An innovative new approach to long-term care insurance
You may feel like retirement is still many years away, especially if you have more immediate obligations, like a home mortgage or a child’s college tuition. But if you want to take the first step toward a more secure future, it’s not too soon to consider the purchase of long-term care (LTC) insurance.
Introducing Benefit Builder*

John Hancock recognizes that your competing financial priorities may make it seem like LTC insurance is out of your reach. That’s why we’ve introduced a new feature, designed with buyers like you in mind, that keeps premiums affordable, while helping you grow your coverage levels gradually over time.

The Benefit Builder feature is an alternative to traditional automatic inflation options, which can add significant cost to an LTC insurance policy. It allows you to purchase the comprehensive coverage you need, while keeping premiums lower than you might expect. It is particularly advantageous for younger buyers who do not anticipate needing care for many years.

*Patent pending
How it works

Benefit Builder can help you grow your coverage in two ways.

**Automatic crediting¹**

Benefit Builder offers a crediting feature unique to LTC insurance that annually increases your existing benefits when the subset of the general account portfolio funding your policy has investment earnings greater than 3%.² *There will be no corresponding increase to your premiums as these benefits are added.*³

If the portfolio does not have investment earnings greater than 3%, your existing benefit levels remain the same.⁴

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1. Automatic crediting may not keep up with inflation.
2. An excess earnings credit is determined based on our calculation of the portfolio rate of return in effect as of the policy anniversary, minus 3%, multiplied by the portion of assets attributed to your policy in the portfolio. Our calculation of the portfolio rate of return will be made according to the process that we have filed with the applicable insurance regulator. The excess earnings credit is divided by the single premium rate then in effect to determine the amount of the benefit increase. Portfolio returns are not guaranteed and will vary from year to year. The portion of the assets attributed to your policy in the portfolio will grow over time; therefore, there will be little or no benefit increases in the early years of the policy.
3. Premiums are not guaranteed to remain unchanged. Please refer to the explanation on the last panel of the brochure for more details.
4. Any future excess earnings credits will be offset to make up for any prior excess earnings credits that are less than zero.
Buy-up option

The buy-up option provides you with additional flexibility by allowing you to increase existing policy benefits. Every three years through age 75, you will be offered the opportunity to increase your benefits by 10%, without having to answer any questions about your health or undergo a medical exam, subject to the restrictions described below. Your premiums will increase if you purchase an option and will be based on your age on the option date.5

✔ Those individuals who are issue age 64 and under can decline one offer and continue to receive future offers.

✔ Those individuals who are issue age 65 and older must accept all offers or future offers will cease.

However, for both age scenarios, an insured can request to resume future offers (through age 75) by providing evidence of insurability.

5. Premium increases are based on age, the rates in effect on the option date, and the policyholder’s original risk category (Preferred, Select, or Substandard). Buy-up offers will not be available if you were a Chronically Ill individual at any time during the two-year period prior to the option date; if you have ever received benefits under the policy; or if the option date occurs on or after your 76th birthday.
Why Benefit Builder?

Benefit Builder is a first-of-its-kind feature that helps younger buyers like you purchase the important LTC insurance protection that you might not otherwise be able to afford.

Your LTC insurance policy can help protect your savings and assets from the high cost of care by paying benefits for care received in a wide range of settings, including your own home.

It gives you access to the Advantage Provider Program, which includes provider quality reports and discounts, and Caregiver Support Services, which can assist you if you’re called on to provide care for a loved one.

Selecting Benefit Builder keeps premiums low, while providing you with the ability to grow your benefits gradually over time without a corresponding increase in your premiums through the automatic crediting feature.

6. Discounts are not provided by John Hancock. Discounts and/or the program may be discontinued at any time.

7. Caregiver Support Services is available after your policy has been in effect for 30 days, through a partnership between John Hancock and an independent third-party organization. Discounts are not provided by John Hancock. Discounts and/or the program may be discontinued at any time.

8. Premiums are not guaranteed to remain unchanged. Please refer to the explanation on the last panel of the brochure for more details.
PREMIUMS ARE NOT GUARANTEED TO REMAIN UNCHANGED. As long as you pay the required premium, you have the right to continue the policy for as long as you live or until the policy limit is reached. We cannot cancel the policy unless you do not make the required premium payments on a timely basis. We cannot change the provisions of this policy without your consent. However, we do reserve the right to increase your premium as of any premium due date in the future. Any changes in premium rates must apply to all similar policies issued in your state to policyholders in the same class on this policy form. This means we cannot single you out for an increase because of your advancing age, declining health, claim status, or for any other reason related solely to you. The policy offers a 65-day grace period for the late payment of premiums. The single premium rate applied to the new excess earnings credits under the Benefit Builder feature will also be revised to reflect updated assumptions. As a result, any future excess earnings credits will purchase a lower amount of benefit increases.

This policy is subject to underwriting. A medical exam may be required to determine eligibility. This policy is intended to be federally tax-qualified.

LIMITATIONS

- All benefits are paid in the form of reimbursement unless otherwise specified.
- Benefits will not be paid for charges during the Elimination Period, except for Care Advisory Services, Hospice Care, and the Additional Stay at Home Benefit.
- Benefits will not be paid in excess of the Policy Limit, except for Care Advisory Services and the Additional Stay at Home Benefit.
- We will only pay benefits for services specified in the Plan of Care. We will determine services under the Plan of Care for which benefits are payable, and the amount of such benefits, which shall not exceed charges normally made for similar care, services, or other items in the locality where they are received.

EXCEPTIONS

This policy does not cover care, treatment, or charges:

- for intentionally self-inflicted injury
- required as a result of alcoholism, alcohol abuse, or drug addiction (unless the drug addiction was a result of the administration of drugs as part of treatment by a physician)
- due to war (declared or undeclared) or any act of war, or service in any of the armed forces or auxiliary units
- due to participation in a felony, riot, or insurrection
- normally not made in the absence of insurance
- provided by a member of your immediate family, unless:
  - the family member is one of the following professionals: a duly licensed registered nurse, licensed vocational nurse, licensed practical nurse, physical therapist, occupational therapist, speech therapist, respiratory therapist, licensed social worker, or registered dietitian; and
  - the family member is a regular employee of a nursing home, assisted living facility, adult day care center, or home health care agency which is providing the services; and
  - the organization receives the payment for the services; and
  - the family member receives no compensation other than the normal compensation for employees in his or her job category
- provided outside the 50 United States and the District of Columbia, except as described in the International Coverage section of the policy
An innovative new approach to long-term care insurance

With a proud history of more than 150 years, and financial strength ratings among the highest in the insurance industry,* John Hancock is dedicated to providing dependable solutions that help you protect your financial security, your independence, and your family’s well-being.

*To view our most current financial ratings, please go to www.johnhancockLTC.com. Financial strength ratings measure the Company’s ability to honor its financial commitments and are subject to change. The ratings are not an assessment or recommendation of specific policy provisions, premium rates or practices of the insurance company.

The long-term care insurance policy describes coverages under the policy, exclusions and limitations, what you must do to keep your policy in-force, and what would cause your policy to be discontinued. Contact your Licensed Agent or John Hancock for more information, costs, and complete details on coverage.

This is an insurance solicitation. An insurance agent may contact you.

Long-term care insurance is underwritten by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02117.

Long-Term Care Policy Form: ICC10-LTC-11