



Versatile protection. Guaranteed.

Protection UL-G



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Performance and Features¹

- Competitive Compensation Package
- Choice of No-lapse Guarantee Riders for Optimal Premium Flexibility
- Affordable Death Benefit Guarantees²
- Cash Value Advantage Rider
- Standard Plus Risk Class
- Innovative LifeCare Benefit Rider³
- Lifetime Guaranteed Death Benefit Feature
- Return of Premium Rider
- Late Payment of Premium Feature

Protection UL-G offers your individual and business clients a competitively designed and priced universal life insurance policy that can provide guaranteed insurance coverage for life or for as long as the client needs it.

It also offers a variety of optional riders¹ and features that address a range of business and personal insurance needs. The Cash Value Advantage Rider allows clients to fund their policy so that it may accumulate substantial cash value over time. The Return of Premium rider is available for advanced case design situations.

John Hancock's innovative LifeCare Benefit (LCB) Acceleration rider is available for clients who want to access their policy values to help pay for their long term care expenses. Combine the LifeCare Benefit Max rider with the LCB Acceleration rider, and payments for long term care expenses continue after the policy death benefit has been fully accelerated.

1. Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them.
2. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.
3. The LifeCare Benefit and LifeCare Benefit Max (LMAX) riders are accelerated death benefits and may not be available in all states. Maximum face amount: \$5 million with LifeCare Benefit; \$1 million with LMAX rider. The LifeCare Benefit riders are not considered long term care insurance in some states. When the policy death benefit is accelerated for long term care expenses, the death benefit is reduced dollar for dollar, and the cash value is reduced proportionately. There are additional costs associated with this rider. The LMAX rider is not available in CT, FL, MN, NJ, NY, NC, OR, PA, PR, TX, UT, VT and WA.

In New York, this product is a life insurance policy that accelerates the death benefit for qualified long term care services and is not a health insurance policy providing long term care insurance subject to the minimum requirements of New York law; it does not qualify for the New York State Partnership for Long-Term Care program and is not a Medicare supplement policy.

Meeting Client Needs

For clients who want the security of affordably priced guaranteed lifetime coverage with the option to accumulate significant cash values. It is especially well-suited to clients age 50+ who qualify as Super Preferred, Preferred or Standard Plus risks and who wish to fund their policies with lifetime level-pay premiums. See how Protection UL-G will meet their needs.

NEED

Wealth transfer and business planning situations that require guaranteed lifetime coverage

SOLUTION

Policy Protection Rider (PPR): This rider offers very competitive premiums in lifetime level-pay scenarios.

Policy Protection Rider Enhanced (PPRE): Available for an additional charge in first year of contract. This rider provides guaranteed lifetime coverage on the Policy Protection Commencement date. Clients who opt to fund their contracts through high early funding scenarios such as short-pays, single-pays, or dump-ins will pay significantly lower premiums over the life of the contract (compared to level-pay scenarios).

Cash Value Advantage Rider: Allows clients to fund their policy so that it may accumulate significant cash value over time, particularly between policy years 20–30.

NEED

Split-dollar and premium financing applications

SOLUTION

Return of Premium Rider: Provides the policy owner with an additional insurance amount equal to a percentage of the premium paid, up to 100%. 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.

NEED

Adding greater protection against the unexpected

SOLUTION

Disability Payment of Specified Premium (DPSP) Rider: Provides monthly premium deposit protection ensuring guaranteed coverage in case of total disability.

LifeCare Benefit Rider: Allows all, some or none of the policy death benefit to be accelerated to help pay for long term care expenses, if needed. Any portion not used will be paid to the heirs on a tax-favored basis.

FEATURES ¹	PROTECTION UL-G
Product Design	Flexible Premium Universal Life
Issue Ages	0–90
Minimum Face Amount	\$100,000
Policy Classes	Risk Classes Issue Ages
Non Smoker	Super Preferred 20–80
	Preferred 20–90
	Standard Plus 20–90
	Standard 0–90
Smoker	Preferred 20–90
	Standard 20–90
Substandard (all cases)	Substandard to age 90
Underwriting	Fully underwritten basis
Definition of Life Insurance	Guideline Premium Test (GPT) and Cash Value Accumulation Test (CVAT)
Death Benefit Options	
Option 1	Policy face amount
Option 2	Policy face amount plus policy value
Option Change	Option 2 to Option 1 only
Increases	Not available
Decreases	Surrender charges apply on a pro-rata basis
Catch-up Provision	Yes
Coverage Beyond Age 121	<p>Policy does not mature; as long as funding is sufficient, policy will remain in force until insured's death. At age 121:</p> <ul style="list-style-type: none"> • Policy charges waived • Premiums not required or permitted • Death benefit equals the greater of the sum insured or the net cash surrender value • Account value continues to accumulate
Quit Smoking Incentive	The innovative Quit Smoking Incentive allows Preferred and Standard Smokers to automatically receive Standard Non Smoker policy protection value charges for the first three policy years. If the insured shows satisfactory evidence within that timeframe of having quit smoking for 12 months, their charges permanently change to Standard Non Smoker.
Late Payment of Premium Feature	This feature provides clients with greater death benefit guarantee protection in the event of late premium payments. As long as the premium is received within the policy month following the premium due date, it is treated as if received on the due date, for the purpose of maintaining the guaranteed death benefit. This feature is part of the Policy Protection Riders.

Policy Protection Rider (PPR)	Provides guaranteed coverage for lifetime of insured. PPR will lapse if the Net Policy Protection Value (NPPV) falls to zero or below.
Policy Protection Rider Enhanced (PPRE)	Provides guaranteed coverage for life on the Policy Protection Commencement date. PPRE decreases the policy values while enhancing the death benefit guarantees. Tailored for use in high early funding scenarios. If the PPRE premium level is met in year one, the policy owner receives enhanced value (lower premium outlay for life of contract). Enhanced premium requirement must be met in the first year of contract to avoid renewal charges.
Policy Protection Rider Flex (PPRF)	Provides guaranteed coverage for the duration specified by the insured. The catch-up premium on this rider is the highest of the three Policy Protection Riders.
Policy Protection Rider Cash Value Advantage	Provides guaranteed coverage for durations up to lifetime; however, it also offers clients the option to fund their policy so that it may accumulate substantial cash value over time.
LifeCare Benefit³	<p>Provides funds to help pay for qualified long term care expenses by accelerating the death benefit. Maximum monthly benefit base on 1%, 2% or 4% of the policy Death Benefit elected at issue.</p> <ul style="list-style-type: none"> • Not available with ROP rider or Death Benefit Option 2 • Available only when the Accelerated Benefit rider has been elected (New York only) <p><i>Note: If the LCB is elected, the maximum death benefit is the amount that would result in \$50,000 of maximum monthly LCB benefit, but can never be greater than \$5,000,000 of face amount at issue.</i></p>
LifeCare Benefit Max³ (LMAX)	<p>Available as an additional rider on the LifeCare Benefit, LMAX continues to provide funds to help pay for qualified long term care expenses after the policy death benefit at issue has been fully accelerated under the LifeCare Benefit rider. The total amount that can be continued under LMAX is equal to the initial death benefit (as long as the insured is alive and in need of long term care).</p> <p><i>Note: If LMAX is elected, the maximum death benefit at issue is \$1,000,000. In addition, a residual death benefit is available equal to the lesser of \$25,000 or 10% of the total face amount in effect just prior to claim. The LMAX rider is an accelerated death benefit and is not available in CT, FL, MN, NJ, NY, NC, OR, PA, PR, TX, UT, VT, and WA. Please refer to the LMAX supplement in the LifeCare Benefit Rider Producer Guide for more details.</i></p>
Disability Payment of Specified Premium (DPSP)	Pays a premium amount chosen by the applicant up to the modal policy protection rider premium to age 121 (not to exceed \$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.
Accelerated Benefit	Provides a “living benefit” if the insured is certified to be terminally ill. Benefits may be taxable under current tax law. Policy must be owned by the insured. Clients should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit. This provision allows insured to receive up to 50% of the death benefit of the contract to a maximum of \$1 million. The remaining death benefit is reduced by one year’s interest at current loan rates on the benefit paid.
Return of Premium (ROP)	Provides additional insurance amount (up to age 100) equal to the sum of the initial and subsequent premiums paid up to 100%. Available only at issue with Death Benefit Option 1. Disability Payment of Specified Premium and LifeCare Benefit/LMAX riders are not available with ROP.
Change of Life Insured	Allows the life insured to be changed under the policy without surrender or re-issue. Available for corporate-owned policies only.

ACCOUNT VALUES	PROTECTION UL-G						
Withdrawals⁴	Available after first anniversary						
Policy Loans⁴	Available immediately; subject to availability of loan values.						
Loan Rates PPR, PPRE, PPRF Cash Value Advantage	6.00% Variable						
Loan Spread PPR, PPRE, PPRF Cash Value Advantage	<table border="1"> <thead> <tr> <th>Current</th> <th>Guaranteed</th> </tr> </thead> <tbody> <tr> <td>2.00%</td> <td>2.00%</td> </tr> <tr> <td>1.00%</td> <td>2.00%</td> </tr> </tbody> </table>	Current	Guaranteed	2.00%	2.00%	1.00%	2.00%
Current	Guaranteed						
2.00%	2.00%						
1.00%	2.00%						
Interest Crediting Rate	Current — as declared Guaranteed — 3%						

TABLE OF CHARGES	PROTECTION UL-G
Premium Load Year 1 Years 2 +	4% of first-year premium 3%
Policy Fee	Current: \$10/month in all years. Guaranteed: \$10/month in all years.
Cost of Insurance Charge	A charge per \$1,000 of net amount at risk that is deducted monthly. Mortality charge varies by issue age, policy duration, gender and underwriting class. Guaranteed charges based on 2001 CSO Mortality table.
Rider/Rating Charge	Covers cost of riders and/or flat-dollar ratings.
Surrender Charge	Rate per \$1,000 of initial face amount at issue. Grades down over 18 years. Pro-rata charge applied for a partial surrender.
LifeCare Benefit Charge	A separate charge is deducted if this optional rider is selected.
LifeCare Benefit Max Charge	A separate charge is deducted if this optional rider is selected. Once base policy death benefit is fully accelerated, charges cease.
Contract Charge	Monthly rate per \$1,000 of face amount excluding any ROP coverage.
Coverage Expense Charge	Monthly rate per \$1,000 of face amount excluding any ROP coverage. Varies by issue age, gender and risk class.
DPSP Rider Charge	A separate monthly charge is deducted up to age 65 if this optional rider is selected.
PPRE Charge	Monthly rate per \$1,000 of face amount. Applied to the policy protection value in year 1 if the first-year premium is at least equal to the Enhanced Premium Requirement. Varies by age, gender and risk class.

4. Loans and withdrawals will reduce the death benefit, 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. Policies classified as modified endowment contracts may be subject to tax when a loan or withdrawal is taken prior to age 59½. Cash value available for loans and withdrawals may be more or less than originally invested.

Strength. Stability. **John Hancock.**

With over 100 years of experience, John Hancock Life Insurance Company (U.S.A.) is among the highest-rated insurance companies in the United States, as judged by the major rating agencies. This is important because these financial ratings reflect the life insurance company's ability to pay claims well into the future. 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.

Financial Ratings⁵

A.M. BEST	A++ (1st Category of 15) Superior ability to meet ongoing obligations.
FITCH RATINGS	AA+ (2nd Category of 9) Very strong capacity to meet policyholder and contract obligations.
STANDARD & POOR'S	AAA (1st Category of 8) Extremely strong financial security characteristics.
MOODY'S	Aa2 (2nd Category of 9) Excellent in financial strength.

5. Financial ratings, which are current as of July 2008 and subject to change, apply 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 ability to honor the death benefit and life annuitization guarantees, but not specifically to their products, the performance of these products, the value of any investment in these products upon withdrawals, or to individual securities held in any portfolio. Financial ratings do not apply to the safety and performance of separate accounts. Moody's rating does not apply to John Hancock Life Insurance Company of New York.

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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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