

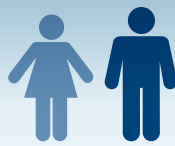
What do people with diabetes think about life insurance?

According to the Centers for Disease Control and Prevention (CDC), 30 million people are living with diabetes and 84 million people are living with prediabetes.¹ John Hancock commissioned a survey of people with diabetes to find out more about their attitudes towards life insurance and knowledge of its benefits.² The survey revealed the following:

They recognize the benefits of life insurance



81% agree it can help **provide for their family**



50% say it offers **peace of mind**

But are reluctant to apply



Nearly 50% assume they **won't qualify**



45% think it will **be too costly**

The reality is that life insurance can be both accessible — and affordable



At John Hancock, **90%+** of people with diabetes who **applied** for life insurance in the last 18 months **qualified** (with 88% at a Standard or better rate)



75% believe life insurance that **rewards and saves them money** for healthy activities is appealing, and would help them:

- ▶ **Live healthier (65%)**
- ▶ **Manage their diabetes (60%)**
- ▶ **Afford life insurance (52%)**

John Hancock Vitality, is the **ONLY** life insurance solution that offers rewards and savings for the healthy things people with diabetes are already encouraged to do.

Visit **JHRedefiningLife.com** for more information.

1. Diabetes.org, Statistics About Diabetes, last updated July 19, 2017. <http://www.diabetes.org/diabetes-basics/statistics/>

2. Survey Methodology: This nationwide survey was conducted online by Qualtrics on behalf of John Hancock. Interviews were completed in September 2017 among 1,025 U.S. adults ages 25 years and older living with diabetes. The data were weighted by age, income, ethnicity and region to accurately represent the U.S. population.

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Vitality is the provider of the John Hancock Vitality Program in connection with policies issued by John Hancock.

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