewards** by living a healthy life.



How does UL coverage work?



Your policy is issued and you pay premiums into your John Hancock Universal Life Insurance policy



Tax-deferred cash value accumulation, through a combination of your premium payments (minus charges and fees) and interest credits



This allows you to:



Supplement retirement income with tax-favored distributions (via loans & withdrawals²)



Help fund education or other expenses (via loans & withdrawals²)



Leave an income tax-free death benefit to your heirs³

What benefits and features does a John Hancock UL policy offer?

Your John Hancock universal life policy offers several benefits, features and riders — some of them optional — which means you can customize the policy to fit your specific needs. Here are the top benefits:

Financial security

Death benefit: The primary purpose of life insurance is to help protect your family's financial future in the event of your untimely death. With proper planning, your loved ones will receive your policy's death benefit directly (without probate) on an income- and estate-tax favored basis.³

Living benefits: Get protected from the unexpected by purchasing optional, add-on coverage for critical illness and/or long-term care.

Guaranteed coverage

Your universal life policy provides a **strong no-lapse guarantee**, which means the policy will remain in force even if the cash surrender value falls to zero or lower.⁴

Premium payment flexibility

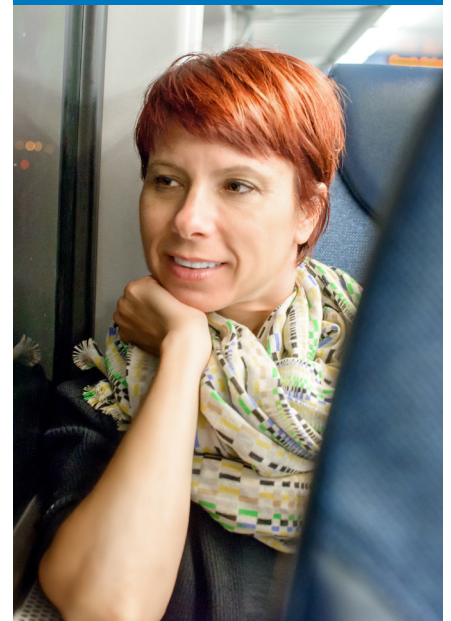
You can vary your premium payments to better fit your financial objectives. If your primary concern is death benefit protection, you may want to fund your policy to life expectancy or beyond. But if your objective is to take advantage of your policy's cash value potential, you may want to increase the amount of your premium payments. Certain minimum premium payments are required and paying less may cause your no-lapse guarantee to terminate early.⁵

Access to cash value

You may also take out loans and make withdrawals against your policy's cash value to supplement retirement income or fund other expenses. As mentioned, the policy's potential cash value is built up over time through a combination of premium payments and interest credits — and grows on a tax-deferred basis.²

#1

John Hancock customers **choose Protection UL** more than any of our other permanent life insurance products.*



*Internal data from policies placed between 2015 through 9/2019.



It's easy and fun!



Earn Vitality Points
for healthy activities like
walking, exercising and
buying healthy food



**Achieve a
Vitality Status**
(Silver, Gold, or Platinum)
based on the number of
points you earn



Get rewarded
for your healthy habits with
savings and discounts



The John Hancock Vitality Program

Whether you enjoy healthy living today or simply aspire to live healthier, there are two great versions of John Hancock Vitality to support you along the way.

Vitality GO

Vitality GO is included on your policy at no additional cost.* With this basic “be healthy” version of the program, you’ll enjoy:

- **The chance to win discounts on Amazon.com** for your healthy achievements⁶
- **Savings on fitness devices and healthy gear** including Fitbit®, Garmin, Polar and REI⁷
- **An easy-to-use app and website** with health-related resources

Vitality PLUS

Vitality PLUS is an option you can choose when you get your policy, or within the first 25 months of owning it. Available for as little as \$2 per month.** Vitality PLUS allows you to earn even more great rewards and discounts, including:

- **Up to 15% in premium savings or more income potential⁵**
- The opportunity to **earn an Apple Watch® Series 3 or Series 5** for as little as \$25⁸ by exercising regularly or get a **complimentary Fitbit**
- **A one-year Amazon Prime membership** when you reach Platinum Status three years in a row⁶
- **Up to \$600 in annual savings** on fresh fruits and vegetables⁹
- Exclusive discounts at more than **350,000 eligible properties around the world with Hotels.com⁶**
- **Entertainment and shopping discounts** from name brands like Amazon, REI, Starbucks, and more¹⁰
- **A free 12-month subscription to Headspace®** as part of the HealthyMind™ benefit⁶
- **An easy-to-use app and website** with health-related resources

*Vitality GO is not available in NY, WA and PR.

**Vitality PLUS is \$4 per month on Protection SUL policies.

Vitality is the provider of the John Hancock Vitality Program in connection with your life insurance policy and Healthy Engagement Rider. John Hancock Vitality Program rewards and discounts are available only to the persons insured under the eligible life insurance policy, are subject to change and are not guaranteed to remain the same for the life of the policy.

Key terms

Permanent life insurance	Permanent life insurance is a policy you can have for your entire life (as opposed to Term insurance, which is for a specified number of years). Typically, permanent life insurance combines a death benefit with a savings component that allows the policy to build cash value — which the policy owner may be able to borrow or withdraw funds from. ²
Flexible premium ⁵	A premium is the payment you make to the life insurance company for your policy. A universal life insurance policy features a “flexible premium,” giving you some choices in the amount and scheduling of your premium payments. See page 3 for further details.
Cash value	Any premium payments above the set cost-of-insurance charge and other policy fees are applied to the policy’s cash value (also called policy value). The cash value in a universal life insurance policy accumulates based on a declared interest rate set by the insurance company. See page 3 for details on how you can access your policy value.
No-lapse guarantee ⁴	A no-lapse guarantee ensures your policy will remain in force even if your policy value drops (providing a certain minimum premium payment is made as specified in your policy contract). (See page 3 for more information on the no-lapse guarantee offered with John Hancock universal life policies.)

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 155 years of experience, John Hancock offers clients a diverse range of insurance products and services through its extensive network of employees, agents, and distribution partners.

INSURANCE PRODUCTS:		
Not FDIC Insured	Not Bank Guaranteed	May Lose Value
Not a Deposit	Not Insured by Any Federal Government Agency	



For more information on this or other life insurance products,
please contact your insurance agent.

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. 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. Withdrawals are available after the first policy year.
3. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are 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. Prospective purchasers should consult their professional tax advisor for details.
4. Protection UL and Protection SUL policies automatically include a no-lapse guarantee (NLG) called Death Benefit Protection. 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. Policyholders who pay only the minimum premium required to keep the Death Benefit Protection in effect may forego the advantage of building significant cash value in this policy. The no-lapse guarantee under the Death Benefit Protection has a maximum duration to age 121. The duration of the no-lapse guarantee coverage may be less, depending upon the funding level chosen by the policy owner. The maximum duration of the NLG varies by product, with lesser durations for older ages. The NLG duration is stated in the contract and reflected in the illustration's guaranteed net death benefit column. At the end of the NLG duration, premiums greater than those originally illustrated may be required to maintain coverage. Factors such as, but not limited to, the amount and timing of premium payments, loans, withdrawals, or any other change allowed under the contract could potentially terminate the no-lapse guarantee. Once terminated, the Death Benefit Protection feature cannot be reinstated.
5. Please consult your insurance agent as to how premium savings or otherwise changing the amount or frequency of your premium payments may affect the policy you purchase. Paying a premium that differs from an originally illustrated amount could reduce the duration of your policy's Death Benefit Protection feature or impact other features of your policy and may have federal tax consequences. Premium savings are in comparison to the same John Hancock policy without the Vitality program. Premium savings over the life of the policy will vary based upon policy type, the terms of the policy, and the level of the insured's participation in the John Hancock Vitality program.
6. The Hotels.com discounts, HealthyMind benefit, Amazon.com discounts and Amazon Prime membership are not available in New York.
7. REI is not affiliated with the John Hancock Vitality Program. REI does not sponsor, endorse or have any responsibility for this promotion.
8. Apple Watch program is not available in New York or Puerto Rico. Apple Watches ordered through John Hancock Vitality may not be shipped to addresses in Guam. Once you become a Vitality PLUS member and complete the Vitality Health Review (VHR), you can order Apple Watch by electronically signing, at checkout, a Retail Installment Agreement with the Vitality Group, for the retail price of the watch. After an initial payment of \$25 plus tax, over the next two years, monthly out of pocket payments are based on the number of Standard Workouts (10,000 to 14,999 steps) and Advanced Workouts (15,000 steps) or the applicable Active Calorie thresholds. The step counts required for Standard and Advanced Workouts are reduced for members beginning at age 71+. One-time upgrade fees plus taxes apply if you choose (GPS + Cellular) versions of Apple Watch, larger watch case sizes, certain bands and case materials. For more information, please visit www.JohnHancockInsurance.com. Apple is not a participant in or sponsor of this promotion. Apple Watch is a registered trademark of Apple Inc. All rights reserved.
9. HealthyFood savings are based on qualifying purchases and may vary based on the terms of the John Hancock Vitality Program. The HealthyFood program is currently not available in Guam.
10. In New York, entertainment, shopping, and travel rewards are not available and are replaced by healthy living and active lifestyle rewards.
11. Second highest of 13 ratings (superior ability to meet ongoing insurance obligations). Financial strength rating is current as of April 1, 2020, 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.

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

There are costs of insurance, surrender and other charges associated with these policies.

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Policy Form Series:
ICC19 19PROUL, 19PROUL,
ICC19 19PSUL, 19PSUL

Rider Form Series:
17HER, ICC16 17HER, 18VCR,
ICC18 18V, S137-508PROROPR,
ICC19 19HER-S, 19HER-S