

John Hancock

LIFE INSURANCE

Competitive. Flexible.
Innovative.

Underwriting Guidelines



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Key Benefits

- Competitive Decisions at All Ages
- Innovative and Progressive Evaluations
- Large Case Support
- Preferred and Super Preferred Criteria for Older Ages

We know that prospecting and selling new cases is hard work. That's why John Hancock underwriters work with you every step of the way to help you place your business easily and promptly.

John Hancock offers progressive evaluations, along with competitive and flexible underwriting decisions for all ages up to age 90. Our large case expertise and innovations such as age-specific Preferred and Super Preferred criteria for older ages will make it even easier for you to do business with us.

These underwriting guidelines contain the key information you need to submit a case to John Hancock. By following them, you will speed up the underwriting process and ensure that your clients receive the best possible offer.

Medical Examiners

Examining M.D.s/D.O.s (Medical Doctor or Doctor of Osteopathy), licensed to practice medicine in the state where the exam is completed, may conduct exams for any amount. *John Hancock will also accept an exam completed by the proposed insured's attending physician for any amount of coverage.*

Preferred Vendors

To ensure records are accessible by our life insurance New Business area, be clear that your requirement is being ordered for *life insurance*.

EXAMINATION VENDORS:

- APPS 800-727-2101 or
www.appslive.com
- EMSI 800-872-3674
- Portamedic 800-765-1010
- Superior Mobile Medics 800-898-3926

APS VENDORS:

- APSS Inc. www.apssinc.com
User ID: jhlf1
Password: jhlf11026
800-355-5424, ext. 2446
Fax: 1-888-550-5424
E-mail: jhlf1@apssinc.com
- EMSI 800-530-0560
- Parameds.com www.parameds.com
- WFI Inc. Contact Andrew Simpson
to set up access to order APSs;
Direct number is
800-999-9589 x312
e-mail asimpson@wfi-inc.com
Through the WFI website
(www.wfi-inc.com) under
"Contact our WFI Sales Team"

NATION'S CARELINK COGNITIVE & MOBILITY ASSESSMENT:

800-201-8897
www.ncl-link.com
User name: USLife
Password: Lifef2f

INSPECTION AND TELEPHONE REPORT VENDORS:

- First Financial 800-570-3477
www.firstfin.com
- Reliable Reporting To register:
www.ourapp.com/reliable

Routine Medical Underwriting Requirements

- Requirements are based on age as of nearest birthday
- For each Proposed Insured on a Survivorship case, routine underwriting requirements are based on half the amount applied for unless one life is uninsurable

| | | AGE | | | | | | | | |
|--------|----------------------|----------------------|-------------------------------|------------------------------------|------------------------------------|---|---|--|-----------------------|-----------------------|
| | | 0–15 | 16–40 | 41–50 | 51–55 | 56–65 | 66–70 | 71–74 | 75–79 | 80–90 ³ |
| AMOUNT | Up To 500,000 | Health Questionnaire | Para, ¹ BCP, Micro | Para, ¹ BCP, Micro | Para, BCP, Micro | Para, BCP, Micro | Para, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |
| | 500,001–1,000,000 | Health Questionnaire | Para, BCP, Micro | Para, BCP, Micro | Para, BCP, Micro, EKG | Para, BCP, Micro, EKG | Para, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |
| | 1,000,001–3,000,000 | Exam, BCP, Micro | Para, BCP, Micro | Para, BCP, Micro, EKG | Para, BCP, Micro, EKG | Para, BCP, Micro, EKG | Para, ² Micro, BCP, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |
| | 3,000,001–5,000,000 | Exam, BCP, Micro | Para, BCP, Micro | Para, BCP, Micro, EKG | Para, ² BCP, Micro, EKG | Para, ² BCP, Micro, EKG | Para, ² BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |
| | 5,000,001–10,000,000 | Exam, BCP, Micro | Para, ² BCP, Micro | Para, ² BCP, Micro, EKG | Para, ² BCP, Micro, EKG | Para, ² BCP, Micro, EKG (Non Smoker), TST (Smoker) | Para, ² BCP, Micro, EKG (Non Smoker), TST (Smoker) | Exam, BCP, Micro, EKG (Non Smoker), TST (Smoker) | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |
| | 10,000,001 + Up | Exam, BCP, Micro | Exam, BCP, Micro | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG | Exam, BCP, Micro, TST | Exam, BCP, Micro, TST | Exam, BCP, Micro, TST | Exam, BCP, Micro, EKG | Exam, BCP, Micro, EKG |

LEGEND

BCP Blood Chemistry Profile

Exam MD Examination

Para Paramedical

EKG Electrocardiogram

Micro Urinalysis

TST Treadmill Stress Test

1. Health Questionnaire and Physical Measurements may be substituted for a Paramedical.
2. In most instances, a paramedical will be accepted with an APS. Please note individual consideration will be applied based on an applicant's age and medical history, and additional requirements may be requested at the discretion of the underwriter.

3. We will accept another company's exam form as part of our routine medical requirements. However, for clients ages 80 and older, we will also require EITHER a completed John Hancock Medical Exam (April 2005 version) OR the other company's exam plus Nation's CareLink's Cognitive and Mobility Assessment (which must be completed by Nation's CareLink).

IMPORTANT NOTES

- Requirements are based on the amount applied for and placed with John Hancock within the last 12 months. If an individual and survivorship policy are applied for, requirements are based on the amount applied for under the individual policy plus half the amount applied for under the survivorship policy.
- If one life is uninsurable on a survivorship case, requirements for the insurable life are based on the full amount applied for under the survivorship case and only a Health Questionnaire is required on the uninsurable life.
- Additional underwriting requirements such as chest xrays, treadmills, PFTs, heart charts or cognitive assessment may be required by the underwriter due to the Proposed Insured's medical history, or circumstances of a case or facultative reinsurance.
- Requirements do not apply to COLI or LTC. For more information on COLI, call our New Business department at 1-800-505-9427, option 2 and ask for an underwriter. Requirements for stand alone LTC coverage are according to the LTC routine underwriting requirements.

Simplifying the Process for your Clients

We want to make it easier for you and your client. With this in mind, we are offering you several ways to complete the routine medical and non-medical underwriting requirements for your clients.

1. John Hancock will accept a John Hancock Medical Exam completed by the proposed insured's attending physician. The doctor can also complete the other routine medical requirements.

The John Hancock Medical Exam form can be obtained from the Online New Business Forms section of www.jhsalesnet.com.

2. Order the current John Hancock Medical Exam and all routine medical requirements from our preferred vendors, as listed on page 4.
3. We will accept another company's exam form as part of our routine medical requirements.* **However, for clients age 80 and older, we will also require either a completed John Hancock Medical Exam OR the other company's exam plus a Nation's CareLink Cognitive & Mobility Assessment (which must be completed by Nation's CareLink). Order a Nation's CareLink Cognitive & Mobility Assessment via 800-201-8897, or online at www.ncl-link.com, User name: USLife, Password: Lifef2f.**
4. When required, third-party verification of finances can be requested through the Inspection and Telephone Report vendors.

Please note: Should a Nation's CareLink exam be required, it is done in person. This differs from the telephone interview completed on individual Long Term Care applications.

* If submitting another company's exam, either the Medical Certification section of the application or a Health Questionnaire must be completed.

Individual Non-Medical Requirements

TO AGE 65

| | |
|-----------------------|---|
| \$1,000,001–2,500,000 | BBR if applicable |
| \$2,500,001–7,500,000 | telephone interview, BBR if applicable |
| \$7,500,001 and Up | inspection report, BBR if applicable, third-party verification of income and net worth ³ |

- MVR is required at all amounts for proposed insureds age 16 or older

AGE 66–79

| | |
|-----------------------|---|
| \$1,000,001–5,000,000 | telephone interview, BBR if applicable |
| \$5,000,001–7,500,000 | telephone interview, BBR if applicable, third-party verification of income and net worth ³ |
| \$7,500,001 and Up | inspection report, BBR if applicable, third-party verification of income and net worth ³ |

- If a Nation's CareLink Cognitive & Mobility Assessment is requested, a telephone interview will not be required
- MVR is required at all amounts

AGE 80–90

| | |
|-----------------------|---|
| \$1,000,001–1,999,999 | telephone interview, BBR if applicable |
| \$2,000,000–7,500,000 | telephone interview, BBR if applicable, third-party verification of income and net worth ³ |
| \$7,500,001 and Up | inspection report, BBR if applicable, third-party verification of income and net worth ³ |

- If a Nation's CareLink Cognitive & Mobility Assessment is requested, a telephone interview will not be required
- MVR is required at all amounts

LEGEND

BBR: Business Beneficiary Report

MVR: Motor Vehicle Record

IMPORTANT NOTES

John Hancock has distributed its own telephone interview and inspection report scripts to vendors. Please request it when ordering either a telephone interview or an inspection report on a John Hancock application. Nation's CareLink does not perform telephone interviews for life business.

Survivorship Non-Medical Requirements

TO AGE 65

| | |
|------------------------|---|
| \$2,500,000–5,000,000 | BBR if applicable |
| \$5,000,001–7,500,000 | telephone interview, BBR if applicable |
| \$7,500,001–10,000,000 | telephone interview, BBR if applicable, third-party verification of income and net worth ³ |
| \$10,000,001 and Up | inspection report plus spouse inspection report, BBR if applicable, third-party verification of income and net worth ³ |

- MVR is required at all amounts for proposed insureds age 16 or older

AGE 66–79

| | |
|------------------------|---|
| \$1,000,001–2,000,000 | BBR if applicable |
| \$2,000,001–5,000,000 | telephone interview, BBR if applicable |
| \$5,000,001–10,000,000 | telephone interview, BBR if applicable, third-party verification of income and net worth ³ |
| \$10,000,001 and Up | inspection report plus spouse inspection report, BBR if applicable, third-party verification of income and net worth ³ |

- If a Nation's CareLink Cognitive & Mobility Assessment is requested, a telephone interview will not be required
- MVR is required at all amounts

AGE 80–90

| | |
|------------------------|---|
| \$2,000,000 and up | Third party verification of income and net worth ³ |
| \$2,000,001–2,500,000 | telephone interview, BBR if applicable |
| \$2,500,001–10,000,000 | telephone interview, BBR if applicable |
| \$10,000,001 and Up | inspection report, BBR if applicable ³ |

- If a Nation's CareLink Cognitive & Mobility Assessment is requested, a telephone interview will not be required
- MVR is required at all amounts

3. Third-party verification of income (earned and unearned) breakdown of assets and net worth must be provided by someone who is independent of the sale such as a CPA, personal attorney, or personal banker. We will accept verification of finances either through an inspection report, telephone interview or a signed John Hancock Third Party Financial Supplement Form.

Standard Plus Non-Smoker Underwriting Criteria (Ages 18–70)⁴

Criteria

Ages 18–70

Tobacco Use

No tobacco or nicotine products in the past 12 months with the exception of the following:

Limited Cigar Use: An occasional cigar smoker may qualify for Standard Plus Non-Smoker rates if he/she smokes no more than 2 cigars per month and microunalysis is free of nicotine.

Blood Pressure (Treated and Untreated)

145/90 Age 18–50

150/90 Age 51–70

Cholesterol/HDL (Treated and Untreated)

Up to 5.5 Age 18–50

Up to 6 Age 51–70

Personal History

No current rateable impairment.

History of certain cancers are eligible for Standard Plus immediately following excision or after 5 years of qualifying for Standard rates.

Some histories of melanoma, breast cancer, leukemia, Hodgkins and non-Hodgkins may qualify for Standard Plus after 10 years of qualifying for Standard rates.

Driving Record

Must be Standard.

Aviation

Participation in aviation does not exclude from Standard Plus. If warranted, a flat extra or aviation exclusion will be applied.

Hazardous Sport

Participation in a hazardous sport does not exclude from Standard Plus. If warranted, a flat extra will be applied.

4. Standard Plus is available up to age 80 for Term products and up to age 90 for Protection UL-G, Protection, SUL-G, Performance UL, Accumulation UL, Accumulation VUL and Protection Whole Life.

Standard Plus Non-Smoker Underwriting Criteria (71 and Older)⁴

Criteria

Ages 71 and older

Tobacco Use

No tobacco or nicotine products in the past 12 months with the exception of the following:

Limited Cigar Use: An occasional cigar smoker may qualify for Standard Plus Non-Smoker rates if he/she smokes no more than 2 cigars per month and microunalysis is free of nicotine.

Blood Pressure (Treated and Untreated)

150/90

Cholesterol/HDL (Treated and Untreated)

HDL must exceed 35 mg/dl

Personal History

No current rateable impairment.

History of certain cancers are eligible for Standard Plus immediately following excision or after 5 years of qualifying for Standard rates.

Some histories of melanoma, breast cancer, leukemia, Hodgkins and non-Hodgkins may qualify for Standard Plus after 10 years of qualifying for Standard rates.

Must have the ability to independently perform all activities of daily living.

No evidence of cognitive impairment.

Driving Record

Must be Standard.

Aviation

Participation in aviation does not exclude from Standard Plus. If warranted, a flat extra or aviation exclusion will be applied.

Hazardous Sport

Participation in a hazardous sport does not exclude from Standard Plus. If warranted, a flat extra will be applied.

4. Standard Plus is available up to age 80 for Term products and up to age 90 for Protection UL-G, Protection, SUL-G, Performance UL, Accumulation UL, Accumulation VUL and Protection Whole Life.

Preferred and Super Preferred Underwriting Criteria (Ages 18–70)⁵

PREFERRED CRITERIA

Blood Pressure (Treated and Untreated)

- Up to 140/85 Age 18–50
- Up to 145/90 Age 51–70

Build

| | | | | | | | | | | | | |
|---------------------|------|------|-------|-------|------|------|------|------|------|------|------|------|
| Height | 4'8" | 4'9" | 4'10" | 4'11" | 5'0" | 5'1" | 5'2" | 5'3" | 5'4" | 5'5" | 5'6" | 5'7" |
| Weight (Max) | 142 | 147 | 152 | 158 | 164 | 170 | 176 | 182 | 186 | 192 | 197 | 203 |
| Height | 5'8" | 5'9" | 5'10" | 5'11" | 6'0" | 6'1" | 6'2" | 6'3" | 6'4" | 6'5" | 6'6" | |
| Weight (Max) | 208 | 214 | 219 | 225 | 231 | 237 | 243 | 249 | 255 | 261 | 268 | |

Cholesterol (Treated and Untreated)

- Up to 250 mg/dl Age 18–50
- Up to 270 mg/dl Age 51–70

Total cholesterol up to 300 is OK for Preferred if CHL/HDL ratio is 1 less than the published limit.

Chol/HDL Ratio (Treated and Untreated)

- Up to 5 Age 18–50
- Up to 5.5 Age 51–70

Total cholesterol up to 300 is OK for Preferred if CHL/HDL ratio is 1 less than the published limit.

Personal History

- No history of Cancer,* Coronary Artery Disease, Cerebrovascular Disease, or Diabetes*
- No current rateable impairment

* Some cases may qualify for Preferred

Family History

No more than one death of a parent or sibling prior to age 60 from Coronary Artery Disease or Cancer

Alcohol/Drug

No history of alcohol/drug abuse or treatment within the past 10 years

DWI/Reckless

No driving while intoxicated or reckless driving conviction within the last 5 years and no more than one conviction ever

MVR

Maximum of 2 moving violations within the last 2 years

Aviation

- Only available to private pilots with more than 300 hours of experience who fly 25–200 hours yearly and have IFR or pilots and crew on regularly scheduled airline flights
- Preferred with a flat extra or aviation exclusion may be available

Hazardous Sports

- No participation in rateable sport
- Preferred with a flat extra may be available

SUPER PREFERRED CRITERIA

Blood Pressure (Treated and Untreated)

- Up to 135/85 Age 18–50
- Up to 140/90 Age 51–70

Build

| | | | | | | | | | | |
|---------------------|-------|-------|------|------|------|------|------|------|------|------|
| Height | 5'0" | 5'1" | 5'2" | 5'3" | 5'4" | 5'5" | 5'6" | 5'7" | 5'8" | 5'9" |
| Weight (Max) | 145 | 149 | 153 | 157 | 162 | 166 | 170 | 176 | 182 | 187 |
| Height | 5'10" | 5'11" | 6'0" | 6'1" | 6'2" | 6'3" | 6'4" | 6'5" | 6'6" | 6'7" |
| Weight (Max) | 193 | 199 | 205 | 210 | 216 | 220 | 223 | 227 | 231 | 235 |

Cholesterol (Treated and Untreated)

- Up to 230 mg/dl Age 18–50
- Up to 250 mg/dl Age 51–70

Total cholesterol up to 300 is OK for Super Preferred if CHL/HDL ratio is 1 less than the published limit.

Chol/HDL Ratio (Treated and Untreated)

- Up to 4.5 Age 18–50
- Up to 5 Age 51–70

Total cholesterol up to 300 is OK for Super Preferred if CHL/HDL ratio is 1 less than the published limit.

Personal History

- No history of Cancer, Coronary Artery Disease, Cerebrovascular Disease, or Diabetes
- No current rateable impairment

Family History

No death of a parent or sibling prior to age 60 from Coronary Artery Disease or Cancer

Alcohol/Drug

No history of alcohol/drug abuse or treatment within the past 10 years

DWI/Reckless

No driving while intoxicated or reckless driving conviction within the last 10 years and no more than one conviction ever

MVR

Maximum of 1 moving violation within the last 2 years

Aviation

No participation within the last 12 months

Hazardous Sports

No participation within the last 12 months

5. Refer to the specific product technical guide to determine the availability of Preferred and/or Super Preferred and for the ages where Preferred and Super Preferred rates are available.

Preferred and Super Preferred Underwriting Criteria (Ages 71 and Older)⁵

PREFERRED CRITERIA

Blood Pressure (Treated and Untreated)
Up to 145/90

Build

| | | | | | | | | | | | | |
|---------------------|------|------|-------|-------|------|------|------|------|------|------|------|------|
| Height | 4'8" | 4'9" | 4'10" | 4'11" | 5'0" | 5'1" | 5'2" | 5'3" | 5'4" | 5'5" | 5'6" | 5'7" |
| Weight (Max) | 142 | 147 | 152 | 158 | 164 | 170 | 176 | 182 | 186 | 192 | 197 | 203 |
| Weight (Min) | 97 | 99 | 102 | 104 | 106 | 109 | 111 | 114 | 118 | 121 | 124 | 127 |
| Height | 5'8" | 5'9" | 5'10" | 5'11" | 6'0" | 6'1" | 6'2" | 6'3" | 6'4" | 6'5" | 6'6" | |
| Weight (Max) | 208 | 214 | 219 | 225 | 231 | 237 | 243 | 249 | 255 | 261 | 268 | |
| Weight (Min) | 130 | 134 | 138 | 141 | 145 | 148 | 152 | 156 | 161 | 165 | 170 | |

Cholesterol (Treated and Untreated)
Over 159 mg/dl, but less than 300 mg/dl

HDL Cholesterol
Must exceed 35 mg/dl

Serum Albumin
Must exceed 3.6 g/dl

Functional
Must have the ability to independently perform all the activities of daily living

Cognitive
No evidence of cognitive impairment

Personal History

- No history of Cancer,* Coronary Artery Disease, Cerebrovascular Disease, or Diabetes*
- No current rateable impairment

* Some cases may qualify for Preferred

Alcohol/Drug
No history of alcohol/drug abuse or treatment within the past 10 years

DWI/Reckless
No driving while intoxicated or reckless driving conviction within the last 5 years and no more than one conviction ever

MVR
Maximum of 1 moving violation within the last 2 years

Aviation
No participation in the last 12 months

Hazardous Sports
No participation in the last 12 months

SUPER PREFERRED CRITERIA

Blood Pressure (Treated and Untreated)

- Up to 140/90
- Pulse pressure should be less than or equal to 65

Build

| | | | | | | | | | | | | |
|---------------------|------|------|-------|-------|------|------|------|------|------|------|------|------|
| Height | 4'8" | 4'9" | 4'10" | 4'11" | 5'0" | 5'1" | 5'2" | 5'3" | 5'4" | 5'5" | 5'6" | 5'7" |
| Weight (Max) | 132 | 137 | 142 | 148 | 154 | 160 | 166 | 172 | 176 | 182 | 187 | 193 |
| Weight (Min) | 97 | 99 | 102 | 104 | 106 | 109 | 111 | 114 | 118 | 121 | 124 | 127 |
| Height | 5'8" | 5'9" | 5'10" | 5'11" | 6'0" | 6'1" | 6'2" | 6'3" | 6'4" | 6'5" | 6'6" | |
| Weight (Max) | 198 | 204 | 209 | 215 | 221 | 227 | 233 | 239 | 245 | 251 | 258 | |
| Weight (Min) | 130 | 134 | 138 | 141 | 145 | 148 | 152 | 156 | 161 | 165 | 170 | |

Demonstrated stable weight for at least the past 3 years

Cholesterol (Treated and Untreated)

Over 175 mg/dl but less than 280 mg/dl

HDL Cholesterol (Treated and Untreated)

Must exceed 40 mg/dl

Serum Albumin

Must be equal to or greater than 4.0 g/dl

Creatinine

Must be within normal limits

Functional

Must have the ability to independently perform all the activities of daily living

Cognitive

No evidence of cognitive impairment

Personal History

- No history of Cancer, Cardiovascular Disease, Cerebrovascular Disease, or Diabetes
- No current rateable impairment

Alcohol/Drug

No history of alcohol/drug abuse or treatment within the past 10 years

DWI/Reckless

No driving while intoxicated or reckless driving conviction within the last 10 years and no more than one conviction ever

MVR

No moving violations within the past 2 years

Aviation

No participation within the last 12 months

Hazardous Sports

No participation within the last 12 months

Guidelines for Attending Physician Statement (APS)

AGE AND AMOUNT

Generally, an APS is required as follows. If you have any questions, contact your underwriter.

To Age 19

- \$500,001 and over if Attending Physician (AP) seen within 1 year

Age 20–40

- Up to and including \$1,000,000 if AP seen within past 30 days
- \$1,000,001 and over if AP seen within 1 year

Age 41–50

- Up to and including \$1,000,000 if AP seen within past 30 days
- \$1,000,001 and over

Age 51–65

- Up to and including \$500,000 if AP seen within past 30 days
- \$500,001 and over

Age 66–90

- All face amounts

MEDICAL HISTORY

An APS is required regardless of the amount if the proposed insured has consulted a doctor or has had any history of the following:

Within the past 10 years:

- Alcohol/drug abuse and/or treatment
- By-pass surgery (CABG), angioplasty (PTCA), heart attack, myocardial infarct, chest pain, angina, arrhythmia, TIA, stroke, heart murmur, peripheral vascular disease (PVD), abnormal EKG/treadmills
- Cancer: not basal cell or squamous cell skin cancer
- Dementia, Alzheimer's Disease, memory loss
- Diabetes
- Emphysema, chronic bronchitis, COPD
- Falls and injuries over age 65
- Hepatitis, liver disease, cirrhosis
- Kidney/renal disease
- Multiple Sclerosis
- Parkinson's Disease
- Ulcerative Colitis, Crohn's disease

Within the past 3 years:

- Asthma
- Depression
- Epilepsy, seizures, convulsions
- Hypertension
- Sleep apnea

Smoking Definition⁶

John Hancock offers six classifications based on Smoker/Non-Smoker differentiation:

Super Preferred Non-Smoker

Meets the Super Preferred criteria and has not used any form of tobacco or nicotine products within the last 5 years.

Preferred Non-Smoker

Meets the Preferred criteria and has not used any form of tobacco or nicotine products within the last 2 years with the exception of the following:

Limited Cigar Use: An occasional cigar smoker may qualify for Preferred Non-Smoker rates if he/she smokes less than 1 cigar per month and microurinalysis is free of nicotine.

Standard Plus Non-Smoker

No tobacco or nicotine products in the past 12 months with the exception of the following:

Limited Cigar Use: An occasional cigar smoker may qualify for Standard Plus Non-Smoker rates if he/she smokes no more than 2 cigars per month and microurinalysis is free of nicotine.

Standard Non-Smoker

No cigarette use within the last 12 months and either:

- does not meet all Preferred or Standard Plus criteria or,
- uses other tobacco or nicotine products.

Preferred Smoker

Meets the Preferred criteria but has used cigarettes within the last 12 months.

Standard Smoker

Does not meet the Preferred criteria and has used cigarettes within the last 12 months.

6. Standard Plus is available up to age 80 for Term products and up to age 90 for Protection UL-G, Protection, SUL-G, Performance UL, Accumulation UL, Accumulation VUL and Protection Whole Life.

Financial Underwriting

John Hancock's expertise in handling large cases is supported by impressive retention and Automatic Binding Limits as well as its financial underwriting. For example, our retention is \$20 million individual and \$25 million for survivorship.⁷

We use financial underwriting to ensure there is a reasonable insurable interest between the proposed life insured and the owner, and that the amount of life insurance applied for is justified. Our underwriters determine the amount of coverage to allow by assessing the financial loss created by the untimely death of the proposed life insured. John Hancock does not support the use of its products in stranger-owned (SOLI) or investor-owned (IOLI) life insurance transactions.

Since you know your clients best, you are our key source of their financial information. By giving us a comprehensive picture of your clients' financial situation up front, you can make the process more convenient for them while also enabling us to underwrite and issue your cases faster. The following provides an overview of what we look for.

Importance of Cover Letter from Producers

At John Hancock, we recognize that each sale is unique and take a "purpose-driven" approach to financial underwriting. Please include the following details in your cover letters:

All cases:

- Background of the sale including purpose of coverage and how the amount was determined
- Total insurance including in force, pending, applied for, replacement details, and ultimate total line
- All other details that will help the underwriter understand the need for insurance and the amount requested

Personal:

Proposed insured's income and net worth (including details of assets and liabilities)

7. Retention and Automatic Binding Limits may be reduced by age, morality assessment, for aviation risks, and for entertainment figures. Coverage may be reduced or not available for foreign risks and sports figures. For John Hancock Life Insurance Company of New York, retention and Automatic Binding Limits are based on an agreement between the Company and an affiliate.

Business:

- Job details and percentage of ownership in the company
- Details about loan agreements
- Projections on new business ventures

Third-Party Verification

John Hancock has contracts with two vendors to provide improved third-party verification in both telephone interviews and inspection reports (see page 4). These vendors collect details about income and net worth from a valid financial reference, as well as specific information about the financial reference that allows for improved follow up of information.

Acceptable sources for third-party verification include a financial advisor who is at arm's length to the insurance sale and who is an accountant, tax attorney, banker or any other advisor who has legitimate access to the client's true financial situation (but who is not connected to the sale). This must include the CPA or attorney's designation; license number; and a third-party verification of earned and unearned income; a breakdown of assets and liabilities; and net worth.

- TELEPHONE INTERVIEWS — We require telephone interviews starting at \$1,000,0001 (see Non-Medical Underwriting Requirements, pages 8 and 9, for age breakdown).
- INSPECTION REPORTS — We require inspection reports starting at \$7,500,001 (see Non-Medical Underwriting Requirements, pages 8 and 9).

Guidelines for Amount

The charts on pages 18 to 20 provide an outline of some of the financial purposes and methods used by our underwriters in arriving at acceptable amounts of insurance. The information is presented as follows:

- UNDERWRITING FORMULA — how the underwriter calculates the amount of coverage that can be approved according to the type of insurance and need.
- NOTES — these are the specific details to include in your cover letter and that the underwriter uses to justify the amount of coverage requested, and to make the most competitive decision right from the outset. This can streamline the underwriting process by reducing the need for additional information about the sale.

Financial Underwriting

PERSONAL INSURANCE

To fast track your application:

- Submit completed formal application
- Include a proposal and cover letter
- Include the following in the cover letter:
 - Purpose
 - How was the amount derived
 - Funding source

| Purpose of Insurance | Underwriting Formula | Notes |
|----------------------|--|---|
| Income Replacement | Age Factor x Earned Income – 18-30: 30x 31-40: 25x 41-50: 20x 51-60: 15x 61-65: 10x 66-74: 5x 71+: 5x | For coverage for non-employed spouses, include details of insurance in force, on spouse and spouse's income |
| Estate Conservation | Usually based on Projected Net Worth x Estate Tax Rate (50–55%) and other estate planning practices Maximum Projections (Based on a growth rate of 6–8% — higher or lower growth rates subject to individual consideration) General Guidelines INDIVIDUAL: <ul style="list-style-type: none"> • Up to 75% of Life Expectancy to a maximum of 20 years SURVIVORSHIP: <ul style="list-style-type: none"> • Based on the younger or healthier life • Up to 75% of Life Expectancy to a maximum of 20 years | |

| Purpose of Insurance | Underwriting Formula | Notes |
|---------------------------------|---|---|
| Bequest to Charity | Present value of anticipated future contributions to charity | Provide contribution record to establish pattern of support and involvement in the charity. Also, include details of any volunteer work with the charity to demonstrate the strength of the relationship. |
| Charitable Remainder Trust | Value of donated assets | Confirmation of actual value of donated assets |
| Retroactive Estate Equalization | Maximum face amount will be value of asset at time of transfer indexed at growth rate of 5% | Proof of asset required |
| Loan: Personal | 100% of outstanding loan balance to creditor, remainder to life insured's estate | Include details of loan: amount, purpose, repayment schedule and interest rate charged |

Financial Underwriting

BUSINESS INSURANCE

To fast track your application:

- Submit completed formal application
- Include a proposal and cover letter
- Include the following in the cover letter:
 - Purpose of insurance
 - How was the amount derived
 - Funding source

| Purpose of Insurance | Underwriting Formula | Notes |
|---|---|---|
| Buy/Sell Partnership, Stock Redemption | Percentage of ownership times corporation's fair market value | Provide third-party verification via corporate financial statements and corporate letter outlining how value of corporation was determined. Also, indicate coverage in place or pending for all partners/owners. |
| Key Person | 5–10x income (depending on the circumstances) | Provide a cover letter outlining: key value to the company, how amount was determined, financial impact of loss, specific skills, and experience. |
| Loan: Business Collateral | No more than 70–100% of loan. Insurance only for a key individual | Include details of loan: amount, purpose, duration, other collateral, interest rate, and repayment period. |
| Deferred Compensation Executive Fringe Benefits | Amount required to fund the benefits for each executive | Provide corporate financial statements, eligibility rules for participation, and formula used to determine individual amount. |

ADDITIONAL NOTES:

- 1) Applications containing Return of Premium rider or other increasing features must satisfy John Hancock's Automatic Binding and Jumbo Limits based on ultimate death benefit amount. Underwriting requirements are based on the ultimate death benefit amount.
- 2) Any policy that has been sold, assigned or settled to or with a settlement or viatical company or any other person or entity MUST be disclosed on the John Hancock application. All in force and applied for policies must meet John Hancock's Jumbo Limits and be financially justified.

Glossary

Automatic Binding Limits: a guaranteed acceptance reinsurers give us based on John Hancock's underwriting decision on a case. The Automatic Binding Limits are comprised of pool shares that are participated in by a number of reinsurers plus John Hancock's share of the risk. Automatic Binding Limits must also be within Jumbo Limits and other reinsurance treaty parameters.

Business Beneficiary Report: required on all business insurance applications in excess of \$1,000,000. Contacts include persons familiar with the nature and financial status of the business. Ownership shares must be delineated as well.

Cognitive and Mobility Assessment: John Hancock's Medical Exam for persons over age 71 and older requires completion of the cognitive and mobility portions of the exam. These are comprised of a series of seven straightforward questions that give the underwriter knowledge of both the thinking and remembering abilities of the applicant, and the movement capability of the older age applicant. Both cognition and mobility have proven to be important indicators of early mortality in the elderly. A cognitive and mobility assessment completed outside the John Hancock Exam is a more comprehensive interview, completed by a Registered Nurse in the client's home.

Inspection Report: required as outlined in the Non-Medical Requirements on pages 8 and 9. This report may be completed by telephone but must include a number of additional sources known to the applicant for at least five years. John Hancock has developed its own telephone script for inspection reports; please ask for it when requesting an inspection report from the preferred vendors shown on page 4.

The report includes:

- Public records search for bankruptcy, liens and lawsuits
- Verification of Social Security Number
- Third-party verification of income and net worth by CPA, personal banker or attorney who is familiar with the financial status of the applicant

Jumbo Limits: specified in treaties between reinsurance and insurance carriers. The wording on Jumbo Limits in these treaties refers to the amount of coverage an applicant may have in force (or pending) with all other insurance carriers. Once the total amount of insurance in force and applied for exceeds the Jumbo Limit, that policy cannot be placed in the automatic reinsurance pool. John Hancock defines Jumbo Limits as the total amount of in force and pending formal applications with all companies including ultimate increasing amounts of John Hancock's policies. The Jumbo Limit also includes all amounts that are being replaced, both internally and externally.

Nation's CareLink: a vendor that specializes in cognitive and mobility assessments at older ages. (See definition for Cognitive and Mobility Assessment on page 21.) Please note that the assessment does not include a blood profile or physical exam. You can find contact information for Nation's CareLink Cognitive & Mobility Assessments on page 4.

Retention Limits: amount of risk a company is prepared to accept on an individual life basis and is independent of automatic reinsurance limits. The amount is normally determined by the company's Board of Directors and is influenced significantly by the financial strength of the company.

Telephone Interview: an independent interview by telephone of the life insurance applicant required by John Hancock from a vendor specified on page 4. Request that preferred vendors use the John Hancock script for telephone interviews. Questions relevant to the purchase of insurance such as occupation, health history and avocations will be asked.

- May include additional contact for verification of financial data. Name and contact number must be provided to the vendor. The third party verification limits are stated in the Non-Medical Requirements shown on pages 8 and 9.
- May require supplementary questions for older age clients as outlined by John Hancock telephone interview script.
- May require Business Beneficiary based on purpose of insurance. Usual industry practices are acceptable.

John Hancock's Underwriting Advantages Helping You Close Sales

Competitive Decisions at All Ages up to Age 90

We lead the way with progressive evaluations of coronary disease, diabetes, build, prostate cancer and multiple impairments.

Experience, Experience, Experience

We offer the expertise of a large and powerful underwriting organization comprising close to 100 underwriters with an average of over 20 years of experience.

Progressive Approach to Underwriting Impairments

Check out our Agent and Broker Companion (ABC) at www.jhsalesnet.com or ask your John Hancock representative for a copy. This guide — which includes medical impairments and non-medical risks — outlines John Hancock's approach to various impairments and the information we need to provide the best possible offer.

Proven Success in Offering Standard or Better at Ages 71+

- Most permanent products are available to age 90
- Age-specific Super Preferred criteria for ages 71–80
- Age-specific Preferred criteria for ages 71–90

Generous Temporary Insurance Coverage and Locked-In Insurability

John Hancock's Temporary Insurance Agreement provides 90 days' temporary coverage that is equal to the lesser of the amount applied for or \$1,000,000 individual and \$5,000,000 survivorship.* We disregard changes in insurability that occur while the TIA is in effect.**

Increase your sales with John Hancock's underwriting edge!

* The maximum amount is the lesser of the amount applied for or \$1,000,000 individual, \$5,000,000 survivorship.

** Only applies to the lesser of the amount applied for, or \$1,000,000 individual, \$5,000,000 survivorship.

**For more information, contact your
John Hancock underwriter.**

Please contact 1-800-827-4546 to obtain product and fund prospectuses (for New York, contact 1-877-391-3748, option 4). The prospectuses contains complete details on investment objectives, risks, fees, charges and expenses as well as other information about the investment company. Please read the prospectuses carefully containing this and other information on the product and the underlying portfolios and consider these factors carefully before investing.

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

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

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