



Ideas, tips & events to help  
keep your sales moving forward

# Spotlight

## Product

### Enhanced term options: Easier to sell, better to own

Add value and opportunity to your term sales by offering our newly enhanced Protection Term and Vitality Term. Take a look at the key updates:

- **Enriched conversion options** — giving clients more time in which to convert to any of the options offered in our suite of leading permanent solutions
- **Removed the signed illustration requirement for Vitality Term**
- **Simplified Vitality Term experience** — the premium amount is determined by the achieved Vitality status. The premium for each Vitality status is guaranteed and provided in the Contract, giving your clients added predictability and control.
- **Fast and easy purchase process** — streamlined digital experience makes submitting business with John Hancock simple and convenient

### New business and underwriting information

#### August 25, 2023 deadline requirements:

- New applications for term policies with old rates must be received by John Hancock's home office by August 25, 2023. Applications received after August 25, 2023 will be issued with the new rates.

#### September 29, 2023 deadline requirements:

- 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 29, 2023.

### State approvals

- **Protection Term** is approved in all states except: Guam and California
- **Vitality Term** is approved in all states except: Guam, California, New York and South Carolina

### Key resources:

- [Protection Term producer guide](#)
- [Protection Term consumer guide](#)

- [Vitality Term producer guide](#)
- [Vitality Term consumer guide](#)
- [Talking points](#)

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## Podcast

Listen to the latest episode of Hancock Talks, where we are joined by Tim Pfeifer, President of Pfeifer Advisory LLC, and dive into a timely conversation about how recent changes to Indexed UL illustration guidelines may affect the industry.



### You'll also gain insights on:

- The history of IUL illustrations and how they've evolved over time
- AG49-A's recent changes and how the industry has responded
- Best practices to explain Indexed UL and compare products
- What to expect next and some ideas for improvement

Listen now

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## Doing business with us

### Application update in New York

The New York version of our core Application (Application for Life Insurance -- NB5000NY) has been updated to better align with the application version available in all other states.

The updated application is effective immediately. Please transition to the new version within 30 days of today's date (August 7, 2023). As always, you can find the updated application on [JHSalesHub.com](https://www.jhsaleshub.com) and through the forms' vendors we support.

### In case you missed it

Advanced Markets news

**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.

For Protection Term and Vitality Term, the available conversion period is the lesser of end of the level term period or attainment of age 70. Conversion is limited to policies offered to individual policy owners at the time of conversion. If the new policy includes a rider that is not in force on the term policy, evidence of insurability is required. For conversion to survivorship products, retention and certain underwriting considerations may apply. Unlike term insurance, variable universal life insurance has fluctuating returns and death benefits, and because variable universal life insurance policies offer investment options, there are investment fees in addition to the cost of maintaining an insurance policy. Please refer to the contract for details on the conversion provision.

Digital submissions are not available in New York.

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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