

Seller's Guide to the Global High Net Worth Market



The Foreign National Opportunity

LET JOHN HANCOCK BE YOUR GUIDE

The growth of the global high net worth (HNW) market is creating a corresponding growing need for life insurance. Consider these statistics:*

- Global HNW wealth is forecast to top \$70 trillion by 2017
- In 2014, the global HNW population grew 6.7% to reach 14.6 million
- HNW individuals take a cautious approach to investing, with a focus on wealth preservation

Read on to learn how you can tap into the sales potential this market offers.

*Source: World Wealth Report, 2015, Capgemini and RBC Wealth Management; Capgemini, RBC Wealth Management, and Scorpio Partnership Global HNW Insights Survey 2013.

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Please note the following about this brochure: All information given is current as of the date of publication (July 2016), but details can change at any time. To ensure you are seeing the latest information, please talk to your John Hancock underwriter or a member of our Advanced Markets' team. All currency amounts are given in U.S. dollars.

Introduction

IS YOUR CLIENT A FIT?

Use the following checklist to determine if your HNW “global” client has the necessary U.S. connections to qualify for a U.S. life insurance policy:

- Does the client spend at least 15 days in the U.S. each year?
- Does the client have a U.S. financial presence?
- Will the policy be solicited in the U.S.?
- Will the policy be delivered in the U.S.?
- Will the policy be paid in U.S. dollars with a U.S. bank account?

If you are able to answer “**yes**” to each of these questions, read on to learn more about the global HNW market, and John Hancock’s guidelines to submitting a life insurance application.

If you answered “**no**” to any of the questions, please speak to your John Hancock representative with details about the case.

In today’s global economy, you may have high net worth (HNW) clients who live abroad but have ties to the U.S. and are seeking solutions to meet their estate and tax planning needs. Success in this market requires a partner that has knowledge and expertise you can rely on to help guide you to sales success.

John Hancock is well-positioned to be that partner. Not only do we have the products and planning solutions to meet the life insurance needs of the foreign national market, but we can also draw on our extensive Underwriting and Advanced Markets expertise, impressive capacity and a full range of competitive products. What’s more, we can leverage the knowledge gained from being part of the Manulife Financial group of companies, which have a significant global presence.

Use this guide as a reference to help you every step of the way to realize sales in the sophisticated global HNW market — from identifying eligible clients and understanding their planning needs to gaining an overview of John Hancock’s submission guidelines and requirements. The last section of the guide — *A Brief Primer on Tax Planning & the Global HNW Market* — provides important background information that can enhance the value you offer to your foreign national clients.

If you have questions, please call your John Hancock underwriter or an Advanced Markets consultant.



SECTION 1: IDENTIFYING YOUR CLIENTS & OFFERING SOLUTIONS

Who are your clients?

With financial wealth growing globally, we know that the foreign national market opportunities are growing as well. But out of this growing market, who are the clients that qualify for U.S. life insurance coverage? For the purposes of obtaining John Hancock life insurance coverage, a foreign national client should be an individual who:

- Resides outside of the U.S. more than six months (183 days) each year,
- Has a “U.S. connection”/meaningful tie to the U.S., AND
- Has a global minimum net worth equivalent to \$5 million U.S. or more.

Coverage may not be available for individuals traveling to any country where a U.S. State Department travel warning advisory or alert has been issued. Military deployment to a war zone will not be considered for coverage.

U.S. connection guidelines

Foreign national clients must have the following physical and financial presence in the United States:

1. A minimum 15-day stay annually,
2. An existing U.S. financial presence including a U.S. bank account, AND
3. U.S. assets to help justify coverage — specifically 25% of assets required to justify the amount of coverage applied for must have been held in the U.S. for a minimum of six months prior to application.

In addition, foreign national clients must also meet **one** of the following criteria:*

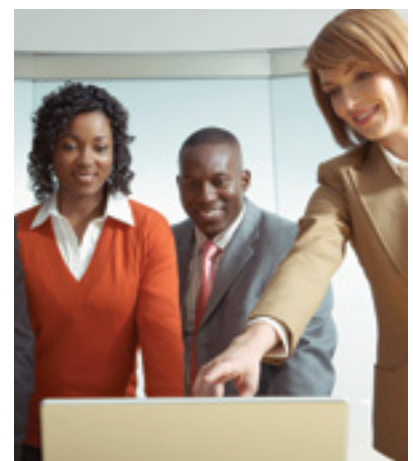
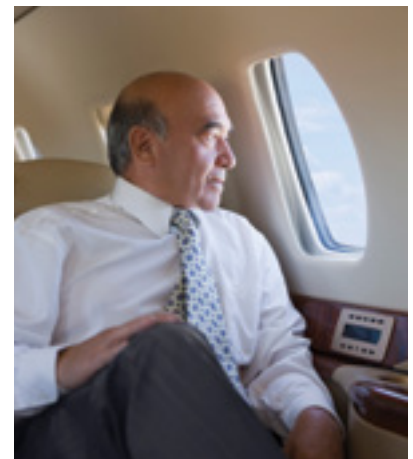
1. Owning real estate in the U.S.,
2. Owning a business in the U.S., or working for a U.S. company,
3. Having a U.S. tax liability, OR
4. Having an immediate family relation residing in the U.S. (in addition to financial presence).

* If the owner of the policy differs from the insured, the owner should also demonstrate U.S. connections.

Additional requirements

There are also requirements regarding solicitation and financial justification that apply to foreign nationals:

- **Solicitation:** All solicitation must take place in the U.S., regardless of the country of residence. Solicitation is defined as the entire new business process, e.g., illustration, application, completion of underwriting requirements including examinations and policy delivery. In addition to U.S. solicitation, the life insurance policy must be paid for from a U.S. bank account (see “Parameters” on page 6 for more details on what solicitation entails).
- **U.S. financial presence:** Of the assets that the owner of the life insurance must have to justify the amount of coverage applied for, 25% must be U.S. assets that have been held for at least six months prior to the application (see the example on page 9).



What solutions can you offer?

It goes without saying that everyone should have a comprehensive estate plan. HNW foreign nationals are no different — they want to ensure that their families are protected and their wealth is preserved. In addition, wealthy foreign nationals who own businesses may need a succession plan for business continuation. Complicated rules, both in the U.S. and internationally, make planning essential for this type of global client. Considering just the U.S. tax system alone, the HNW foreign national client (depending on their U.S. residency status) can face significant U.S. transfer taxes with a much lower exemption than U.S. citizens — or perhaps even be taxed in the U.S. on worldwide property.

Basic tax rules of international estate planning

- Individuals considered as “U.S. persons” by the Internal Revenue Service (IRS) are subject to U.S. income tax on their worldwide income
- Individuals who are U.S. persons (including U.S. citizens and residents) are also subject to gift, estate and generation-skipping transfer taxation on worldwide assets
- Non-U.S. persons (nonresidents) are subject to U.S. income tax only on U.S. source income
- Individuals who are nonresidents are subject to estate, gift and generation-skipping transfer taxation only on assets deemed to be located in the U.S. (i.e., “U.S. situs assets”)

For more information, please refer to *A Brief Primer on Tax Planning & the Global HNW Market* beginning on page 10 of this guide.



Life insurance coverage can be part of the solution for foreign national clients. Take a look at the sales opportunities shown below.

Solution #1

PRESERVING AND PROTECTING WEALTH FOR FUTURE GENERATIONS

Your foreign national clients want to make sure that their loved ones are properly protected. A U.S.-based policy can help provide this protection by offering liquidity to cover various debt obligations as well as taxes and, overall, serves to preserve wealth for generations to come.

Selling Point

Compared to U.S. citizens and residents, a foreign national who is a “nonresident alien” can actually own a life insurance policy on his/her life outright without it being subjected to U.S. income or estate taxes.

Solution #2

INCOME REPLACEMENT FOR HNW FOREIGN NATIONALS WITH HIGH INCOMES

Many global HNW clients report large amounts of income. Life insurance is frequently used in these situations to replace the income lost from the death of a substantial wage earner.

Selling Point

The ability for foreign nationals to personally own the policy offers these clients the flexibility to develop a post-retirement income plan as well as the security of death benefit protection.

Solution #3

ESTATE TAXES

Depending on their status as either a nonresident alien or resident alien, foreign national clients may be subject to significant U.S. estate taxes as well as taxes in their country of citizenship or residence (if not a resident/citizen of the U.S.).

At a minimum, care should be taken to understand the potential U.S. tax exposure for these clients, including the different exemptions afforded to nonresident aliens vs. resident aliens and possible U.S. taxation of worldwide assets — see page 10 for more details.

Selling Point

Life insurance death benefit is income tax free in the U.S., meaning it can provide liquidity for heirs to pay estate taxes.

Solution #4

SUCCESSION PLANNING FOR BUSINESSES

For HNW global clients who have successful businesses — in the U.S. or abroad — a properly structured buy-sell plan can help with business succession.

(Please note: ownership is very important with U.S. life insurance. If a foreign client is contemplating an entity-owned buy-sell with U.S. life insurance, the entity must be U.S. based.)

Selling Point

A John Hancock life insurance policy can provide the funding source that is critical to ensure that the purchase and sale obligations required in the buy-sell agreement are met.

SECTION 2: GUIDELINES FOR SUBMITTING A FOREIGN NATIONAL CASE

Help ensure a smooth application process

Once you've established that your client qualifies for U.S. life insurance coverage, use the following information to ensure your case meets John Hancock's foreign national guidelines and parameters.

Foreign national parameters

Before submitting an application, please check to ensure your case falls within the following parameters. Additional guidelines are included in *Tips to Packaging Your Case* on page 9.

Minimum Issue Age	20
Maximum Issue Age	75 for A and B countries; 70 for C countries ¹
Minimum Net Worth²	\$5 million U.S. or equivalent
Minimum Face Amount	\$1 million
Best Class Available^{3,4}	A and B: Super Preferred C: Preferred
Maximum Mortality Rating	200%
Maximum Permanent Capacity⁵	\$40 million for A and B countries ¹ \$24 million for C countries ¹ \$25 million for Canada
Jumbo Limit⁶	\$65 million for A and B countries; \$45 million for C countries ⁷
Ownership Structure	<ul style="list-style-type: none">• The owner must have a U.S. Tax ID, SSN or must complete W-8BEN• Two-party ownership (i.e., personal ownership) is allowed• Offshore trusts are not allowed
Solicitation	All solicitation must take place in the U.S, regardless of the country of residence. Solicitation is defined as the entire new business process, e.g., illustration, application, completion of underwriting requirements including examinations and policy delivery. Please note that the applicable law and state version of an application should be the state where there is an independent connection with the policy owner and where the owner signs the application. For example, if the foreign national has a home in Florida and was solicited and will be signing the application in Florida, a Florida state version of the John Hancock application should be submitted.
Products	All John Hancock permanent fully underwritten products are available. The same capacity is used for both individual and survivorship coverage. ⁸ For foreign nationals who are not U.S. citizens, Term coverage is available only for key person U.S. business purposes.

1. Applicable country code and maximum capacity is based on where the proposed insured resides for more than six months per year.
2. Some exceptions may apply for U.S. citizens living abroad; please consult with your underwriter.
3. Best Class may be reduced for U.S. citizens living abroad who do not have a net worth equivalent to \$5 million U.S. or more.
4. Eligibility for HealthStyles credits may be considered for Country A risks.
5. Capacity may vary in the following scenarios:
 - For ages 71-75 (where applicable)
 - For residents of Singapore, China, Hong Kong and Macau
 - For Term products
 - For M-proprietary products
 - Further details on capacity and country codes can be found in the Field Underwriting Guide at your John Hancock producer website
6. The Jumbo Limit is the sum of all inforce coverage plus pending formal applications with all companies including John Hancock. Existing insurance that is being replaced will be deducted, providing we receive a fully executed absolute assignment transferring ownership to John Hancock.
7. For M-proprietary products, please confirm Capacity and Jumbo Limit with your John Hancock M-dedicated underwriter.
8. Please note that for survivorship coverage, both lives must meet issue age and maximum mortality rating requirements.

Scenarios where coverage is not available

Please note the following scenarios where John Hancock does not offer coverage to foreign nationals:

- **Term products** — Foreign nationals are not eligible for Term coverage except when a U.S. business is insuring them for key-person or business purposes. (Foreign nationals who are U.S. citizens may qualify for Term insurance to be used for any purpose.)
- **Certain occupations** — Clients in certain occupations, and in some cases their family members, are uninsurable. Examples include politically exposed persons (PEPs) or their family members, government or military personnel, missionaries, journalists, diplomats, members of the judiciary, security personnel, and trade union officials.
- **Aviation** — Individual policies may be offered to private pilots only, with an aviation exclusion; survivorship policies not available with aviation risk.
- **Riders** — Your foreign national clients may not include underwritten riders in their life insurance coverage, e.g., Waiver of Monthly Deductions, Disability Payment of Specified Premium, Return of Premium, Increasing Supplemental Face Amount and Long-Term Care. In addition, currently the John Hancock Vitality Program (Healthy Engagement Rider) and John Hancock Term with Vitality are not available to foreign national clients.
- **Travel advisories** — Coverage may not be available in any country with a travel warning or alert in effect.
- **C countries, non-high net worth** — Coverage is available only for U.S. citizens residing in approved major cities; ask your underwriter for more information.

WHO ARE PEPs?

Politically Exposed Persons (PEPs) can be defined as high-ranking government officials and their relatives whose rank and/or associations may be seen as presenting a greater risk for money-laundering, corruption, etc. They may include — but are not limited to — heads of states, government ministers, members of parliament, members of supreme courts and other judicial bodies, and ambassadors.



Underwriting requirements

Avoid delays in the underwriting process. The following checklist details what to include in an “in good order” submission.

Financial underwriting requirements

Financial underwriting is a critical part of the underwriting process that examines the economic feasibility of the case at hand, and it allows the underwriters to consider the insurable interest at the time of the application. Please submit the following requirements:

- ✓ *Foreign Resident Inquiry Form* — submit with informal application
- ✓ A broker’s cover letter of introduction, to include detailed travel information. (see *Tips to Packaging Your Case* on page 9)
- ✓ A completed *Financial Supplement for Personal Insurance OR Financial Supplement for Business Insurance*
- ✓ Proof of identity (e.g., copy of passport or visa)
- ✓ Letter of reference from financial institution with account value and duration of relationship. If not provided, detailed account statements must be submitted to support the declarations on the *Financial Supplement for Personal Insurance* or *Financial Supplement for Business Insurance*

Additional considerations

In addition to these requirements, the underwriter also takes into account the following:

Insurable Interest/Insurable Loss

The first consideration in financial underwriting is to establish that an insurable interest exists. The concept of insurable interest is fundamental to ensuring that the insurance applied for makes economic sense. We consider insurable interest as existing when the owner (if other than the insured) and the designated beneficiary have a financial interest in the continued life of the insured and are able to demonstrate a measurable financial loss should the insured die prematurely.

The loss should equal or exceed the requested insurance amount. The underwriter will examine the amount of potential loss suffered by an owner/beneficiary in the context of the requested death benefit, purpose of coverage and financial profile (including the ability to pay ongoing premiums). It is the risk of loss that helps the underwriter quantify the amount of insurable interest and ultimately justify the requested death benefit.

Justifying the coverage

John Hancock underwriters consider a client's global net worth when determining capacity and justification for the coverage requested. However, 25% of the assets required to justify the amount of coverage applied for must be held in the U.S. for a minimum of six months prior to the application.

EXAMPLE	
Application	<ul style="list-style-type: none">• 55-year-old male, citizen of the U.K.• Applying for \$10 million (typically requires a net worth of \$7-8 million to qualify); no coverage in force with John Hancock• Net worth — \$12 million (\$3 million U.S.; \$9 million foreign)
U.S. Connection	<ul style="list-style-type: none">• \$3 million U.S. brokerage account (i.e., more than 25% of the \$7-8 million required to justify face amount), AND• 3 week-long trips per year to Miami for business
Amount Offered	\$10 million as applied for

Medical underwriting requirements

- ✓ John Hancock's routine underwriting requirements (see online Field Underwriting Guide on your John Hancock producer website)
- ✓ Medical records (five-year history) from all the appropriate physicians and medical facilities
- ✓ Attending Physician Statement (APS) must be provided in English. John Hancock does not cover translation fees and the translator should be at arm's length to the sale

TIPS TO PACKAGING YOUR CASE

Take advantage of the following tips to help streamline the application process.

■ *Identify Your Client:*

- Determine if your client "passes" the checklist on page 2 and meets the U.S. Connection guidelines outlined on page 3
- Check that your case falls within the parameters and scenarios on pages 6 and 7

■ *Submit an informal application:*

- Include the *Foreign Resident Inquiry Form*
- Include a broker's cover letter of introduction with the following information:
 - Details of residences and travel outside country of residence
 - Source of your referral to the proposed insured
 - Proposed insured's background information and mention of any other publicly available information
 - Source of insurance premium: at John Hancock we require the premium to be paid from a pre-existing U.S. bank account and billing address. It is important to note the account history and how long it has been in place
 - Time spent in the U.S.

FIELD UNDERWRITING GUIDE

Visit your John Hancock producer website for quick, online access to all of our underwriting guidelines and requirements including:

- Age and amount requirements
- Best class criteria
- Non-medical requirements

You may also obtain details about our approach to many common medical impairments along with likely underwriting decisions for these conditions.

Tax planning considerations

DEFINING “DOMICILE”

Factors that are considered when determining whether an individual is “domiciled” in the U.S. include:

- Length of time in the U.S. and abroad
- Size, cost and nature of individual’s houses and other residences
- Visa status
- Location of individual’s business interests and voting records
- Location of decedent’s family and close friends

With the growing globalization of economic relationships and ease of travel and communication between countries, increasing numbers of foreign citizens and residents find themselves holding or seeking property, financial and business interests in the United States. Given the pervasiveness of cross-border interests by these global clients, it is important for advisors to have some familiarity with applicable U.S. gift and estate tax rules, which can be complicated and, at times, counterintuitive. This primer will help outline the basic rules of the U.S. gift and estate tax system as it applies to non-U.S. citizens and nonresidents.

Who is subject to U.S. taxes?*

One of the first steps foreign nationals should determine in estate planning is whether their connection to the United States is sufficient to classify them as a “resident alien” as opposed to a “nonresident alien.”

The U.S. tax code imposes estate and gift taxes on a worldwide basis on transfers by an individual who is a citizen or “resident” of the United States. For gift tax purposes, an individual is a resident if that person is domiciled in the U.S. at the time of the gift transfer. For estate tax purposes, a person is a “resident decedent” if the person is domiciled in the U.S. at the time of his or her death.

The U.S. Treasury Regulations defines “domicile” as follows:

“A person acquires a domicile in a place by living there, for even a brief period of time, with no definite present intention of later removing therefrom. Residence without the requisite intention to remain indefinitely will not suffice to constitute domicile, nor will intention to change domicile effect such a change unless accompanied by actual removal.”

It cannot be stressed enough that foreign nationals should work with their own counsel to determine their status as either a resident or nonresident alien. These rules can be complicated and become increasingly complex if the client resides in a U.S. territory (such as Puerto Rico) or perhaps is a citizen of a country with which the U.S. has a tax treaty (such as Canada).

* Different rules apply for income tax purposes.

Tax treatment of resident aliens

Resident aliens are generally subject to the same gift and estate tax laws applicable to U.S. citizens, with a few key distinctions. Most importantly, advisors working with residents who are non-U.S. citizens or married to non-U.S. citizens should be aware that:

- Resident aliens have the same estate tax exemption as U.S. citizens. That means that resident aliens should not be subject to estate taxes if their estate is less than the exemption amount, i.e. \$5 million dollars, indexed for inflation each year.
- All property of resident aliens, whether it is located in the U.S. or in another country, is subject to U.S. estate and gift tax.
- The unlimited estate tax marital deduction available to U.S. citizens is not available to estates where the surviving spouse is not a U.S. citizen unless the surviving spouse becomes a citizen before the U.S. estate tax return is due or a Qualified Domestic Trust (QDOT) is used.



WHAT THIS MEANS FOR YOUR CLIENT

A challenge for resident aliens is that they are taxed on their worldwide property, which in some cases means that they might be taxed twice — both in the U.S. and in their country of citizenship — unless a treaty between countries exist. For U.S. resident clients with an estate tax liability, the U.S. estate tax is due nine months after death.

Life insurance can provide a resource for paying off this liability without having to liquidate other assets, and the proceeds can be excluded from the estate for tax purposes when owned in an Irrevocable Life Insurance Trust (ILIT).

WHAT THIS MEANS FOR YOUR CLIENT

Nonresident aliens with U.S. situs assets in excess of \$60,000 may be subject to estate taxes. Life insurance can provide liquidity to pay those taxes. Moreover, since life insurance is not includable in the estate, the policy can be owned by the insured and not affect and compound the estate tax.

Tax treatment of nonresident aliens

Unlike U.S. citizens and resident aliens, who are subject to estate and gift tax on their worldwide assets, nonresident aliens are subject to estate and gift tax only on assets that are considered U.S. situs property. Moreover, when a nonresident alien is subjected to transfer taxes, the exemptions against such tax differ from the exemptions afforded to citizens and resident aliens.

Below are some of the key factors to be aware of when planning for nonresident aliens:

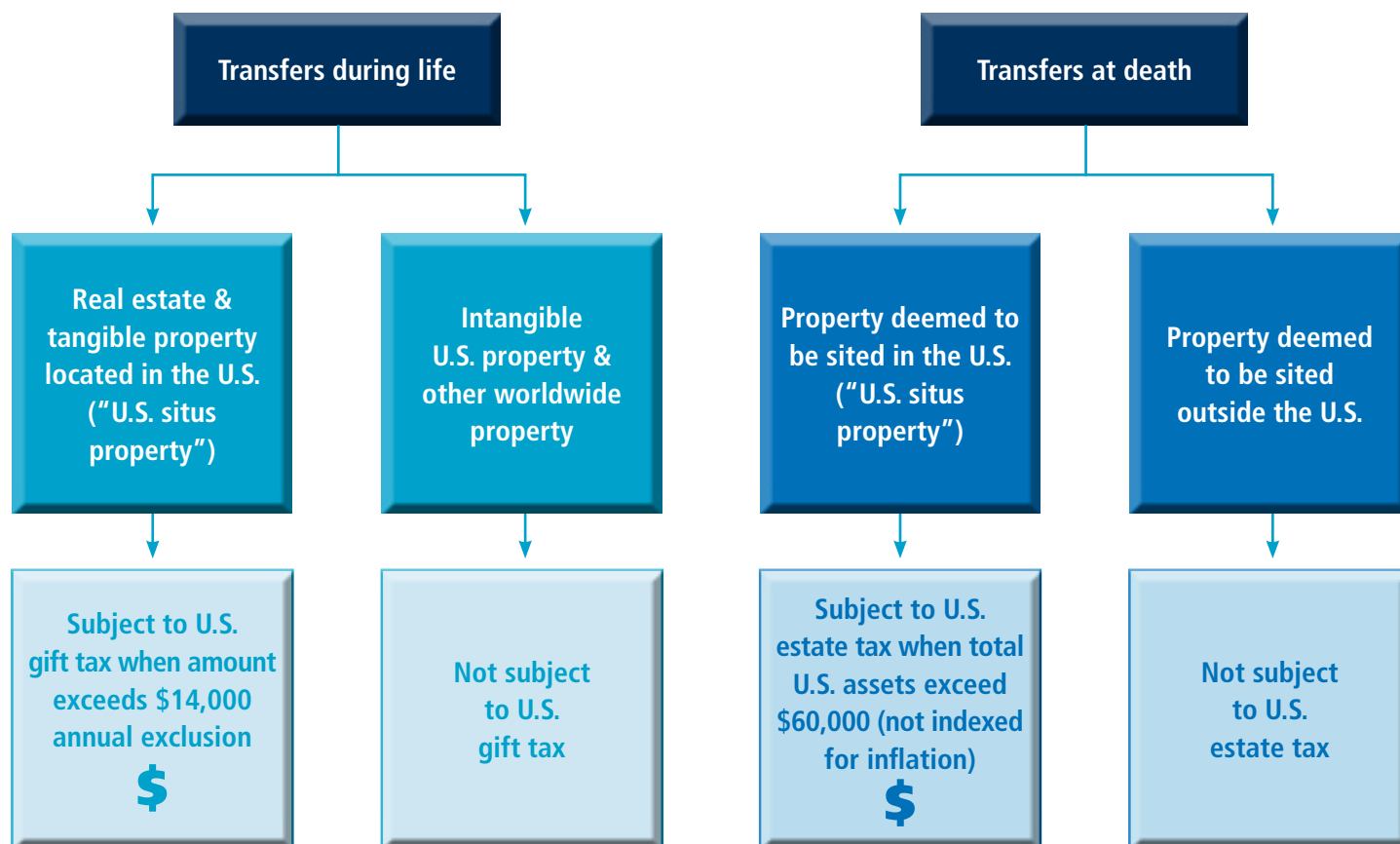
- Nonresident aliens are taxed only on “U.S. situs property.” This means that their worldwide assets do not factor into the estate tax calculation. See the *Nonresident Gift & Estate Tax* flowchart on the next page to learn more about U.S. situs assets.
- Life insurance generally is not considered U.S. situs property, which means that nonresident aliens can own a policy on their own lives and the death benefit will not be subject to estate tax.
- A nonresident alien can transfer up to \$60,000 at death without being subject to U.S. estate tax (compared to \$5 million+ for resident aliens). This exemption does not increase with inflation.
- For gifting purposes, only U.S.-based real estate and tangible property are subject to a U.S. gift tax. Gifts made by nonresidents, however, are not eligible for any lifetime gift exemption on those gifts that exceed the annual exclusion limit of \$14,000 (for 2016).

SUMMARY OF RESIDENT VS. NONRESIDENT TAX TREATMENT

	Resident Alien	Nonresident Alien
Estate Tax Exemption	\$5 million+	\$60,000
Gift Tax Exemption	\$5 million plus annual exclusion gifts	Annual exclusion gifts only
Property Subject to Tax	U.S. & worldwide property	Only on U.S. situs property
ILIT Needed to be Excluded from Estate Taxes	Yes	No

Please refer to our *Because You Asked: Estate and Gift Tax Treatment for Non-Citizens* (see back pocket) for more detailed information on the U.S. transfer tax laws for resident and nonresident aliens.

Nonresident gift & estate tax flowchart*



U.S. SITUS PROPERTY

<p>GENERALLY INCLUDES:</p> <ul style="list-style-type: none"> ■ Real estate located in the U.S. ■ Tangible personal property in the U.S. (jewelry, antiques, artwork, etc.) ■ Shares of stock in a U.S. corporation ■ U.S. bank deposits for trade or business ■ Retained or beneficial interest in a trust (includes foreign trusts) 	<p>GENERALLY EXCLUDES:</p> <ul style="list-style-type: none"> ■ U.S. personal bank deposits ■ Death benefit from a U.S. life insurance policy on decedent's life ■ Stock in companies incorporated outside of the U.S. ■ Some U.S. treasury debt obligations
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* Please note that this summary/chart reflects general treatment based on U.S. federal estate and gift tax laws. A valid tax treaty between the U.S. and the nation of which the nonresident is a citizen or resident may modify or completely alter these rules.

What sets John Hancock apart?

To achieve success in the global high net worth market, you need a carrier that can offer a wide range of strengths. Take a look at the strengths that set John Hancock apart:

You need a carrier that offers:

John Hancock's strengths:

Underwriting expertise	Our underwriters offer progressive, competitive and flexible decisions for all ages, and across all markets — including expertise in the large-case, foreign national market.
Large capacity	With one of the highest retention limits in the industry along with competitive automatic binding limits, we're a leader in capacity and retention in the foreign national market. We also take a purpose-driven approach to establishing the capacity we can offer, and will consider a client's global net worth when determining the total coverage available.
Advanced Markets support	We have one of the leading Advanced Markets groups in the industry, with a team of attorneys and consultants with real-life experience in estate planning, business planning and tax accounting, along with a wide variety of marketing pieces and tools to help you understand and explain complex advanced concepts that can assist in closing the sale.



You need a carrier that offers:

John Hancock's strengths:

Broad product portfolio	Our comprehensive product portfolio has been designed to be among the most competitive in the industry. Whether focused on security, affordability or growth potential, our complete single life and survivorship protection and accumulation products offer solutions to help your clients reach their financial goals.
Financial strength	We understand that a company's financial strength is at the core of your clients' decision-making process. Our high-quality investment portfolio, diverse business and prudent risk management are key reasons to choose John Hancock.
Global expertise	John Hancock has the advantage of being backed by the global strength of Manulife Financial, one of the largest insurers in the world. This strength, along with our reputation for integrity and brand recognition, make us the ideal guide in the foreign national market.

WELL RECOGNIZED BRANDS WITH A HISTORY OF FINANCIAL STABILITY

- Internationally recognized brands which have stood for financial strength and integrity for more than a century
- Our strong brands reflect our solid reputation as a *strong, reliable, trustworthy, and forward-thinking* financial partner

John Hancock
INSURANCE

 **Manulife**





Achieving Success in the Global High Net Worth Foreign National Market

LET JOHN HANCOCK BE YOUR GUIDE

QUESTIONS?

**Please call your John Hancock Underwriting
and Advanced Markets teams.**





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