



LIFE INSURANCE



# Protection SVUL & Protection VUL (NY) Announcement

APRIL 2, 2012

Effective May 1, 2012, John Hancock will implement the following changes:

- Protection SVUL, in all states, will have a maximum Extended No-Lapse Guarantee (ENLG) duration to age 90 (of the younger insured).
- Protection VUL, in New York only, will have a maximum ENLG duration to age 90.

## New Business and Underwriting Information

To provide a transition period and secure issue of Protection SVUL or Protection VUL (NY), the following criteria must be met:

### **By May 1, 2012**

- John Hancock home office has received a signed illustration and made a tentative underwriting decision.

OR

- John Hancock has received an application for Protection SVUL or Protection VUL (NY) signed by the Insured and Owner (note that in cases where trusts are involved, the minimum requirement is the insured's signature). An illustration on the case must also have been received by John Hancock.
- For Term conversions, John Hancock must receive the signed Term conversion application.
- **New York only** – For a replacement, in lieu of an application, you must submit in good order, to our home office, a fully executed *New York Definition of Replacement* (NB4082NY) and *Notification and Authorization form* (NB4084NY).

### **By June 22, 2012**

- John Hancock has provided a final underwriting offer and has received all administrative requirements to issue the policy.
- **New York only** – when a replacement is involved we also require Regulation 60 be completed and confirmation to proceed with the 1035 exchange (if applicable).

## Illustration Systems

The last day that Protection SVUL or Protection VUL (NY) can be illustrated with an ENLG duration beyond age 90 is April 27, 2012.



**For broker/dealer use only. Not for use with the public.**

***Please contact 1-888-266-7498, option 2 to obtain product and fund prospectuses or if you are interested in obtaining a selling agreement with John Hancock Distributors LLC (for New York, contact 1-800-743-5542, option 5). The prospectuses contain complete details on investment objectives, risks, fees, charges and expenses as well as other information about the investment company. Please advise your clients to carefully read the prospectuses which contain this and other information on the product and the underlying portfolios, and consider these factors carefully before investing.***

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges (which differ with the product chosen), including surrender charges and investment management fees. Variable universal life insurance products are long-term contracts and are sold by prospectus. They are subject to market risk due to the underlying sub-accounts, and are unsuitable as a short term savings vehicle. The primary purpose of variable universal life insurance is to provide lifetime protection against economic loss due to the death of the insured person. Cash values are not guaranteed if the client is invested in the investment accounts. There are risks associated with each investment option, and the policy may lose value.

The No-Lapse Guarantee (NLG) is automatically included with Protection VUL & Protection SVUL. The Extended No-Lapse Guarantee (ENLG) requires an additional cost; it is optional on Protection VUL and is automatically included on Protection SVUL. NLG and ENLG guarantee that the policy will not default, even if the cash surrender value falls to zero or below, as long as either the NLG or ENLG cumulative premium test (performed at the point of lapse) is satisfied. See the product technical guide for additional details.

Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

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

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 and securities offered through **John Hancock Distributors LLC** through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

MLINY03271216538