



Protection Term & Vitality Term

Talking points

With more clients than ever wanting to protect their wealth and health, John Hancock's term portfolio offers compelling options that tick all the boxes:

- **Competitively priced protection**
- **Potential for even lower premiums for healthy living** — plus valuable rewards and discounts with John Hancock Vitality
- **Fast and easy purchase process**

*A digital submission via the John Hancock flex complete process on iPipeline iGO or through our JH eApp is required for term applications for face amounts ranging from \$250,000–\$749,999. Digital submissions are not available in NY.

**Policy issuance is not guaranteed as any life insurance purchase is subject to completion of an application, including health questions, and underwriting approval. John Hancock may conduct a post-issue quality review to verify the accuracy of the information in the application received. This may include — but is not limited to — a request for medical records. A policy may be rescinded if the review of post-issue information reveals a material misrepresentation.

What's new with our enhanced term portfolio?

Now with a lower minimum face amount, we are able to meet the needs of even more consumers.

- John Hancock term insurance insurance face amounts are **now available as low as \$250,000.***
- **Any applications received with face amount ranging from \$250,000 - \$749,999** must be submitted via the John Hancock flex complete process on iPipeline iGo or through our JH e-Application (ticket submission not eligible).

Why are digital submissions required below \$750,000?

Today's customers are demanding an easier life insurance purchase process. Submissions via the JH eApp or through our flex complete process on iPipeline iGO **do not require a telephone interview**, offer the potential for instant underwriting** decisions, and provide a quicker and more convenient application process for producers and their clients. In fact, policies are generally issued up to 20 faster days when compared to traditional submission methods!

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Does the digital Part II need to be completed?

Yes, for Term submissions under \$750,000, the digital Part II (i.e., lifestyle and medical questions) must be completed as part of the application submission. You can choose to complete these questions, or you can electronically share them with your client, giving them the option to complete on their own schedule.

What term products do we offer?

We offer two term products, each providing unique ways in which your clients can reduce their premiums and earn rewards for living healthy with the **John Hancock Vitality Program** — one offers the benefit as an optional rider, and the other has the Vitality PLUS rider built into policy.

What are Protection Term's key features?

Term with optional Vitality PLUS rider

Competitive premiums that will only decrease when your clients include and engage in Vitality PLUS.

- Vitality PLUS is an **optional rider**
- Premiums are level at Bronze status and **can only stay the same or decrease** based on the level of Vitality participation
- **3% charge added** to base premium when the Vitality PLUS rider is elected

What are Vitality Term's key features?

Term with built-in Vitality PLUS

Lowest initial premium with opportunity for additional savings when your clients engage in Vitality.

- John Hancock Vitality PLUS is built into the product
- Premiums are level at Gold status and **can increase or decrease** based on the level of Vitality participation
- **Initial premium is 4-20%** lower than base premium for Protection Term

What market niche does each product fit?

Offer the term product that best meets your clients' needs:

- **Protection Term with Vitality PLUS** is a good option for clients who want the ability to reduce their premium over time
- **Vitality Term with built-in Vitality PLUS** is a good option for clients who want **upfront premiums savings** and the ability to maintain and even further reduce their discounts

Both products also offer additional features and riders.

What are our term products' other key features?

Both Protection Term and Vitality Term offer a unique combination of additional features and benefits that can help your clients tailor their policies to meet their specific needs, including:

- **Choice of term duration and coverage:** Select from a 10-, 15-, 20-, or 30-year¹ term duration, and \$250,000² or more death benefit
- **Guaranteed option to convert to permanent coverage:** Your clients can exchange their term policy to one of our permanent policies during the lesser of the end of the level-term period or attainment of age 70
- **Unemployment Protection rider:** Unique benefit that waives premiums should the insured become unemployed³
- **Total Disability Waiver rider:** Waives premiums should the insured become totally disabled⁴
- **Accelerated Benefit rider:** Provides partial access to the death benefit in the event that the insured is diagnosed with a terminal illness with a life expectancy of 12 months or less⁵

Why John Hancock?

At John Hancock, we are committed to providing innovative solutions that empower people to feel confident about the future by helping them protect their loved ones, grow their savings and preserve their wealth. With 160 years of experience, and backed by strong financial ratings that are some of the highest in the industry, we have a proud history of providing life insurance solutions to more than 2.6 million policyholders⁶ and delivering on our promises with \$5.7 billion in life insurance benefits paid in 2020.⁷

A solution for every need

No matter how simple or complex your clients' financial goals are, John Hancock has a life insurance solution that is right for them. We deliver competitive and innovative products, comprehensive support, cutting-edge technology and experience that few carriers can match, with:

- Diverse product solutions that can be tailored to meet your clients' unique needs
- Progressive, competitive and flexible underwriting
- Industry-leading Advanced Markets support
- John Hancock Vitality and John Hancock Aspire[®] — life insurance integrated with wellness programs
- An ongoing focus on leveraging technology for a faster, easier sales process

For more information

Call your regional John Hancock sales representative or National Sales Support at 888-266-7498, option 2.

1. 30-year term is not available in New York.

2. A digital submission via the John Hancock flex complete process on iPipeline iGO or through our JH eApp is required for term applications for face amounts ranging from \$250,000–\$749,999. Digital submissions are not available in NY.

3. The Unemployment Protection Rider has a 12-month waiting period and is subject to proof of claim of unemployment benefits. Restrictions apply based on attained age, policy face, and premium amounts. See the product producer guide for additional details.

4. In the event of total disability, this rider waives the premium, up to a \$5,000 per month maximum. Rider available to issue age 55. If disability occurs before age 60, premiums are waived until recovery or the termination of the contract, whichever is earlier. If disability occurs between age 60 and 65, premiums are waived until the earliest of contract termination, recovery or age 65. The cost for this rider is based on your age at issue and the face amount.

5. Provides a "living benefit" if the insured is certified to be terminally ill. Benefits may be taxable under current tax law. Policy must be owned by the insured. Clients should consult their personal tax advisers regarding the tax implications of benefits received under the Accelerated Benefit. This provision allows the insured to receive up to 50% of the death benefit of the contract, to a maximum of \$1 million. The remaining death benefit is reduced by one year's interest at current loan rate on the benefit paid.

6. Represents inforce John Hancock life insurance policyholders as of December 2020.

7. Payments made in 2020 for life insurance death claims.

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.

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

Aspire is not available in New York, Idaho and Puerto Rico.

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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