

Highlights, features and benefits
Accumulation IUL



John Hancock[®] | **Vitality**

OFFERING CLIENTS SAVINGS AND
REWARDS FOR LIVING HEALTHY

John Hancock's *Accumulation IUL*

Accumulation IUL from John Hancock is one of the most competitive products in the industry for cash value accumulation and retirement income potential.¹

Accumulation IUL offers:

The security of tax-deferred death benefit protection for your clients

Affordable premiums and flexible premium schedules, including the Preliminary Funding Account (PFA) premium funding option

The potential for strong cash value accumulation with Indexed Accounts based on the S&P 500® Index or Hang Seng® Index

Competitive living benefit riders including the Long-Term Care rider and Critical Illness Benefit rider^{2,3}

When **combined with the John Hancock Vitality Program**, Accumulation IUL **offers the same reliable protection**, along with **greater retirement income potential and rewards** for living a healthy life.



Help your clients stay on track with LifeTrack

LifeTrack is an industry-first solution designed to keep your clients' policies on track to meet their coverage objectives. Every year with LifeTrack:

- We calculate a premium that takes into account actual policy performance and updated assumptions about the future
- The LifeTrack Annual Report shows clients how their policies are tracking relative to their objectives
- A John Hancock Vitality email shows them how much they can save by reaching a higher Vitality Status level

With LifeTrack, you can be confident that your clients are paying the right amount of premium to meet their goals!

INSURANCE PRODUCTS:

Not FDIC Insured | Not Bank Guaranteed | May Lose Value

Not a Deposit | Not Insured by Any Federal Government Agency

Meeting client needs

Accumulation IUL is designed for individual and business clients who are looking for competitive permanent life insurance coverage with **the potential for cash value accumulation and growth**. It has a variety of applications, such as providing income protection for families or retirees and can also be used for estate planning.

Need	Solution
Supplemental retirement income	Cash accumulation potential: The very competitive cash value accumulation potential offered by Accumulation IUL can be used to provide various income needs such as supplemental retirement income. The policy cash value can be accessed for emergencies or to supplement retirement income via tax-favored loans and withdrawals. ⁴
Family income protection	Protect future earnings: The death benefit proceeds of an Accumulation IUL policy can replace lost income in the event of a wage earner's death; it can also help to fund future family expenses, such as a child's education and a spouse's retirement.
Estate planning	Estate Protection: Accumulation IUL can provide liquidity to help pay estate taxes, equalize an estate, and/or provide a legacy.
Business planning	Funding Buy-Sell Arrangements: Since Accumulation provides potential for cash accumulation, it is a great choice for supporting the buyout of a business.
Split dollar and premium financing applications	Return of Premium rider: Provides the policy owner with an additional insurance amount equal to a percentage (up to 100%) of the premium paid. Particularly useful in premium financing cases, this rider can help ensure that there is sufficient death benefit to repay the loan as well as provide for the insured's heirs.
Additional protection against the unexpected	Disability Payment of Specified Premium (DPSP) rider: Provides monthly premium deposit protection ensuring guaranteed coverage in case of total disability. Long-Term Care (LTC) rider: Allows all, some, or none of the policy's death benefit to be accelerated to help cover long-term care expenses, if needed. Any portion not used will be paid to the heirs on a tax-favored basis. Critical Illness Benefit rider: Provides a cash benefit if the policyholder is diagnosed with one of these seven conditions: heart attack, stroke, cancer, coronary artery bypass graft, organ transplant, kidney failure or paralysis.
Pursuit of a longer, healthier life	John Hancock Vitality Program: With this optional rider, clients can boost their cash value potential, save on premiums, and earn rewards and discounts for living a healthy life. In fact, the more they engage, the more they can enhance their cash value potential.

Cash Value Accumulation

Accumulation IUL offers more choice with five interest crediting accounts that can work together to build cash value in the policy.

The Fixed Account

Any premium allocated to the Fixed Account earns interest at a declared rate. The Fixed Account rate is guaranteed never to fall below 2%.

The Indexed Accounts

The Indexed Accounts credit interest to the policy based on the performance of the the S&P 500 or Hang Seng indices, giving your clients more opportunities for cash value accumulation.

S&P 500 INDEX

Widely regarded as the best single benchmark of U.S. markets, this index includes 500 large cap common stocks actively traded in the United States. The following indexed accounts credit interest based on the S&P 500 Index:

- **Capped Indexed Account**
- **High Capped Indexed Account**
- **High Par Capped Indexed Account**

HANG SENG INDEX

One of the most recognized indicators of the stock market performance in Hong Kong. It tracks the largest companies of the Hong Kong Exchange, covering approximately 65% of its total capitalization. The following indexed account credits interest based on the Hang Seng Index:

- **Capped Hang Seng Indexed Account**



Accumulation IUL offers four different Indexed Account options

INDEXED ACCOUNT	FOR CLIENTS SEEKING	Annual Point-to-Point Measurement	0% Guaranteed Floor	Guaranteed Indexed Account Multiplier*
S&P 500 INDEX				
High Par Capped Indexed Account	More stable performance linked to the S&P 500 Index	✓	✓	✓
Capped Indexed Account	The opportunity for upside potential	✓	✓	✓
High Capped Indexed Account	The most growth potential in exchange for taking on greater risk	✓	✓	✓
HANG SENG INDEX				
Capped Hang Seng Indexed Account	Upside potential with growth opportunities and exposure to international markets	✓	✓	✓

*Beginning in Policy Year 1

Redefining life insurance with the John Hancock Vitality Program

You can achieve sales success, strengthen client relationships, and generate more referrals than ever!



The John Hancock Vitality Program is an optional rider that allows your clients to **significantly enhance the policy cash value potential** and earn valuable rewards and discounts by simply living a healthy life.

Accumulation IUL with Vitality offers:

- **Enhanced policy cash accumulation value potential**
- The opportunity to earn an **Apple Watch® Series 3** for as little as \$25 plus tax⁵
- **A complimentary Fitbit® device** instead of Apple Watch or another discounted fitness tracker like Garmin or Polar
- A Vitality HealthyFood™ benefit with up to **\$600 in annual savings** on healthy food purchases — at 16,000 stores nationwide⁶
- **Nutrition advice and guidance** through our partnership with the Friedman School of Nutrition Science and Policy at Tufts University
- **A HealthyMind™ benefit that rewards** your clients for meditating as little as 10 minutes a day and for getting a good night's sleep⁷
- **A free 12-month subscription to Headspace®**, a top-rated meditation app with millions of users in more than 190 countries⁸
- Entertainment, shopping, and travel **rewards and discounts**⁹

Greater income potential for your clients!

Accumulation IUL with Vitality rewards the everyday steps your clients take to stay healthy and inspires them to do even more. In fact, the more your clients participate, the more income they can earn.

Income improvement over 15 years, compared to a Bronze Status

MALE, 40, PREFERRED NON-SMOKER, \$1,000,000 DEATH BENEFIT,
PAYING TARGET PREMIUM ANNUALLY FOR 20 YEARS

 **\$0**
(NO PARTICIPATION)

SILVER  **\$16,560**
(2% MORE INCOME)

GOLD  **\$62,130**
(6% MORE INCOME)

PLATINUM  **\$76,065**
(7% MORE INCOME)

This illustration assumes GPT Option 2 to 1 at optimal year, monthly income from age 66 to 80, solving for \$10,000 at Age 100, Reduced Face to Maximize Income, segment growth rate of 6.21% in Capped Indexed Account; and represents the difference between attaining a higher status (Silver, Gold or Platinum) in all years versus remaining at a Bronze status for the same period. The annual income is as follows, Bronze: \$74,671, Silver: \$75,775, Gold: \$78,813, Platinum: \$79,742. It assumes a rate of 6.21% and that withdrawals were taken, first, to basis, then loaning against the policy. This example is derived from an illustration. Not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based may be subject to change by the insurer. Actual results may be more or less favorable.



“Vitality is a great way to have the life insurance conversation and inspire more of our clients to purchase the important protection they need.”

- JOHN HANCOCK PRODUCER

Participation is easy

Once your client's policy is issued, they can order an Apple Watch Series 3 for as little as \$25 plus tax — or if they prefer, they can choose a complimentary Fitbit device. Then they can get active, get healthy, and start saving with John Hancock Vitality.

Accumulate Vitality Points

Your clients will accumulate Vitality Points by completing simple everyday activities to stay healthy, like walking, eating well, and visiting the doctor.

Earn a Vitality Status

Each year, they'll earn a Vitality Status based on the number of Vitality Points they accumulate.



Get rewarded

On their policy anniversary, clients will enjoy premium savings that reflect the status level they've achieved in the previous year. **But that's only part of the story, they can also earn exciting rewards and discounts all year long, including:**

- Apple Watch Series 3
- Complimentary Fitbit Device
- Wearable Device Discounts
- HealthyFood Benefit
- HealthyMind Benefit
- Half-Price Hotel Stays
- Cruise Rewards
- Free Health Check
- Healthy Gear Discounts
- Shopping & Entertainment Discounts

Vitality Active Rewards with Apple Watch

Now, your clients can order Apple Watch Series 3 for an initial payment of \$25 plus tax.

When their Apple Watch arrives, they can sync it to their John Hancock Vitality account using our member website or easy mobile app.

Monthly payments will be based on the number of Vitality Points they earn from Standard or Advanced Workouts, over a 24-month period.



MONTHLY PAYMENTS

When your clients earn 500 Vitality Points from Standard and Advanced Workouts, they pay nothing for their Apple Watch Series 3. Otherwise, they'll make a small payment based on the size of the watch they choose and the number of points they earn each month.

38 MM CASE



42 MM CASE



STANDARD & ADVANCED WORKOUTS

Here is a list of the many things your clients can do to get credit for their workouts.

ACTIVITIES	STANDARD WORKOUT (20 VITALITY POINTS)	ADVANCED WORKOUT (30 VITALITY POINTS)
Active calories burned using Apple Watch	Personalized between 200–1,250	Personalized between 300–1,875
Steps using any supported device	10,000	15,000
Minimum calories burned using an approved Vitality device	200	300
Minutes of exercise @ 60% of max heart rate	30	45
Verified gym visit	30 minutes	Not Applicable

NOTE: Light Workouts are not applicable towards the payments of Apple Watch. Clients can earn **Vitality Points** through their **Active Calories** found in the John Hancock Vitality app: click the **More** tab, and then select **Health app**. They can also use the number of steps tracked or calories burned on any other supported device, exercise with a heart rate monitor, or log a verified gym visit to receive credit for a Standard or Advanced workout. Apple Watch Series 3 is available to John Hancock Vitality members who have not previously ordered an Apple Watch through the program.

Accessing policy values

Policy values can be accessed via loans or withdrawals.

POLICY LOANS

Policy owners have the option of borrowing a portion of their policy value in one of two forms:⁴ 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 2.00% annually for all years (in NY 3.25% for years 1-10 and 2.00% years 11+)
- Index loans are generally secured against the Index Appreciation Account; therefore, the cost of an index loan can vary substantially from a standard loan. The loan charge rate may also be different for these two 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 LOANS

When policy owners borrow a portion of their policy value in the form of a standard loan,¹⁰ 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 at a fixed loan rate
- 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 2.00% in all years (in New York 3.25% for years 1-10 and 2.00% for years 11+). The current net cost is 1.25% in years 1-10 and 0% in subsequent years

INDEX LOANS

Index loans¹¹ 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, with a maximum of 15%
- 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

HOW IT WORKS

Assuming no part of the loan is collateralized by the Fixed Account, an index loan scenario with a loan rate of 6% and an 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.

Features

Product Design	Flexible Premium Indexed Universal Life Insurance Policy					
Risk Classes/Issue Ages	FULLY-UNDERWRITTEN				MAXIMUM SUBSTANDARD AGE	
	NON-SMOKER		SMOKER		0-17	200%
	Super Preferred	20-80	Preferred	20-90	18-70	500%
	Preferred	20-90	Standard	20-90	71-80	300%
	Standard Plus	20-90			81-85	200%
	Standard	3 months-90			86-90	100%
Flat Extras	Non-medical flat extras for aviation, avocations and foreign risks are allowed on all fully underwritten risk classes except Super Preferred. Medical flat extras are not allowed on risk classes better than Standard.					
Minimum Face Amount	\$50,000					
Maximum Supplemental Face Amount (SFA)	<ul style="list-style-type: none"> • Up to four times the Face Amount is allowed at issue • Maximum coverage is subject to underwriting and retention limits 					
Definition of Life Insurance Test	<ul style="list-style-type: none"> • Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT) 					
Maximum First-Year Premium	First-year premiums on all policies are limited to a maximum of 20 times the Target Premium					
Minimum Initial Premium (MIP) Requirement	$\frac{1}{12}$ of No-Lapse Guarantee (NLG) Premium <i>Note: A greater amount is required if the policy is backdated.</i>					
Target Commissionable Premium (TCP)	This is the amount of premium that is fully commissionable. The target premium includes all commissionable riders and ratings. This premium will not necessarily keep the policy in force through age 121.					
Face Amount Increases	<p>BASE FACE AMOUNT (BFA)</p> <ul style="list-style-type: none"> • BFA increases are not permitted <p>SUPPLEMENTAL FACE AMOUNT (SFA)</p> <ul style="list-style-type: none"> • 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 • Scheduled and Unscheduled SFA increases will not be allowed if the Net Amount Risk (NAR) is higher than it was at issue • Not allowed with Term Conversions, Return of Premium, Long-Term Care and Disability Payment of Specified Premium riders 					
Face Amount Decreases	<ul style="list-style-type: none"> • Allowed after first policy year • Minimum Face Amount decrease permitted is \$50,000 • BFA may not be decreased below Minimum BFA • Requests to reduce the Face Amount or stop previously scheduled increases will terminate any future scheduled increases 					

Features, CONTINUED

<p>Death Benefit Options</p>	<p>OPTION 1: Total Face Amount (plus ROP, if elected)</p> <p>OPTION 2: Total Face Amount plus policy value (not available with ROP rider)</p> <p>OPTION CHANGE (2 TO 1 ONLY): Available after first policy year. The change is effective on policy anniversary only</p>
<p>No-Lapse Guarantee¹² (NLG)</p>	<p>The No-Lapse Guarantee guarantees that the policy will not default during the NLG period, provided certain requirements are met.</p> <p>BASE FACE AMOUNT</p> <ul style="list-style-type: none"> • BFA coverage will be guaranteed for up to 15 years based on issue age of the insured • Regardless of age the guarantee will not be less than 7 years • Coverage for 7-15 years depending on age <p>SUPPLEMENTAL FACE AMOUNT</p> <ul style="list-style-type: none"> • 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 <p>RETURN OF PREMIUM (ROP)</p> <ul style="list-style-type: none"> • 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
<p>Coverage Beyond Age 121</p>	<p>Policy does not mature; provided that funding is sufficient, the policy will remain in force until insured's death. 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 • 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
<p>Quit Smoking Incentive (QSI)</p>	<p>The Quit Smoking Incentive 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:</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 • Underwriting decisions previously offered via the HealthyEdge program will require full underwriting • The earliest an insured can request a change to Non-Smoker is on or after the first policy anniversary <p><i>*For more details on the underwriting evidence required, please refer to our Changing Smoking Class guidelines.</i></p>

Interest crediting

Fixed Account	Policy value in the Fixed Account is deposited in the company's General Account at a declared rate. CURRENT: As declared GUARANTEED: 2.0%
Guaranteed Indexed Account Multiplier	A Guaranteed Indexed Account Multiplier will be applied to interest earned in the Index Appreciation Account at the beginning of policy year 1 and continuing through the life of the policy. The multiplier increases the interest earned in each maturing Indexed Segment, as follows: <ul style="list-style-type: none"> • By 55% for Capped, High Par Capped, and Capped Hang Seng Indexed Accounts • By 30% for the High Capped Indexed Account
Persistency Bonus¹³	The non-guaranteed Persistency Bonus that may be applied to the Fixed Account interest rate beginning in policy year 11. <ul style="list-style-type: none"> • The persistency bonus is applied only to the un-loaned portion of Policy Value allocated to the Fixed Account and any Indexed Account Holding Segments • Currently an additional 0.35% 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	Premium allocated to the Index Appreciation Account earns an interest rate linked to their respective index using a yearly point-to-point method. Index Appreciation Account options: the High Par Capped Indexed Account, the Capped Indexed Account, Capped Hang Seng Indexed Account, and the High Capped Indexed Account. <ul style="list-style-type: none"> • 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 premium allocated to the same Indexed Account • Allocation instructions and payments must be received by 4:00 p.m. ET, 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 • Automated transfers from the Fixed Account are available with completion of the Request for Transfer and Allocation Changes Indexed UL Policies form. Automated transfers will continue until the policy owner requests that they be terminated, or the balance in the Fixed Account is no longer sufficient to complete the transfer. • Requests to cancel a previously requested allocation and or transfer to the Indexed Accounts prior to those amounts being allocated to a new segment must be submitted in writing before the Lock-in Date
High Par Capped Indexed Account	1-Year High Par Capped Indexed Account 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% with the current Participation Rate is 160% [140% guaranteed]. <ul style="list-style-type: none"> • The Segment Cap Rate and the Participation Rate are 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%
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% with a participation rate of 100%. <ul style="list-style-type: none"> • 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 3.25%

Interest crediting, CONTINUED

<p>Capped Hang Seng Indexed Account</p>	<p>The 1-Year Capped Hang Seng Indexed Account segments realize any positive growth in the Hang Seng Index between the guaranteed Segment Floor of 0% and the current Segment Cap Rate with a participation rate of 100%.</p> <ul style="list-style-type: none"> • 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 3.25%
<p>High Capped Indexed Account</p>	<p>The 1-Year High 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%.</p> <ul style="list-style-type: none"> • 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 3.75%
<p>Transfers to the Indexed Account(s)</p>	<ul style="list-style-type: none"> • Policy owners may choose to have a percentage of the Fixed Account policy value transferred to the Index Appreciation Account(s) • 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
<p>Automated Transfers</p>	<ul style="list-style-type: none"> • A strategy that helps reduce exposure to market volatility by transferring a set dollar or percentage amount from the Fixed Account to the Indexed Account(s) every month • Available at new business and after issue

Riders (SEPARATE CHARGES MAY APPLY)

<p>Vitality Program (Also referred to as the Healthy Engagement Rider)</p>	<p>Provides an opportunity for a policy to earn credits based on healthy actions taken by the insured each year through attained age 80 or Policy Year 10. To earn credits, the insured must complete simple health-related activities. Each year, these activities result in Vitality Points, which are used to determine a Vitality Status and the amount of policy credits.</p> <ul style="list-style-type: none"> • Available for all risk classes (including Substandard) from issue ages 20-90 • Available on policies of any size. For large policies, credits will be applied to the first \$20,000,000 of Death Benefit • If elected, a monthly charge of \$2 is deducted through attained age 80, or policy year 10 • The Maximum Face Amount per life insured for all policies with the Healthy Engagement coverage is \$20,000,000 • If the insured discontinues the John Hancock Vitality Program, all rider charges will cease, no new statuses can be earned, and any previously earned policy credits will continue to be applied to the following year • The Vitality Status earned in the current year will determine a client's policy credits and rewards for the next year • Each year, clients must again earn points to establish their Vitality Status for the year ahead
<p>Long-Term Care (LTC)²</p>	<p>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.*</p> <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 <p><i>Note: If the LTC rider is selected, the maximum monthly benefit is \$50,000 per insured.</i></p> <p>*Not available in all states</p>

Riders, CONTINUED

<p>Preliminary Funding Account (PFA)</p>	<p>Allows policyholders to make a single large lump-sum payment upfront without causing the policy to become a Modified Endowment Contract. Annually, John Hancock moves the scheduled premium from the Preliminary Funding Account into the insurance policy.</p> <ul style="list-style-type: none"> • Guaranteed crediting rate of 2.5% • Policyholders can terminate the Preliminary Funding Account at anytime. Refund of the Preliminary Funding Account balance is subject to the Early Termination Fee • Early Termination Fee is equal to prevailing Preliminary Funding Account Value multiplied by the Early Termination Fee Rate, which is 5% in Year 1 and grades down to 0% over nine years • Preliminary Funding Account can only be used on Non-Modified Endowment Contract (MEC). • Preliminary Funding Account cannot be used with Disability Payment of Specified Premium rider, Accelerated Death Benefit Rider, or Long Term Care Rider. • Preliminary Funding Account cannot be used with LifeTrack. • Premium mode must be set to Annual. • No policy changes (e.g. DBO change, face amount change, etc.) are allowed when Preliminary Funding Account is inforce. • Minimum amount to fund the Preliminary Funding Account is \$5,000 plus the Annual Scheduled Premium. Maximum amount to fund the Preliminary Funding Account is ten times the Annual Scheduled Premium. • Minimum Preliminary Funding Account Period is three years; Maximum Preliminary Funding Account Period is ten years. • Preliminary Funding Account can only be funded on or after the policy has been issued. Policyholders have up to 90 calendar days to fund the Preliminary Funding Account after the policy has been issued.
<p>Critical Illness Benefit Rider³</p>	<p>Provides a one-time, income tax-free,¹⁴ lump-sum benefit, up to \$250,000 to the policy owner, if the life insured is initially diagnosed with one of seven covered critical illnesses while this rider is in force, subject to policy and rider provisions. This benefit can be used for expenses such as immediate medical expenses, paying mortgages or outstanding bills, or replacing income to help maintain their standard of living while dealing with a critical illness.</p> <ul style="list-style-type: none"> • The covered critical illnesses for which an initial diagnosis is made while the rider is in force and after the waiting period are: heart attack, stroke, cancer, coronary artery bypass grafting, kidney failure, major organ failure, paralysis* • Issue ages: 18-65 • Coverage period: greater of policy anniversary nearest the policyholder’s attained age 65 or the policy year date plus 5 years. The rider and its charges terminate upon payment of the Critical Illness Benefit, the end of the coverage period, termination of the policy, request to discontinue the rider, or the insured’s death. • The benefit amount is based on either 10% or 25% of the Total Face Amount at policy issue, but not greater than \$250,000 • Reduction in the Total Face Amount will generally reduce the Benefit Amount proportionately. Increases in Total Face Amount will not increase the benefit amount • 30-day waiting period from rider effective date must be satisfied prior to an initial diagnosis of a covered critical illness • Policies issued with the Critical Illness Benefit rider are not eligible for QSI. Any smoking-class change request will be treated as a rate reconsideration for underwriting purposes. <p><i>*For a complete description of the definition of each covered critical illness, refer to the rider. Not available in all states.</i></p>
<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 DPSP, LTC rider, or increasing SFA

Riders, CONTINUED

<p>Cash Value Enhancement Rider</p>	<p>Enhances the Cash Surrender Value for the first five Policy Years by waiving a portion of the Surrender Charges that otherwise would be deducted if the policy is fully surrendered during this period. Conditions apply, including that the surrender cannot be done with the intention of exchanging the policy under IRS Section 1035.</p> <ul style="list-style-type: none"> • There is a one-time charge of \$500 payable at issue • The rider impacts compensation and extends the chargeback period
<p>Overloan Protection Rider (OPR)¹⁵</p>	<p>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.</p> <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 <p>There must be sufficient policy value to cover the rider charge. Additional conditions are described in the Accumulation IUL policy contract.</p>
<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 1/2 of the Target Commissionable Premium, 1/2 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
<p>Accelerated Benefit</p>	<p>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.</p> <ul style="list-style-type: none"> • The remaining death benefit is reduced by 1 year’s interest at current loan rates on the benefit paid, plus any administrative expense charge • 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

<p>Standard Loan Rates</p>	<table border="0"> <thead> <tr> <th></th> <th>INTEREST CHARGED:</th> <th>INTEREST CREDITED:</th> </tr> </thead> <tbody> <tr> <td>CURRENT:</td> <td></td> <td></td> </tr> <tr> <td>Years 1–10</td> <td>3.25%</td> <td>2.00%</td> </tr> <tr> <td>Years 11+</td> <td>2.25%</td> <td>2.25%</td> </tr> <tr> <td>GUARANTEED:</td> <td></td> <td></td> </tr> <tr> <td>Years 1–10</td> <td>3.25%</td> <td>1.25% (0% NY)</td> </tr> <tr> <td>Years 11+</td> <td>2.25%</td> <td>0.25%</td> </tr> </tbody> </table>		INTEREST CHARGED:	INTEREST CREDITED:	CURRENT:			Years 1–10	3.25%	2.00%	Years 11+	2.25%	2.25%	GUARANTEED:			Years 1–10	3.25%	1.25% (0% NY)	Years 11+	2.25%	0.25%
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<p>Policy Loans⁴</p>	<ul style="list-style-type: none"> • 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) 																					

Policy values, CONTINUED

Withdrawals⁴	<ul style="list-style-type: none"> • Available after the first policy year and are first deducted from the Fixed Account and then proportionately from the Index Appreciation Account • Minimum withdrawal is \$500 • 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 amounts in any Indexed Account Holding Segments and then proportionately from the Indexed 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 • 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
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Policy fees and charges

Premium Charge	<p>Year 1: 7.00%</p> <p>Years 2–10: 6.00%</p> <p>Years 11+: 2.00%</p>
Administrative Charge Current and Guaranteed	All policy years: \$20 per month
Per \$1,000 Face Amount Charge	<ul style="list-style-type: none"> • Monthly charge per \$1,000 of the greater of the current and initial Face Amount • The duration of the charge varies by issue age • Rate varies by issue age, gender, and risk class
Cost of Insurance Charge	<p>A charge per \$1 of net amount at risk that is deducted monthly.</p> <p>CURRENT: Mortality charge varies by issue age, gender, policy duration and risk class</p> <p>GUARANTEED: Reflect the 2001 CSO Smoker and Gender Distinct Ultimate Mortality Table</p>
Indexed Performance Charge	<ul style="list-style-type: none"> • A monthly charge per \$1 of total value in the Indexed Account Segment Balance. A charge of 0.165% (1.98% annually) on the Indexed Accounts Segment Balance. • The Indexed Performance Charge is not assessed against any policy value in the Fixed Account or Loan Account.
Surrender Charge	<ul style="list-style-type: none"> • A Surrender Charge is deducted in the event of a full surrender • Surrender Charge rates vary by issue age, gender, face amount, premiums paid and policy duration • Surrender Charge Period is 15 Years <p><i>Note: Surrender Charge Period is 15 Years for Accumulation IUL 17 and Accumulation IUL 18 only. Older generation Accumulation IUL's, Surrender Charge Period is 10 Years</i></p>
Advance Contribution Charge	<ul style="list-style-type: none"> • 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.





For more information about Accumulation IUL,
visit www.JHSalesHub.com.

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. 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.jhsaleshub.com to verify state availability.
3. The Critical Illness Benefit Rider provides a one-time, lump sum benefit for covered critical illnesses subject to eligibility requirements. The benefit will not be paid for critical illnesses initially diagnosed before the rider effective date or during the waiting period. The rider is not available in all states and state variations may apply.
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. Apple Watch program is not available in New York. Your clients can order Apple Watch Series 3 (GPS) 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 and Advanced workouts completed. Upgrade fees apply if your clients choose Apple Watch Series 3 (GPS + Cellular), certain bands and case materials. Apple Watch Series 3 (GPS) requires an iPhone 5s or later with iOS 11 or later. Apple Watch Series 3 (GPS + Cellular) requires an iPhone 6 or later with iOS 11 or later. Apple Watch Series 3 (GPS + Cellular) and iPhone service provider must be the same. Cellular is not available with all service providers. Roaming is not available outside their carrier network coverage area. Wireless service plan required for cellular service. They need to contact their service provider for more details. Check www.apple.com/watch/cellular for participating wireless carriers and eligibility. Apple is not a participant in or sponsor of this promotion. Apple Watch is a registered trademark of Apple Inc. All rights reserved.

6. The HealthyFood benefit is available to your clients on qualifying purchases during their first Program Year regardless of their Vitality Status. In subsequent program years, the benefit will only be available to them if they achieved Gold or Platinum status.
7. The HealthyMind benefit is not available in New York.
8. Based on internal data from Headspace.com, About Us, accessed from: <https://www.headspace.com/about-us>. This feature is not available in New York.
9. In New York, entertainment, shopping, and travel rewards are not available and are replaced by healthy living and active lifestyle rewards.
10. 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 policy contract for more information.
11. 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.
12. 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. Once lapsed, the guarantee cannot be reinstated.
13. 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%.
14. John Hancock anticipates that the Critical Illness Benefit paid under this rider will generally be excludable from income under Internal Revenue Code Section 104(a) (3). However, the benefit may not qualify for this exclusion with certain third-party ownership arrangements. John Hancock will treat the monthly rider charges as distributions from the life insurance policy for federal income tax purposes, and thus such charges may be includable in your client's taxable income if the policy is a MEC or the cost basis is less than the rider charges. If the policy is a MEC, a 10% penalty tax may also apply to the amount includable in income.
15. 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.

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Vitality is the provider of the John Hancock Vitality Program in connection with the life insurance policy and Healthy Engagement Rider.

Premium savings will apply based on the Status attained by the life insured.

John Hancock Vitality Program rewards and discounts are only available to the person insured under the eligible life insurance policy.

Rewards and discounts are subject to change and are not guaranteed to remain the same for the life of the policy.

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

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