

John Hancock

LIFE INSURANCE

CONSUMER GUIDE

PROTECTION

LONG-TERM CARE INSURANCE RIDER

An Accelerated Death Benefit Rider

Protection when you need it most

THE PURPOSE OF THIS COMMUNICATION IS THE SOLICITATION OF INSURANCE.
CONTACT WILL BE MADE BY AN INSURANCE PRODUCER OR INSURANCE COMPANY.

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.) (JOHN HANCOCK),
IM4125CGNonC 01/14 JOHN HANCOCK LIFE INSURANCE COMPANY OF NEW YORK (JOHN HANCOCK)

You recognize the value of purchasing life insurance to protect your family or your business after your death. But it's also important to protect your independence — and your assets — while you're alive. There may come a time when you need help doing the things that you have always done for yourself. Fortunately, there may be a simple way to address both needs with a single policy — by purchasing at an additional cost the Long-Term Care (LTC) Insurance rider with a John Hancock permanent life insurance policy.

Help protect your retirement. And your family's well-being.

Help secure your financial future.

If you're like most people, providing for your family's financial security — and your own — is a top priority. An unexpected long-term care situation can suddenly threaten that financial security and force you to re-allocate assets or savings that you had earmarked for other purposes.

Facts You Should Know

- At least 70% of people over age 65 will require long-term care services at some point in their lives.¹
- The national average cost of a year of nursing home care is nearly \$94,200 today and round-the-clock homecare can be more than that.²

1. American Association for Long-Term Care Insurance, 2011 LTCi Sourcebook.

2. Source: Based on the John Hancock 2013 Cost of Care Survey conducted by LifePlans, Inc.

INSURANCE PRODUCTS:

| | | |
|------------------|--|----------------|
| Not FDIC Insured | Not Bank Guaranteed | May Lose Value |
| Not a Deposit | Not Insured by Any Federal Government Agency | |

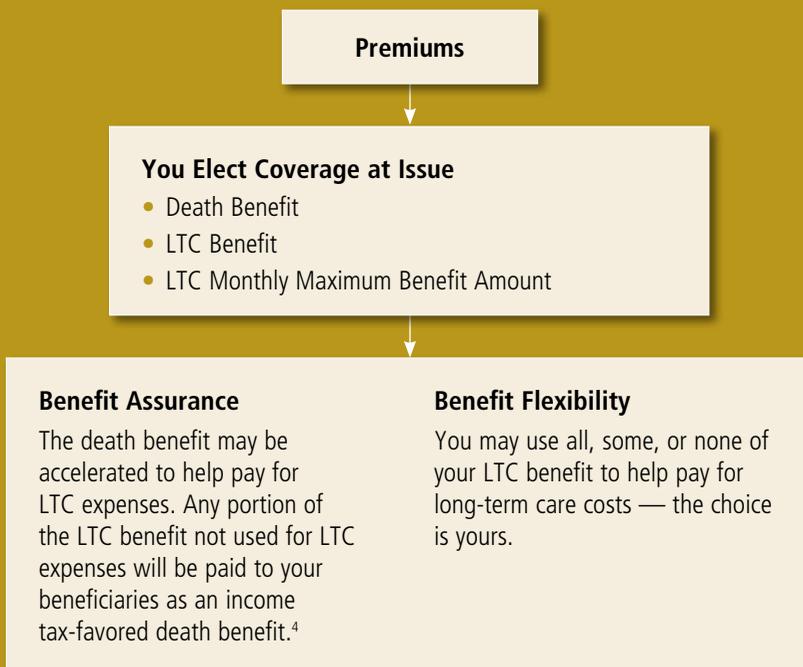
Preserve your assets and quality of life

It's wise to plan for long-term care when you're still active and healthy, because the fact is that this care is often very expensive and is not covered under private medical insurance.

By adding the Long-Term Care Insurance rider³ to a permanent John Hancock life insurance policy, you may have income tax-favored coverage if you need it later. Your LTC Insurance rider can help pay for assistance with basic activities of daily living such as: bathing, dressing, eating, continence, and transferring — or if you ever need substantial supervision because of cognitive impairment.

Combined Protection

The combination of a permanent John Hancock life insurance policy with the Long-Term Care Insurance rider may be a cost-efficient and convenient way to help you plan for your future.



3. The Long-Term Care (LTC) Insurance rider is an accelerated death benefit rider and may not be considered long-term care insurance in some states. The Maximum Monthly Benefit Amount is \$50,000. When the death benefit is accelerated for long-term care expenses, the death benefit is reduced dollar for dollar, and the cash value is reduced proportionally. The policy account value is also reduced proportionally. There are additional costs associated with this rider.

This rider has exclusions and limitations, reductions of benefits, and terms under which the rider may be continued in force or discontinued. Please contact the licensed insurance producer or John Hancock for more information, cost, and complete details on coverage. John Hancock's Long-Term Care Insurance rider is not a Partnership Qualified product. For more information on Partnership Qualified products, please contact your state department of insurance. 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; and is not a Medicare supplement policy.

4. Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. Please consult your tax adviser for guidelines specific to your situation.

The care you need

You may have access to some of the best long-term care benefits available with John Hancock's Long-Term Care Insurance rider.

Customized coverage: You begin by selecting the Long-Term Care benefit pool amount (Accelerated Benefit Amount), ranging from a minimum of 1% to a maximum of 100% of the initial face amount. At the same time, you also choose the Long-Term Care Insurance rider's Maximum Monthly Benefit Amount. This is the amount that would potentially be available each month to cover long-term care costs if that need ever arose. The Maximum Monthly Benefit Amount is expressed as a percentage of your policy's Accelerated Benefit Amount; the options are 1%, 2%, and 4%. The amount chosen will then be available monthly, to help pay the cost of long-term care for as long as you need it, up to the point that the policy's Accelerated Benefit Balance has been completely exhausted. The Long-Term Care Insurance rider offers you the ability to choose where you receive your care.

Choice of setting: You'll be covered for skilled, intermediate, and custodial care in the setting of your choice: at home, in an assisted living facility, nursing home, adult day care center, or a hospice facility.

Bed hold benefit: If you should require hospital care while you are in a nursing home or assisted living facility, the Long-Term Care Insurance rider can pay to reserve a bed in that facility for up to 21 days per policy year.⁵

One-time elimination period: The Long-Term Care Insurance rider comes with a 100-day elimination period,⁶ which needs to be satisfied only once. It starts on the first day you receive long-term care services. Each day of long-term care service counts toward the elimination period, regardless of any break in the service you've received. After the elimination period ends, your benefits begin.

Extension of benefits: Should your policy lapse while you're receiving care in a nursing home,⁷ you're still protected. The Long-Term Care Insurance rider continues to pay claims until you are discharged or until the entire death benefit has been accelerated for long-term care expenses.

Once the extension of benefits feature is initiated, the death benefit will no longer be payable.

Long-term care services: You and your immediate family will have access to *Seniorlink*,⁸ a service that provides professional and personalized advice on topics such as home care, assisted living, home maintenance and repair services, and legal services. *Seniorlink* offers you the resources and guidance to make smart decisions, helping to ease the whole experience for you and your family.

5. Maximum bed hold payment not to exceed the selected monthly benefit. The number of days may vary by state.

6. The elimination period varies by state. Eligibility requirements must be met.

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

8. *Seniorlink* is not affiliated with John Hancock Life Insurance Company (U.S.A.) and its subsidiaries. *Seniorlink* is the current referral-service provider for John Hancock Life Insurance Company (U.S.A.). This program may be changed or discontinued at any time.

Strength. Stability. John Hancock.

John Hancock's strong ratings, as judged by the major rating agencies, are a comprehensive measure of the company's financial strength and stability. This is important because these financial ratings reflect the life insurance company's ability to pay claims in the future. With over 150 years of experience, 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.

Contact your financial advisor for more information and a personalized product illustration.

The LTC Insurance rider is not considered long-term care insurance in some states. This Long-Term Care Guide must accompany a base policy consumer guide.

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

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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Rider form: 14LTCR