



The value of Protection UL's flexibility stands out

The lower premiums and higher cash values offered by John Hancock's Protection UL jump off the page when you run an illustration comparing it to a guaranteed UL product. But strengths such as Protection UL's post-issue flexibility may be harder to see — yet just as important to discuss with your clients, who may appreciate a product that can continue to support them as their needs change. The example below shows how.

Check out the impact for clients who skip a premium payment

Male, 60, Best Risk Class, \$1M Death Benefit, Level-Pay*

Carrier	Initial premium	Catch-up premium if the client skips:					
		1 premium	2 premiums	3 premiums	4 premiums	5 premiums	
John Hancock	\$13,874	\$15,096	\$16,501	\$18,050	\$19,833	\$21,821	<p>If the client misses his John Hancock premiums he can maintain coverage for a reasonable price.</p> <p>If the client misses his Lincoln or Prudential premiums, he'll have either a drastic premium increase or a lapsed policy.</p>
Prudential GUL	\$16,698	\$17,912	Prudential GUL policy lapses				
Lincoln GUL	\$20,767	\$58,000	\$61,500	\$66,000	Lincoln GUL policy lapses		

Competitor information is current and accurate to the best of our knowledge as of May 2020. The data shown is taken from illustrations. Current crediting rates may be different for each company and may not be guaranteed. 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 vary in premiums, rates, fees, expenses, features and benefits. These comparisons cannot be used with the public. Please have your clients consult with their professional advisors to find out which type of life insurance is most suitable for their needs.

For more information, please call your local John Hancock Sales Representative or National Sales Support at **888-266-7498, option 2.**

*Level-pay premium solves for \$1 at lifetime assuming 4.55% for John Hancock, and it is guaranteed to age 90 if the level-pay premium is paid in all years. Level-pay to guarantee for life for competitors. Catch-up premiums assume the level-pay premium was paid years 1-7 and that \$0 premium was paid for the indicated number of years beginning in policy year 8. For example, the second column of catch-up premiums (labeled "Skips 2 premiums") assumes that the initial premium (\$13,874 for John Hancock; \$20,767 for Lincoln and \$16,698 for Prudential) is paid years 1-7, \$0 premium is paid in year 8-9, and the catch-up premium is paid in years 10-lifetime (John Hancock: \$16,501, Lincoln: \$61,500 and Prudential: lapses during the 9th Policy Year).

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

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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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