

*John Hancock*

LIFE INSURANCE

# The Single Solution.

LifeCare

Producer Guide | LifeCare



A combination of guaranteed life  
and long-term care insurance

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## John Hancock's LifeCare provides:

### **Convenience**

- A guaranteed<sup>1</sup> policy, streamlined tele-underwriting process, a single cost-efficient premium.

### **Quick & Easy Application Process**

- Policy can often be issued in as little as 8 days with no exams, labs or doctors' statements.

### **Flexibility**

- All, some or none of the life insurance benefit can be used to help pay for long-term care needs.

### **Value**

- More cost-efficient than purchasing separate permanent life and long-term care insurance policies.

### **Experience**

- The policy is backed by one of the most highly rated and experienced life and long-term care insurance carriers in the industry.

LifeCare is a single-premium whole life insurance product that combines guaranteed protection for both life and qualified<sup>2</sup> long-term care insurance needs — all in one easy-to-understand policy. It is designed to provide your clients the control and flexibility they need while also helping to protect themselves and their families from the high costs of long-term care.

### **One Simple Solution**

This easy-to-understand life insurance product allows clients the convenience of a guaranteed policy, an easy underwriting process and a single premium to address some of life's most critical needs:

- Protect assets and transfer wealth to heirs
- Help pay long-term care expenses, if needed
- Pay any part of the death benefit not used for long-term care expenses to the beneficiaries
- Access long-term care information and resources

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

2. LifeCare is intended to be a federally tax-qualified long-term care insurance contract under Internal Revenue Code section 7702B(b). If you have any questions concerning the tax implications of this product, you should consult with an attorney or qualified tax advisor.

The combination of **life insurance and long-term care** coverage is a single solution to help protect your clients' assets for when they need them most.

How LifeCare Provides Life and Long-Term Care Protection — All in One.

**1. Helps pay for long-term care expenses.**

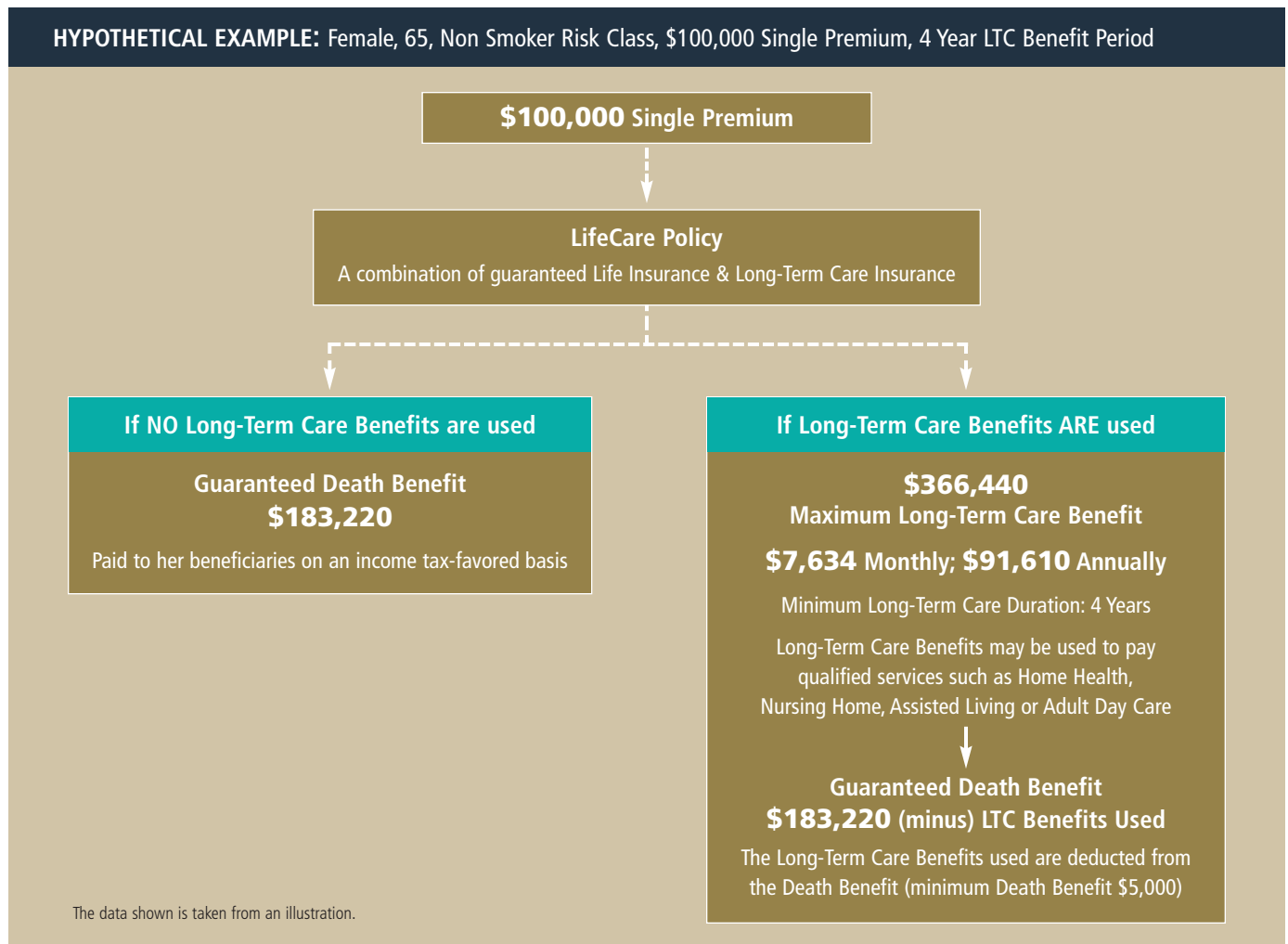
The full amount of the policy's death benefit is available for either life insurance or long-term care protection. The long-term care protection only becomes active if needed to help pay for assistance to the insured with two or more of the following activities of daily living: dressing, eating, continence, toileting and transferring — or if the insured ever needs substantial supervision because of a cognitive impairment.

**2. Helps your clients maintain control of their assets.**

Your client may use all, some or none of their death benefit to pay for long-term care expenses — the choice is theirs!

**3. Helps your clients leave money to their beneficiaries.**

Any portion they don't use for long-term care expenses will be paid to their beneficiaries on a tax-favored basis.<sup>3</sup>



3. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are a few exceptions such as when a life insurance policy has been transferred for valuable consideration. Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or registered representatives. Prospective purchasers should consult their professional tax advisor for details.

# Understanding the Importance of Planning

**FACT:** There are currently over 78 million baby boomers in the United States who will retire over the next two decades.<sup>4</sup>

The financial needs of these 78 million baby boomers will change considerably by the time they begin retirement. Instead of accumulating assets, they will be drawing on them. Instead of worrying about living longer, they may worry about living longer than their income. The prospect of needing long-term care may become more of a reality.

**FACT:** At least 70% of people over age 65 will require long-term care services at some point in their lives.<sup>5</sup>

**FACT:** And of those who are currently utilizing long-term care, 41% are under the age of 65.<sup>6</sup>

Many clients already realize the importance of purchasing life insurance to protect assets for their heirs. Yet, when it comes to long-term care, many people aren't aware of the potential impact it can have on their assets, their family and their overall financial security.

<b>Current cost of care</b>	The national average cost of a year of nursing home care today is nearly \$75,000 <sup>7</sup> and round-the-clock home care can cost much more than that.
<b>The rising cost of care</b>	If costs continue to increase at 4.1% <sup>8</sup> per year, in 20 years the average annual cost of care will be \$167,500.

## How will your clients cover the cost of long-term care?

“**Self-insuring**” for long-term care with personal income and assets is often a strategy used; however it puts a very significant portion of the client's retirement savings at risk.

**Family members** sometimes assume the burden of care, which over time can have a significant impact on their lifestyle, personal and work commitments, as well as their physical and emotional well-being.

A **standalone long-term care insurance policy** is designed to cover only the long-term care need, whether the need for care arises or not; meaning your client may pay premiums for a benefit that they may never use. (For those who do not need life insurance, standalone long-term care insurance can be an appropriate solution.)

**Medicare** only pays for short periods of care; typically only up to 100 days, after discharge from the hospital.

**Medicaid** generally covers only people with very little income and assets, and usually covers only care received in approved nursing homes. Patients may have very little control over where and how they are cared for.<sup>9</sup>

A **life insurance policy combined with long-term care insurance coverage** is more cost-effective than buying a permanent life insurance policy with similar death benefit and a standalone LTC policy with similar monthly benefit amount. It also allows your client the flexibility to use all, some or none of their life insurance benefit to pay long-term care expenses. Any portion not used for care is passed along to their beneficiaries at the time of the insured's death.

4. U.S. Census Bureau, Facts for Figures, 2006.

5. U.S. Department of Health and Human Services, National Clearinghouse for Long-Term Care Information, [www.longtermcare.gov](http://www.longtermcare.gov), September 2008.

6. Georgetown University Long-Term Care Financing Project, “Long-Term Care Financing Policy Options for the Future,” June 2007.

7. John Hancock Cost of Care Survey, conducted by CareScout, 2008.

8. Average annual rate of inflation over the past 30 years ending December 31, 2008, using the Consumer Price Index for All Urban Consumers, Bureau of Labor Statistics, [www.bls.gov](http://www.bls.gov).

9. Medicaid spend-down limits vary by state. In states where Medicaid does cover home-based long-term care expenses, it is done so on a limited basis.

## Meeting Your Clients' Needs

John Hancock's LifeCare can be an ideal solution for clients who want a single-premium policy that addresses two important needs; guaranteed life insurance protection and long-term care insurance coverage. It is designed for pre-retirees and baby boomers in need of independence, flexibility and protection — all in one policy. LifeCare is competitive at all issue ages, but especially at ages 65 and below.

### NEED

*Quick and easy application process for you and your clients*

### SOLUTION

*LifeCare's streamlined tele-underwriting with a fast, straightforward application process can help you place more business easily and promptly.*

- Complete a simple set of pre-screening questions with your client
- A John Hancock representative will contact your client for a telephone interview
- The policy can often be issued in as little as 8 days — with no exams, labs or doctors' statements

### NEED

*Guaranteed life insurance and long-term care insurance*

### SOLUTION

*LifeCare's solid combination of fully-guaranteed life insurance protection and long-term care insurance coverage in a single policy provides your clients one policy, one process and one payment to address several important needs.*

### NEED

*Maximize wealth transfer to beneficiaries and prevent asset depletion as a result of long-term care expenses*

### SOLUTION

*Retirees with sufficient income and excess wealth can use a portion of their assets to fund LifeCare. In most cases, the long-term care benefit is much greater than the single premium paid. This allows your clients to maximize the value of their long-term care dollar and free up assets that may have been earmarked for other purposes.*

PRODUCT FEATURES	LIFECARE
Product Design	Single-Premium Non-Participating Whole Life Insurance with Long-Term Care riders
Issue Ages	30–75
Risk Classes	Non Smoker & Smoker
Minimum Face Amount	\$50,000
Maximum Face Amount	\$540,000 Varies based upon issue age and length of benefit period chosen
Maximum Monthly Benefit Amount (MMBA)	<ul style="list-style-type: none"> <li>The MMBA is the maximum amount of money that can be accelerated in one calendar month for long-term care expenses.</li> <li>The MMBA and pool amount is per insured. If the insured is already covered under a John Hancock fully-underwritten life insurance policy with a long-term care rider, he/she will not be eligible to be the insured under a LifeCare policy.</li> <li>Only one LifeCare policy per insured is allowed.</li> </ul>
Issue Ages 30–70	All Benefit Periods: \$15,000
Issue Ages 71–75	2 Year Benefit Period: \$10,417 3 Year Benefit Period: \$6,944
Definition of Life Insurance	<ul style="list-style-type: none"> <li>Cash Value Accumulation Test (CVAT)</li> </ul>
Premium Payment Option	<ul style="list-style-type: none"> <li>Single Premium</li> </ul>
Face Amount Increases	Face Amount increases are not permitted
Partial Surrenders <sup>10</sup> / Face Amount Decreases	<ul style="list-style-type: none"> <li>May be requested once per month after the first policy anniversary.</li> <li>Each partial surrender must be a minimum of \$500 of the Net Cash Surrender Value.</li> <li>Partial surrenders will result in a reduction to the coverage Face Amount as well as the policy cash value.</li> <li>We will not allow a partial surrender which causes the Total Face Amount to fall below \$50,000.</li> </ul>
Coverage Beyond Age 121	<p>Policy does not mature; the policy will remain in force until insured's death. At age 121:</p> <ul style="list-style-type: none"> <li>Interest may continue to accumulate on the policy's cash value; however this is not guaranteed.</li> <li>Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if debt ever equals or exceeds the policy cash value).</li> </ul>
Premium Refund Feature	<ul style="list-style-type: none"> <li>A full refund of premium is paid, if the policy is fully surrendered in the first 6 policy months.</li> <li>The refund of premium amount will be reduced by any loans, partial surrenders or death benefit accelerations paid from the policy.</li> </ul>
	<p>10. Loans and partial surrenders will reduce the death benefit, cash surrender value, and may cause the policy to lapse. Lapse or full surrender of a policy with a loan may cause the recognition of taxable income. Policies classified as modified endowment contracts may be subject to tax when a loan or withdrawal is made. A federal tax penalty of 10% may also apply if the loan or partial surrender is taken prior to age 59½.</p>

How Benefit Periods Work

LifeCare uses one, or a combination of two acceleration riders to help pay qualified long-term care expenses for a minimum benefit period of 2 to 7 years. The minimum benefit period is selected at issue. The Acceleration rider gives clients the option of accelerating their policy death benefit on a monthly basis. After the policy death benefit has been fully-accelerated the Continuation rider, if elected, provides additional coverage for long-term care needs (see rider descriptions below).

Based on the benefit period chosen at issue, the illustration system will automatically default to the appropriate riders. **Benefit periods provided may vary per state.**

Acceleration Rider Benefit Period	+	Continuation Rider Benefit Period	=	Total Long-Term Care Benefit Period
2 Years		Not Used		2 Years
3 Years		Not Used		3 Years
2 Years		2 Years		4 Years
2.5 Years		2.5 Years		5 Years
2 Years		4 Years		6 Years
3 Years		4 Years		7 Years

Note that for issue ages 71–75, the Continuation rider is not offered, therefore only a 2 or 3 year benefit period is available.

Acceleration Rider

Accelerates the death benefit to help pay for qualified long-term care expenses. The benefit period is selected at issue.

- This rider is included with all LifeCare policies.
- The cost of this rider is built into the single premium at issue.
- If the policy is surrendered in the first 6 policy months, this rider also provides for a refund of premium feature.
- In some states, the Acceleration rider also provides coverage for home care or care received in nursing or residential care facilities. Consult [www.jhsalesnet.com](http://www.jhsalesnet.com) or your producer website for state-specific information.

Continuation Rider

After the policy death benefit has been fully accelerated for long-term care services under the Acceleration rider, the Continuation rider continues to help pay for qualified long-term care expenses with the same Maximum Monthly Benefit Amount.

The Continuation rider also provides a residual death benefit of at least \$5,000 if at time of death the Base Policy Face Amount is less than this amount.

- This rider is optional and can only be elected at issue.
- If elected, the additional cost of this rider is built into the single premium at issue.
- The rider is not available beyond issue age 70.

The Continuation rider is an accelerated death benefit and is not available in some states, including New York. Please go to [www.jhsalesnet.com](http://www.jhsalesnet.com) or your producer website for a complete list of up-to-date state approvals.



**QUALIFIED LONG-TERM CARE RIDERS** (continued)

**Maximum Face Amount & Long-Term Care Pool per Insured**

Issue Ages 30–70

**LIFECARE**

- The Maximum Face Amount for a LifeCare policy varies based on the insured’s issue age and the length of Minimum Benefit Period chosen.
- The Total Long-Term Care Pool is the amount that can be accelerated during the entire length of the Benefit Period.

Minimum Benefit Period Elected (in Years)	Maximum Face & Acceleration Benefit Pool	Maximum Continuation Benefit Pool	Total Long-Term Care Pool
2	\$360,000	N/A	\$360,000
3	\$540,000	N/A	\$540,000
4	\$360,000	\$360,000	\$720,000
5	\$450,000	\$450,000	\$900,000
6	\$360,000	\$720,000	\$1,080,000
7	\$540,000	\$720,000	\$1,260,000

Issue Ages 71–75

Minimum Benefit Period Elected (in Years)	Maximum Face & Acceleration Benefit Pool	Maximum Continuation Benefit Pool	Total Long-Term Care Pool
2	\$250,000	N/A	\$250,000
3	\$250,000	N/A	\$250,000

- The Maximum Face Amount is subject to underwriting and retention limits.

**OTHER RIDERS**

**Accelerated Benefit (Terminal Illness)**

**LIFECARE**

Provides a “living benefit” if the insured is certified to be terminally ill with a life expectancy of one year or less. This provision allows the policy owner to receive 50% of the eligible death benefit.

- The remaining death benefit is reduced by one year’s interest at current loan rates on the benefit paid.
- Benefits may be taxable under current tax law. Policy owners should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit rider.

**POLICY VALUES**

**Guaranteed Cash Values**

**LIFECARE**

Based on a per \$1,000 of Death Benefit Coverage which is contingent upon 2001 CSO Sex and Smoker Distinct Mortality Table. Guaranteed cash values are shown on the illustration.

**Policy Loans<sup>10</sup>**

- Policy loans are available at any time after the policy is in force
- Minimum loan amount is \$500

**Policy Loan Rates**

Current and Guaranteed

The loan interest rate charge is variable, and set at each Policy Anniversary. It does not change during a given policy year.

The loan interest rate charge will never exceed the greater of:

- 6% (annual) or
- Moody’s Corporate Bond Yield Average-Monthly Average Corporates for the calendar month ending two months before the beginning of the month in which the Policy Anniversary falls.

(For example, if the Policy Anniversary falls sometime in April, we use the Moody’s average for January.)

**Eligibility for Payment**

The insured becomes eligible to receive benefits under the Acceleration rider if a certified Licensed Health Care Professional finds the insured to be chronically ill while at the same time satisfying the elimination period.

Chronic illness means that the insured is unable to perform two or more of the six activities of daily living (ADLs) without substantial assistance. The six ADLs include:

- Bathing
- Eating
- Continence
- Toileting
- Dressing
- Transferring

Benefits are also triggered by a demonstration of cognitive impairment, and that impairment requires substantial supervision to protect the insured from threats to health or safety.

**Elimination Period**

Benefits begin after satisfaction of an elimination period (waiting period).

- The elimination period is generally 90 days of services received, but may vary by state.
- The elimination period begins on the first day that long-term care services are received; however, a break in service does not restart the elimination period.
- The elimination period needs to be satisfied only once during the life of the policy.
- If the life insured receives home health care for one or more days in a calendar week, seven days will be applied towards the satisfaction of the elimination period.

**Choice of Setting**

The insured may elect to receive long-term care assistance in a number of settings:<sup>11</sup>

- Home Health Care
- Nursing Home
- Assisted Living Facility
- Hospice Center
- Adult Day Care Facility

**Bed Hold Benefit**

If the insured's stay in a Nursing Home or Assisted Living Facility is interrupted, then the long-term care benefit can also be used to help pay the cost of reserving a bed in the facility for up to 30 days per calendar year, up to the selected monthly benefit.

**Monthly Benefits**

The Acceleration rider pays benefits on a monthly basis. The monthly benefit plan reimburses all approved charges each month, up to the selected benefit maximum, regardless of the daily or weekly charges.

**Extension of Benefits Provision**

If the policy lapses while the insured is confined to a nursing home,<sup>11</sup> and receiving continuous, uninterrupted benefits under this rider, then the Extension of Benefits Provision guarantees that benefits for the nursing home services will continue during the lifetime of the insured until the earliest occurrence of the following:

- The date that the insured is discharged from the nursing home.
- The date when the Face Amount remaining after any monthly benefit payment is zero (i.e., the benefit is fully accelerated or upon death).

If benefits are continued under the Extension of Benefits Provision, then the Face Amount remaining (referred to on page 7) is calculated as if the policy had remained in force, but no insurance benefit will be paid to the beneficiary upon death.

11. In some states, this provision applies to care received in other settings.

## LONG-TERM CARE

## LIFECARE

### Information Services

Seniorlink<sup>12</sup>

All LifeCare policies also include these long-term care information services:

The insured (and his/her family) have access to *Seniorlink* which provides professional and personalized advice on topics such as home care, assisted living, home maintenance and repair services, and legal services. *Seniorlink* offers complete resources and advice to help make smart decisions about care issues.

Advantage List<sup>13</sup>

The *Advantage List* program provides access to competitive rates at over 10,000 participating care providers nationwide. The cost savings can help stretch benefit dollars at selected:

- Home Health Care Providers
- Hospice Centers
- Assisted Living Facilities
- Providers of Durable Medical Equipment
- Adult Day Care Facilities
- Nursing Home

### International Coverage

If the insured becomes chronically ill while outside the United States, he/she may still be eligible to receive benefits for some qualified long-term services under the Acceleration rider's International Coverage Benefit. There are some additional requirements and limitations for the International Coverage Benefit:

- All the same basic rider requirements apply including the rider's elimination period, which must still be satisfied.
- Qualified long-term care services under the International Coverage Benefit are limited to nursing home, assisted living facility, home health care, adult day care or hospice care services.
- Charges incurred outside of the U.S. are subject to a limit of 12 times the Maximum Monthly Benefit Amount.

The rider continues in force after the International Coverage Benefit is exhausted, and any remaining benefits are then still available later to pay for care and services received in the United States.

12. *Seniorlink* is not affiliated with the John Hancock Life Insurance Company (U.S.A.) and its subsidiaries. *Seniorlink* is the current referral service provider for the life insurance products sold under John Hancock Life Insurance Company (U.S.A.) and can be changed at any time.

13. The *Advantage List* program is not affiliated with John Hancock Life Insurance Company (U.S.A.) and its subsidiaries.

## LifeCare Frequently Asked Questions (FAQs)

### **What are some of LifeCare's key advantages?**

LifeCare has many significant advantages, including a guaranteed death benefit, guaranteed cash values and the guaranteed availability of funds to help pay long-term care needs. This easy-to-understand life insurance product allows clients the convenience of one policy, one underwriting process, and one payment to address some of life's most critical needs — and LifeCare is normally more cost-efficient than purchasing separate permanent life and long-term care insurance policies. What's more, LifeCare is backed by one of the most highly rated and experienced life insurance and long-term care companies in the industry.

### **What is the target market?**

If your clients are primarily looking for guaranteed, single premium, life insurance and long-term care insurance coverage, LifeCare is an ideal solution. It is designed for pre-retirees and baby boomers currently “self-insuring” their potential long-term care needs, yet may also be looking for a way to protect their retirement income from the risk of costly long-term care expenses. LifeCare is competitive at all issue ages, but especially at ages 65 and below.

### **How does the streamlined tele-underwriting process work and how long will it take?**

LifeCare's streamlined underwriting process can help you place more business easily and promptly — making it simpler for you and your clients. The application process requires a short set of pre-screening questions followed by a telephone interview directly with the client lasting approximately 45 minutes — there are no exams, labs or doctors' statements needed. In most instances, a policy can be issued in 8 business days or less.

### **How long will the long-term care coverage last?**

LifeCare's death benefit can be accelerated to help pay for long-term care expenses. The minimum benefit period available ranges from 2 to 7 years. If the actual monthly long-term care expenses are less than the maximum monthly benefit amount, the coverage will continue until the benefits have been exhausted.

**What are the licensing requirements? Does LifeCare qualify for the Partnership Program?**

In addition to being licensed to sell life insurance, some states also require a health license. LifeCare is not part of the long-term care Partnership Program. In order to sell LifeCare in states that have approved this program, you must complete the necessary long-term care training requirements. Licensing requirements vary from state to state. Go to [www.jhsalesnet.com](http://www.jhsalesnet.com) or your producer website for a complete list of state requirements.

**What if the insured never needs long-term care?**

LifeCare provides your clients the assurance that they will receive benefits no matter how long they live, and whether or not they ever need long-term care. It allows (but doesn't require) policy owners to accelerate their death benefit to help pay for long-term care expenses. Any portion of the death benefit not used to cover long-term care expenses remains in the policy and is later paid as a life insurance benefit.

**Can my clients use the long-term care benefits out of state? Or out of the country?**

Not only are your clients covered throughout the United States but if they become chronically ill while outside the United States, they may still be eligible to receive benefits for some qualified long-term services under the Acceleration rider's International Coverage Benefit.

**If the insured has a break in service during the initial 90-day elimination period, will he/she need to satisfy a new elimination period?**

No. If there's an interruption in service during the elimination period, the 90-day count picks up where it left off before the break, when services resume.

**Is qualifying for claims different than John Hancock's standalone LTC?**

No. As is the case with John Hancock's standalone LTC insurance products, qualifying for claims under LifeCare is the same and you can expect the same level of professional support and guidance.

### Limitations

We will not pay Accelerated Benefits for qualified long-term care services incurred during the Elimination Period, or for any care, treatment, or charges described in the Non-Duplication of Benefits or Exclusions provisions below. We will not pay Accelerated Benefits in excess of the Maximum Monthly Benefit Amount for any Calendar Month during any Period of Care.

### Exclusions

Qualified long-term care services do not include care or treatment:

- (a) for intentionally self-inflicted injury;
- (b) required as a result of alcoholism or drug addiction (unless drug addiction was a result of the administration of drugs as part of treatment by a Physician);
- (c) due to war (declared or undeclared) or any act of war, or service in any of the armed forces or auxiliary units;
- (d) due to participation in a felony, riot or insurrection;
- (e) for which no charge is normally made in the absence of insurance;
- (f) provided by a member of the Life Insured's Immediate Family, unless:
  - the family member is one of the following professionals — a duly licensed registered nurse, licensed vocational nurse, licensed practical nurse, physical therapist, occupational therapist, speech therapist, respiratory therapist, licensed social worker, or registered dietician; and
  - the family member is a regular employee of a Nursing Home, Assisted Living Facility, Adult Day Care Center or organization which is providing the services; and
  - the organization receives the payment for the services; and
  - the family member receives no compensation other than the normal compensation for employees in his or her job category;
- (g) provided outside the fifty United States and the District of Columbia except as described in the International Coverage Benefit provision of this rider.

### Non-Duplication of Benefits

Qualified long-term care services do not include charges covered under any of the following:

- (a) Medicare (including amounts that would be reimbursable but for the application of a deductible or coinsurance amounts);
- (b) any other governmental program (except Medicaid);
- (c) any state or federal workers' compensation, employer's liability or occupational disease law, or any motor vehicle no-fault law;
- (d) expenses for services or items available or paid under another long-term care insurance or health insurance policy.

LifeCare, the Acceleration rider, and the Continuation rider may not all be available in some states. The Acceleration rider is automatically included with every LifeCare policy, and the Continuation rider is optional. There are additional costs associated with these riders that are included in the single premium. LifeCare with the Acceleration and/or Continuation rider is not considered long-term care insurance in some states. When the death benefit is accelerated for long-term care expenses, the death benefit is reduced dollar for dollar, and the policy cash value is reduced proportionally. Please go to [www.jhsalesnet.com](http://www.jhsalesnet.com) or your producer website for the most current state approvals.

**For prospective policyholders in New York, this product is a life insurance policy that accelerates the death benefit for qualified long-term care services and is not a health insurance policy providing long-term care insurance subject to the minimum requirements of New York Law, does not qualify for the New York State long-term Care Partnership program and is not a Medicare supplement policy. LifeCare is only available to prospective New York clients in cases where the policy owner and insured are the same individual. The product is not offered when a third-party owner is involved. Transferring ownership from the insured to a different owner after issue will result in termination of the Accelerated Benefit Rider.**

The Acceleration rider has exclusions and limitations, reductions of benefits, and terms under which it may be continued in force or discontinued. Please contact the licensed agent or John Hancock for more information, cost, and complete details on coverage in your state.

LifeCare is recommended for clients purchasing this insurance for themselves, as opposed to a third-party ownership arrangement. We caution against ownership by anyone other than the insured, as it could have adverse tax consequences. Purchasing this product by, or transferred it to a person other than the insured should only be considered after carefully review with the client's own tax and legal counsel.

## *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 in 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 Ratings\***

<b>A.M. BEST</b>	<b>A+ (2nd highest of 15 ratings)</b> Superior ability to meet ongoing obligations.
<b>FITCH RATINGS</b>	<b>AA (3rd highest of 21 ratings)</b> Very strong capacity to meet policyholder and contract obligations.
<b>STANDARD &amp; POOR'S</b>	<b>AA+ (2nd highest of 21 ratings)</b> Very strong financial security characteristics.
<b>MOODY'S</b>	<b>Aa3 (4th highest of 21 ratings)</b> Excellent in financial strength.

\* Financial strength ratings, which are current as of December 11, 2009 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 strength ratings do not apply to the safety and performance of separate accounts.

Replacement of LifeCare for a different John Hancock insurance product will require full underwriting. Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

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