

John Hancock

LIFE INSURANCE

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Consumer Guide | Term Life Insurance

Life on your terms



Term Life Insurance





You don't want to leave things up in the air. You want to be certain that your family will have enough if they're forced to go on without you. Enough to meet expenses, to cover mortgage payments, to handle college tuition down the road.

If you're a business owner, you want to protect those financial interests.

With term life insurance, these goals aren't just attainable, they're affordable. And if your goals are changeable, term insurance gives you the flexibility to convert to any of our permanent policies to address your ongoing needs.

It's all part of the plan.



Within your means

When you and your spouse are building a family, it can be hard to make ends meet, much less save for the unexpected. John Hancock's term life insurance and optional riders¹ are an affordable way to prevent financial hardship should you die suddenly, be diagnosed with a terminal illness, or become disabled.

Without it, could your family maintain their lifestyle? Avoid dipping into savings or investments intended for other goals — or taking out personal loans to cover expenses?

Would paying for your children's college still be possible? Would your spouse still be able to retire comfortably?

Would you be able to pay for medical care or compensate for lost income?

With the right term life insurance, the answer is yes.

1. 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.

Making it permanent

If your circumstances change and converting to permanent life insurance would be a wise move, you can transition to any of our permanent policies, including universal life and variable universal life — without additional underwriting, even if your health deteriorates.

If estate planning becomes a priority, you can double your policy's face amount by converting to a survivorship policy, which insures two people and pays a benefit on second death. Here again, no additional underwriting for you, although it is required on the individual not covered under the current term policy.²

2. Conversion subject to product availability. For conversion to survivorship products, retention and certain underwriting considerations may apply. Unlike term insurance, variable universal life insurance has fluctuating returns and death benefits, and because variable universal life insurance policies offer investment options, there are investment fees in addition to the cost of maintaining an insurance policy.

Total Disability Waiver

If you are disabled for six months or more, this benefit waives your annual premium for the duration of your covered disability or for the remainder of your premium payment period.³

Efficient Underwriting

Our simple, state-of-the-art underwriting process makes it faster and more convenient for you to obtain life insurance coverage.

Accelerated Death Benefit Rider

You can broaden the protection of your term life insurance policy with this feature, which allows you to access death benefit proceeds if you become terminally ill.⁴

Cost-effective Survivorship Term Insurance

You can fund a buy-sell agreement or key-person insurance plan inexpensively.

Complete Product Choice

All of our level-premium term life insurance products are designed to accommodate your budget and complement your financial planning needs.

Guaranteed Level Premium

Your premiums can be locked in for either 10, 15, 20, or 30 years. Premiums will not increase during this period — guaranteed.

Guaranteed Conversion Option

You can change your term policy to any available permanent policy during the conversion period, without additional underwriting, even if your health deteriorates.

Guaranteed Level Death Benefit

The death benefit you choose is level and guaranteed not to change for the term of the policy.⁵

3. 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 age the earliest of contract termination, recovery or age 65. The cost for this rider is based on your age at issue and the total face amount.

4. Provides a “living benefit” if the insured is certified to be terminally ill. Benefits may be taxable under current law. Policy must be owned by the insured. Clients should consult their personal tax advisors 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 available, 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.

5. Guarantees are based on the claims-paying ability of the issuer.

Strength. Stability. **John Hancock.**

With over 100 years of experience, John Hancock Life Insurance Company (U.S.A.) is among the highest-rated insurance companies in the United States, as judged by the major rating agencies. This is important because these financial ratings reflect the life insurance company's ability to pay claims well into the future. John Hancock offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents, and distribution partners.

Financial Ratings⁶

A.M. BEST	A++ (1st Category of 16) Superior ability to meet ongoing obligations.
FITCH RATINGS	AA+ (2nd Category of 24) Very strong capacity to meet policyholder and contract obligations.
STANDARD & POOR'S	AAA (1st Category of 21) Extremely strong financial security characteristics.
MOODY'S	Aa2 (3rd Category of 21) Excellent in financial strength.

6. Financial ratings, which are current as of January 2007 and subject to change, apply to John Hancock Life Insurance Company (U.S.A.) and John Hancock Life Insurance Company of New York as a measure of each company's ability to honor the death benefit and life annuitization guarantees, but not specifically to their products, the performance of these products, the value of any investment in these products upon withdrawals, or to individual securities held in any portfolio. Financial ratings do not apply to the safety and performance of separate accounts. Moody's rating does not apply to John Hancock Life Insurance Company of New York.

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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