



2014 Dividend Change Announcement

John Hancock's Traditional Single Life & Survivorship Policies

December 13, 2013

Effective **January 1, 2014**, John Hancock Life Insurance Company (U.S.A.) (John Hancock USA) will be implementing Mortality Dividend Rate adjustments on all participating Traditional Single Life and Survivorship policies originally issued by John Hancock Life Insurance Company (JHLICO) and John Hancock Variable Life Insurance Company (JHVLICO). The Mortality Dividend scale was updated to reflect current mortality experience. The Mortality Dividend Rate has increased for many policies, while it has decreased for some others. The actual amount of the change will vary by policy type and policy issue date. In developing these dividend recommendations, investment, mortality and lapse experience factors were reviewed.

Please Note:

- There will be no change to the dividend interest crediting rate on the open block (policies issued on or after February 1, 2000) and on the closed block (policies issued prior to February 1, 2000).
- There will be no change to the Dividend Accumulation Rate on both blocks of business

Policies include: Mod Plus, Level Plus, LP100, Level Premium Estate Protection and Modified Premium Estate Protection policies.

The dividend interest crediting rate for participating Whole Life and Survivorship policies originally issued by John Hancock Life Insurance Company (U.S.A.), formerly The Manufacturers Life Insurance Company (U.S.A.), which includes all Manulife legacy policies, is not changing at this time.

Notifications to Clients

John Hancock will notify your clients of the Mortality Dividend Rate change in their anniversary statements.

Inforce Illustrations

For illustrations on inforce policies or a request that requires multiple illustrations, please contact our Inforce Illustration unit at:

PHONE: 1-800-387-2747 **FAX:** 1-617-572-1571 **E-MAIL:** USILLUST@jhancock.com

For agent use only. Not to be used with the public.

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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