



## Pay less and get more than ever in California

We are excited to announce Protection UL 22 and Protection SUL 22 are now approved in California. Before you meet with your next client, check out the following for details on our exciting product changes.

- **Industry-leading pricing** for level-, short- and single-pay scenarios
- **Strong no-lapse guarantees** with attractive cash value potential, particularly compared to guaranteed UL products
- Protection UL now offers a **new Cash Value Enhancement rider & Preliminary Funding Account** for added flexibility
- Protection SUL provides **enhanced target premiums**, offering an additional 30% on single-pay and other early funding scenarios

### Transition rules for Protection UL 19 and Protection SUL 19 Reprice

#### January 20, 2023 deadline:

- **If seeking an informal offer** — the John Hancock home office must receive a Protection UL 19 or Protection SUL 19 Reprice illustration signed by the insured and owner, and a tentative underwriting decision must be obtained by this date.
- **If seeking a formal offer** — the John Hancock home office must receive a Protection UL 19 or Protection SUL 19 Reprice application signed by the insured and owner by this date. An illustration on the case is also required.
- **For a term conversion** — the John Hancock home office must receive a term-conversion application signed by the insured and owner by this date.

#### March 17, 2023 deadline:

- By this date, John Hancock must have provided a final underwriting offer, received all administrative requirements to issue the policy and received confirmation to proceed with the 1035 exchange (if applicable).

[Learn more](#)

#### **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.

Protection UL and Protection SUL policies automatically include a no-lapse guarantee called Death Benefit Protection. This feature guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided that the Death Benefit Protection Value remains greater than zero and policy debt never exceeds the Policy Value. Once terminated, the Death Benefit Protection feature cannot be reinstated. Please see the product guide for additional details.

There is a minimum and maximum funding amount for the PFA as well as a minimum and maximum funding period. Interest earned in the PFA will be taxable. Partial withdrawals are not available from the PFA and if a full withdrawal is requested, the PFA will terminate, and an early termination fee will apply. Refer to the PFA Agreement for more information.

Insurance products issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116.

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