



July 20, 2020

## Introducing new rates on *Vitality Term and Protection Term*

John Hancock offers two ways your clients can reduce their premiums and earn rewards for living healthy with the John Hancock Vitality Program — one product offers the benefit as an optional rider, and the other has the Vitality benefit built in. Highlights include:

- **Competitive rates**
- **Opportunity for rewards and discounts with the Vitality program**
- The potential to earn premium savings and rewards for small, everyday steps toward a longer, healthier life with **John Hancock Vitality PLUS**

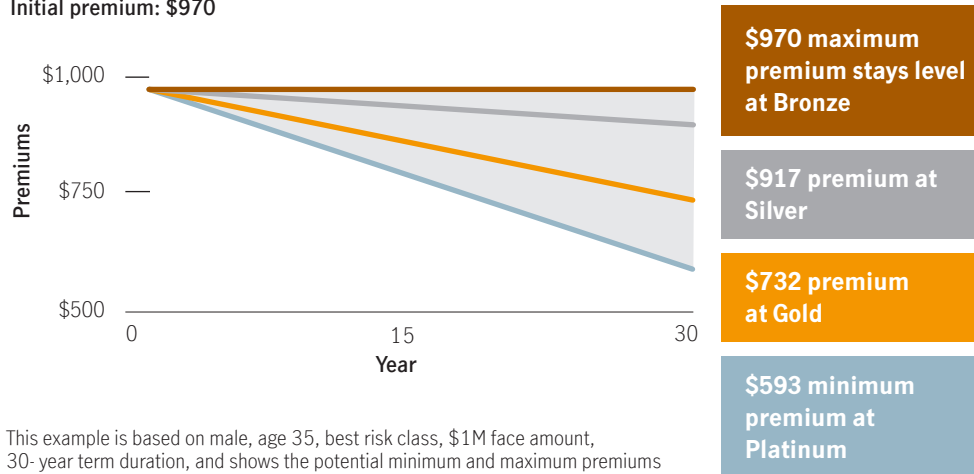
Choose the term product that best meets your client's needs

### Option 1: Protection Term with the optional Vitality PLUS rider

Competitive **premiums** that will only **decrease**

■ Starting premium (Bronze status) ■ Silver status ■ Gold status ■ Platinum status

Initial premium: \$970



This example is based on male, age 35, best risk class, \$1M face amount, 30-year term duration, and shows the potential minimum and maximum premiums based on Vitality Status earned. The shaded area represents the range of possible premiums.

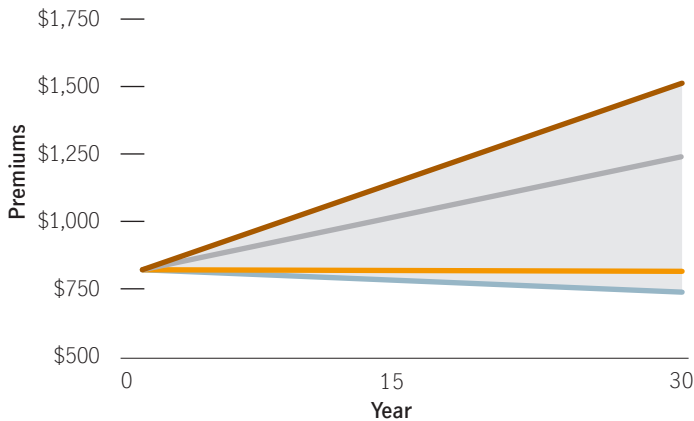
- Ideal if your client wants certainty that their **premiums will not increase**
- The Vitality PLUS program is an **optional rider**, and can be removed after issue
- Premiums are level at Bronze status and **can only stay the same or decrease** based on the level of Vitality participation
- **3% charge will be added** to base premium when the rider is elected

## Option 2: Vitality Term

**Lowest initial premium** with opportunity for additional savings when your client engages in Vitality PLUS

— Starting premium (Bronze status) — Silver status — Gold status — Platinum status

Initial premium: \$838



**\$1,514 maximum premium at Bronze**

**\$1,219 premium at Silver**

**\$838 premium stays level at Gold**

**\$746 minimum premium at Platinum**

- Ideal if your client wants **upfront premium savings**
- The Vitality PLUS program is automatically included and **cannot be removed** from the policy
- Premiums are level at Gold status and **can increase or decrease** based on the level of Vitality participation
- **Initial premium is 8%-12% lower** than the base premium for Protection Term

This example is based on male, age 35, best risk class, \$1M face amount, 30-year term duration, and shows the potential minimum and maximum premiums based on Vitality Status earned. The shaded area represents the range of possible premiums.

## State approvals and illustration system

Protection Term is approved in all states. Vitality Term is approved in all states except New York.

## New business and underwriting information

Deadline	Requirements
<b>August 14, 2020</b>	New applications for term policies with old rates must be received by John Hancock's home office by August 14, 2020. Applications received after August 14, 2020 will be issued with the new rates.
<b>September 11, 2020</b>	To issue policies with old rates, all pending applications must complete the formal underwriting process and all administrative requirements must be received by John Hancock by September 11, 2020.

Please contact your case manager should you already have a pending application in New Business and wish to have the new rates. Coinciding with the launch of the new rates, new applications received at our service office prior to August 14, 2020 that do not specify the version of rates applied for will be set up with new rates. On pending cases submitted during the transition period, please contact your case manager to make any changes to the product selected.

## Reissues

Recently issued policies can be considered for reissue with the new rates, provided the "free look" period has not expired. Make sure to indicate that you want the policy reissued with the new rates. Subject to normal underwriting practices, policies may require additional evidence to ensure health status has not changed.

## **Inforce cases**

Term-to-term replacements are not allowed within the first policy year. Any replacement of an inforce policy (after the first policy year) would require replacement forms, be subject to full underwriting and possibly result in reduced compensation. Please note that the six-month product exchange feature is not available on our term products.

## **Marketing materials**

Marketing materials have been updated to highlight new Vitality Term and Protection Term rates. Producer guides, consumer guides and other marketing materials may be downloaded from your John Hancock producer website.

For more information, please contact your local **John Hancock representative** or **National Sales Support** at 888-266-7498, option 2

### **For agent use only. This material may not be used with the public.**

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.

Premium savings are in comparison to the same John Hancock policy without the Vitality PLUS program. Premium savings over the life of the policy will vary based upon policy type, the terms of the policy, and the level of the insured's participation in the John Hancock Vitality program.

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

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.

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