



February 14, 2022

Still the best that IUL has to offer

For clients seeking the protection and growth potential of an indexed universal life (IUL) insurance policy, John Hancock’s repriced Protection IUL continues to lead in customer value with:

- **Some of the most competitive single-pay and short-pay premiums** on the market
- **Access to new Barclays Global MA Indexed Accounts** for improved policy performance
- **New Preliminary Funding Account** for added flexibility
- **Savings and rewards** for healthy living through John Hancock Vitality

See the value Protection IUL provides you and your clients!

Female, 55, Preferred Non-Smoker, single-pay, \$1 million death benefit

Company	Premium	Differential	Target
John Hancock Protection IUL (Barclays Global MA Bonus)	\$144,885	—	\$14,214
North American (Fidelity Multifactor Yield)	\$162,326	12%	\$11,720
John Hancock Protection IUL (Capped Account)	\$171,363	18%	\$14,214
Mutual of Omaha	\$178,716	23%	\$11,420
Protective	\$181,739	25%	\$11,810
American General	\$187,192	29%	\$12,020
Lincoln Financial	\$190,032	31%	\$13,410
Nationwide	\$196,192	35%	\$13,515
Symetra	\$198,618	37%	\$12,924
Prudential	\$208,266	44%	\$11,830

The data shown is taken from various company illustrations and based on a solve for \$1 cash surrender value at 121. Assuming 100% allocation to: John Hancock Capped Account - 5.04% John Hancock Barclays Global MA Bonus - 6.34%, North American Fidelity Multifactor Yield Index 5% ER at 6.12%, Mutual of Omaha One-Year 100% Participation Account 5.45%, Protective Indexed Account 5.17%, American General Blended Participation Rate MLSB 5.04%, Lincoln Fidelity AIM Dividend Indexed Account Fixed Bonus 5.70%, Nationwide 1-Yr S&P 500 Annual Point-to-Point 5.70%, Symetra S&P 500 index select 5.57%, Prudential Goldman Sachs Voyager Indexed Account 5.05%. Values are not guaranteed, and certain assumptions are subject to change by the insurer. Actual results may be more or less favorable. The comparisons in this communication are of different products that may vary in premiums, rates, fees, expenses, features and benefits. Competitor information is current and accurate to the best of our knowledge as of January 2022. This comparison cannot be used with the public. Please have your clients consult with you and their independent professionals to find out which type of life insurance is most suitable for their needs.

State approvals and illustration system

Protection IUL '22 has been approved in all states except: California, Florida or New York.

Please refer to the state approval map for most current state approvals. JHIllustrator will be updated as states are approved.

New business and underwriting information

Deadline	Requirements
March 4, 2022	<p>If seeking an informal offer — the John Hancock home office must receive a Protection IUL '21 illustration signed by the insured and owner, and a tentative underwriting decision must be obtained by this date.</p> <p>If seeking a formal offer — the John Hancock home office must receive a Protection IUL '21 application signed by the insured and owner by this date. An illustration on the case is also required.</p> <p>For a term conversion — the John Hancock home office must receive a term-conversion application signed by the insured and owner by this date.</p>
April 22, 2022	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).

Inforce cases

Please consult John Hancock's *Internal Replacement Guidelines* flyer if you have a client considering replacing their existing John Hancock coverage.

Promotional website and marketing materials

Visit JHSalesHub.com/IUL for everything you and your distribution partners need to start selling today! You'll find the basics of IUL, an overview of sales concepts, tips on running an illustration and advanced concepts to help deepen your case-design recommendations.

Please contact your John Hancock sales representative or National Sales Support at 888-266-7498, option 2

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

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

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.

Neither Barclays Bank PLC ("BB PLC") nor any of its affiliates (collectively "Barclays") is the issuer or producer of the John Hancock Life Insurance Company (U.S.A.)'s (the "Company" or the "Issuer") life insurance products (the "Products") and Barclays has no responsibilities, obligations or duties to purchasers of the Products. The Barclays Global MA Index (the "Index") together with any Barclays indices that are components of the Index, is a trademark owned by Barclays and, together with any component indices and index data, is licensed for use by the Company as the issuer or producer of the Products.

Barclays' only relationship with the Issuer in respect of the Index is the licensing of the Index, which is administered, compiled and published by BB PLC in its role as the index sponsor (the "Index Sponsor") without regard to the Issuer or the Products or purchasers of the Products. Additionally, the Company as issuer or producer of the Products may for itself execute transaction(s) with Barclays in or relating to the Index in connection with the Products. Purchasers acquire the Products from the Company and purchasers neither acquire any interest in the Index nor enter into any relationship of any kind whatsoever with Barclays upon purchase of the Products. The Products are not sponsored, endorsed, sold or promoted by Barclays and Barclays makes no representation regarding the advisability of the Products or use of the Index or any data included therein. Barclays shall not be liable in any way to the Issuer, Product purchaser or to other third parties in respect of the use or accuracy of the Index or any data included therein.

Insurance policies and/or associated riders and features may not be available in all states.

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

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