John Hancock
LIFE INSURANCE

Client Profile
The Power of Permanent Insurance

TERM INSURANCE

Your clients may need life insurance protection to replace income for family, repay debt, or plan for a business succession or estate plan in the event of premature death. Although term insurance provides low cost death benefit protection when purchased at a young age, term protection becomes increasingly expensive with age. And unlike permanent insurance, term coverage does not provide cash value accumulation that can be tapped to supplement retirement income or to fund an emergency need during lifetime. Term insurance can provide only temporary protection with limited opportunity for the continuation of coverage when your client needs it most.[1]

PERMANENT INSURANCE

Permanent insurance can be designed to provide your client with death benefit protection for lifetime and cash value accumulation potential based on specific needs. The cash values of a permanent policy also grow tax-deferred and may be available to supplement income or to fund an emergency need on a tax-favored basis.[2] And, unlike term insurance, certain permanent insurance policies may provide death benefit guarantees to age 100. In some cases, the death benefit of a permanent policy can even be accelerated during lifetime on a tax-free basis to cover your client's qualified long term care expenses.

The John Hancock term products may include a provision to accelerate the death benefit[3] in the event the insured becomes permanently and totally disabled and is expected to survive for one year or less. Although an attractive provision, it does not allow for the acceleration of the death benefit to cover long term care costs anytime during lifetime.

THE LIFECARE BENEFIT RIDER[4]

The LifeCare Benefit rider, when available and included in a John Hancock permanent life insurance policy, accelerates the death benefit in monthly installments to cover qualified long term care expenses during the lifetime of the insured.

FEATURES OF TERM AND PERMANENT INSURANCE					
	Death Benefit Protection	Cash Value Accumulation	Acceleration of Death Benefit during lifetime to cover long term care expenses	Potential Death Benefit Guarantee to age 100	Flexibility based on changing needs
Term	Yes	No	No	No	No
Permanent	Yes	Yes	Yes	Yes*	Yes

* Guaranteed products and features are based on the policy's premium requirements and the claims-paying ability of the insurer.

BENEFITS OF OWNING PERMANENT INSURANCE	CONSIDERATIONS
• Provides death benefit protection during lifetime. • Death proceeds are income tax free. • Policy cash values grow tax-deferred. • Policy distributions are tax-favored.[5] • Tax-free acceleration of the death benefit to cover long term care costs during lifetime is possible when the LifeCare Benefit rider is included in the policy for a monthly charge. • The death benefit may be guaranteed. • A variable universal life insurance policy may provide equity market opportunities. • Policy provides flexibility based on your client's changing needs and priorities.	• Loans and withdrawals taken from the policy will decrease the policy's death benefit and cash values. • The death benefit is reduced dollar for dollar and the policy's cash values and account value are reduced proportionately with each LifeCare Benefit payment. • Depending on the performance of the underlying investment accounts of a variable life insurance policy, the cash values available for loans and withdrawals may be worth more or less than the original investment amount. Additional premiums may be required to sustain the policy. • The cost of term insurance at younger ages can be significantly less than permanent coverage.

For more information, call your John Hancock representative or the Advanced Markets Group at 888-266-7498, option 3.

Please contact 1-888-266-7498, option 2 to obtain a product and a fund prospectus, or if you are interested in obtaining a selling agreement with John Hancock Distributors LLC. The prospectuses contain complete details on investment objectives, risks, fees, charges and expenses as well as other information about the investment company. Please advise your clients to read the prospectuses carefully and to consider the details outlined in the prospectuses before investing. Product and/or product features may not be available in all states.

This material does not constitute tax, legal, accounting or other advice and neither John Hancock nor any of its agents, employees, or registered representatives is in the business of offering such advice. It cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. This material was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based upon his or her particular circumstances from independent professional advisors.

1 A conversion privilege may be available on some Term insurance policies in which the insured may convert the policy to a permanent policy within a period of time and without evidence of insurability. This privilege can be valuable if the insured's health has deteriorated and permanent insurance coverage is needed.

2 Loans and withdrawals will reduce the death benefit, cash surrender value, and may cause the policy to lapse. Lapse or 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 withdrawal is taken prior to age 59½.

3 Benefits may be taxable under current tax laws. Policy must be owned by the insured for the term policy's accelerated death benefit provision to apply. 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, reduced by one year's interest at current rates, to a maximum of $1 million.

4 When the policy death benefit is accelerated for long term care expenses, the death benefit is reduced dollar for dollar, and the cash value is reduced proportionately. The policy account value is also reduced proportionately. There may be additional costs associated with this rider and it may not be available in all states.

5 Distributions from cash values may be taken on a tax-free basis as long as cumulative withdrawals do not exceed cost basis and policy loans are taken thereafter.

John Hancock®

For broker/dealer use only. Not to be used with the public.

Insurance products are 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 selling agreements with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02116.

IM1390 06/06 MLI0606066744