

Pay less and get more than ever with **Protection UL**

Show your UL clients how our newly repriced Protection UL continues to stand out against GUL competitors — making it a clear choice for customers seeking:

- **Industry-leading pricing**, especially for short- and single-pay scenarios
- **Strong no-lapse guarantees with attractive cash value potential**, particularly compared to guaranteed UL products
- **New Cash Value Enhancement rider and Preliminary Funding Account** for added flexibility
- **Potential for even lower premiums for healthy living** — plus additional rewards — with Vitality PLUS

Strong crediting rate history

Protection UL now comes with a 4.65% interest crediting rate, an increase of 30bps that reflects the ongoing strength of our General Account investment strategy and commitment to our policyholders.

See how Protection UL delivers significant premium savings

Male, 60, Preferred Non-Smoker, level pay, \$1 million death benefit

| Company/product | Premium | Difference |
|---|-----------------|------------|
| John Hancock's Protection UL '22 | \$15,539 | — |
| Protective Lifetime Assurance | \$17,232 | 11% |
| Penn Mutual Guaranteed Protection UL | \$17,232 | 12% |
| Nationwide No-Lapse GUL II | \$18,081 | 16% |
| AIG Secure Lifetime GUL 3 | \$21,386 | 38% |
| North American Custom Guarantee | \$21,391 | 38% |
| Lincoln LifeGuarantee UL | \$22,705 | 46% |
| Prudential Founders Plus | \$29,526 | 90% |

Premiums based on competitors' lifetime guarantee solve. Protection UL solve to guarantee to age 84. Competitor information is current and accurate to the best of our knowledge as of February 2022. The data shown is taken from various company illustrations. Current interest rates may be different for each company and may not be guaranteed. The comparisons in this communication are of different products that vary in premiums, rates, fees, expenses, features and benefits. These comparisons cannot be used with the public and complete personalized policy illustrations for each representative company must be presented or discussed with your clients. 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 UL '22 has been approved in all states except California, Florida, Guam and New York.

New business and underwriting information

| Deadline | Requirements |
|----------------|---|
| March 11, 2022 | <p>If seeking an informal offer — the John Hancock home office must receive a Protection UL '19 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 UL '19 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> <p>Note: If the policy is to be trust owned, at a minimum the insured's signature is required on the application by this date.</p> |
| May 6, 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* if you have a client considering replacing their existing John Hancock coverage.

Promotional website and marketing materials

Visit JHSalesHub.com for everything you and your distribution partners need to start selling today! It includes information on our investment story, key marketing materials and access to the illustration system.

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.

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.

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.

Protection UL 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.

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

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

Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York)

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