



Important details about transitioning to the 2017 CSO Table

John Hancock USA Business

Beginning January 1, 2020, John Hancock — like all U.S. life insurers — must issue any new life insurance policy on the 2017 Commissioners Standard Ordinary (CSO) Table. Policies that are not 2017 CSO compliant will need to be issued and the initial premium must be processed and applied by December 31, 2019. For additional information, refer to the details below.

What is the deadline for issuing products based on the 2001 CSO Table?	<p>John Hancock's Life New Business and Underwriting teams have established the following deadlines to ensure the impacted products can be issued and the initial premium processed and applied by year end:</p> <ul style="list-style-type: none">• December 06, 2019: All requirements, including a signed application and signed illustration, must be received by New Business• December 20, 2019: At least the Minimum Initial Premium to place the policy in force must be received by John Hancock• December 31, 2019: Deadline for policies to be issued and delivered based on 2001 CSO Table <p>Due to state regulations, there can be no exceptions to the December 31, 2019 deadline.</p>
Are any John Hancock products already 2017 CSO compliant?	<p>Yes, the following John Hancock products are already 2017 CSO compliant, and will continue to be available for sale after January 1, 2020:</p> <ul style="list-style-type: none">• Protection UL 18• Protection VUL 17• Protection IUL 18
What products will be replaced by 2017 CSO-compliant versions before the December 31, 2019 deadline?	<p>The following John Hancock products currently utilize the 2001 CSO Table and will be replaced with 2017 CSO-compliant versions later this year (subject to state approval). As the following products are not 2017 CSO compliant, they must be issued and the initial premium must be processed and applied by December 31, 2019 (see question 1 for important dates).</p> <ul style="list-style-type: none">• Accumulation IUL 18• Accumulation VUL 14• Protection Survivorship IUL 16• Protection Survivorship UL 13• Protection Term 19• Vitality Term 19• One-Year Term

<p>Will John Hancock withdraw any products?</p>	<p>Yes. The following products will be withdrawn, without a successor product available. As outlined in question 1, policies will need to be issued and the initial premium must be processed and applied by December 31, 2019 for customers wishing to purchase one of these products:</p> <ul style="list-style-type: none"> • Survivorship UL-G • UL-G • Survivorship VUL (we expect to offer a 2017 CSO compliant version in first half of 2020)
<p>Do 2001 CSO policies need to be issued and placed by December 31, 2019?</p>	<p>Yes. Please refer to question 1 for important dates.</p>
<p>Will John Hancock accept delivery requirements after December 31, 2019 for 2001 CSO policies?</p>	<p>Provided that the policy is delivered, and the initial premium required to put the policy in force is received at John Hancock by December 20, 2019, John Hancock will accept other delivery requirements after December 31, 2019.</p>
<p>What happens if an application for a product based on the 2001 CSO Table is not issued by the cut-off date of December 31, 2019?</p>	<p>If the deadline is not met, the offer will be rescinded and a new illustration for a 2017 CSO product will be required. Additional underwriting requirements may also be required.</p>
<p>In the case of a single premium and/or 1035 Exchange, what if the funds from the old policy are not received by December 20, 2019?</p>	<p>A policy must be issued and the initial premium must be processed and applied in order to qualify for the 2001 CSO Table rates (see question 1 for important dates). Therefore, we will require an out-of-pocket full Minimum Initial Premium to issue and apply the initial premium by December 31, 2019.</p>
<p>How will John Hancock handle trust-owned policies?</p>	<p>For products based on the 2001 CSO Table, the Trust must be established by December 31, 2019.</p>
<p>Can a client make any changes to a 2001 CSO product after December 31, 2019?</p>	<p>Certain inforce policy changes will no longer be allowed on 2001 CSO contracts after December 31, 2019. More details about these restrictions and corresponding deadlines to submit changes will be communicated separately.</p>
<p>Who can I contact if I have questions?</p>	<p>Contact us at 1-800-505-9427 Inforce Service: Option 1 Sales Support: Option 3 New Business: Option 4</p>

Please note that the information contained in this flyer is only applicable to John Hancock USA business.

This material is for Institutional/Broker-Dealer use only. Not for distribution or use with the public.

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

Variable life insurance is sold by product and fund prospectus, which should be read carefully. They contain information on the investment objectives, risks, charges and expenses of the variable product and its underlying investment options. These factors should be considered carefully before investing.

Insurance products issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 and securities offered through **John Hancock Distributors LLC** through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

MLI081919115