



LIFE INSURANCE

Routine Underwriting Requirements

July 2012

MEDICAL REQUIREMENTS (Based on the proposed insured's age as of nearest birthday)

Face Amount	Age									
	0-15	16-40	41-50	51-55	56-65	66-70	71-74 ³	75-79 ³	80-90 ^{3, 4}	
									Initial Review	To Finalize
up to \$500,000	Health Questionnaire	Para, ² BCP, Micro	Para, ² BCP, Micro	Para, BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, MAS, Micro, EKG	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG
\$500,001 – \$1,000,000	Health Questionnaire	Para, BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, MAS, Micro, EKG	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG
\$1,000,001 – \$3,000,000	Exam, ¹ BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, MAS, Micro, EKG	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG
\$3,000,001 – \$5,000,000	Exam, ¹ BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, MAS, Micro, EKG	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG
\$5,000,001 – \$10,000,000	Exam, ¹ BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG (NS), TST (Smoker)	Para, BCP, Micro, EKG (NS), TST (Smoker)	Para, BCP, MAS, Micro, EKG (NS), TST (Smoker)	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG
\$10,000,001 + Up	Exam, ¹ BCP, Micro	Para, BCP, Micro	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG	Para, BCP, Micro, EKG (NS), TST (Smoker)	Para, BCP, Micro, EKG (NS), TST (Smoker)	Para, BCP, MAS, Micro, EKG (NS), TST (Smoker)	Para, BCP, MAS, Micro, EKG	APS	Para, BCP, MAS, Micro, EKG

Legend BCP Blood Chemistry Profile EKG Electrocardiogram Exam MD Examination MAS Mature Age Supplement Micro Urinalysis Para Paramedical TST Treadmill Stress Test NS Non-Smoker

1. Discuss requirements on juveniles with your underwriter.
2. Health Questionnaire and Physical Measurements may be substituted for a Paramedical.
3. For clients ages 71 and older, we also require a completed John Hancock Mature Age Supplement; if another company's paramedical form is submitted, we will require an equivalent mature age evaluation. The John Hancock underwriter will determine if any additional requirements are needed.
4. Whether formal or informal business, do not order paramedical, blood or EKG until Underwriting has assessed APS and advised of initial offer.

Note: All APSs must be provided in English. John Hancock does not cover translation fees and the translator should be at arm's length to the sale. For other important information about ordering your requirements, please see page 2.

NON-MEDICAL REQUIREMENTS Based on the proposed insured's age as of nearest birthday and the total face amount of product applied for, both individual and survivorship policies

FINANCIAL SUPPLEMENT*			
Personal (Form NB5125)		Business (Form NB5124)	
Age	Face Amount	Age	Face Amount
Up to 65	\$7,500,001 and up	All Ages	\$1,000,000 and up
66-79	\$5,000,000 and up		
80-90	\$1,000,000 and up		

TELEPHONE INTERVIEW		MOTOR VEHICLE REPORT (MVR)	
Age	Face Amount	Age	Face Amount
18-70	\$10,000,001 and up	16 and Up	Required at all amounts for licensed proposed insureds
71-79	\$5,000,000 and up		
80-90	\$1,000,000 and up		

* Supporting documentation of assets may be required

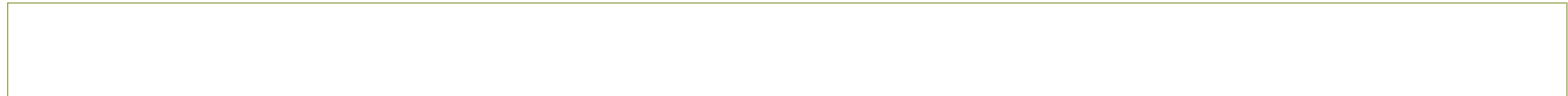
IMPORTANT NOTES ABOUT ORDERING YOUR REQUIREMENTS

- We will accept another company's paramedical form. However, a John Hancock Health Questionnaire must also be included if another company's paramedical form is submitted.
- Please note the following when applying for Survivorship:
 - If a Survivorship policy is applied for: **routine medical underwriting requirements** for each proposed insured are based on half the amount applied for; **non-medical requirements** are based on the full face amount.
 - If an Individual and Survivorship policy are applied for: **routine medical underwriting requirements** are based on the amount applied for under the Individual policy plus half the amount applied for under the Survivorship policy; **non-medical requirements** are based on the full face amount, both Individual and Survivorship policies.
- Requirements are based on the amount applied for and placed with John Hancock within the last 12 months.
- If one life is uninsurable, all requirements for the insurable life are based on the full amount applied for under the Survivorship case, and only a Health Questionnaire is required on the uninsurable life.
- The underwriter may request or order additional requirements: e.g., database searches, PFTs, echocardiograms, treadmills, heart charts or cognitive assessments due to the proposed insured's medical history, circumstances of a case, or facultative reinsurance.
- Requirements do not apply to COLI.

TIME LIMITATIONS FOR UNDERWRITING EVIDENCE REQUIREMENTS

Time (In Months)							
Age	Application	Paramedical	Blood Chemistry Profile (BCP)	Urinalysis (Micro)	Electro-cardiogram (EKG)	Treadmill Stress Test (TST) (Smoker)	Motor Vehicle Report (MVR)
0-70	6	12 ¹	12	12	12	24 ³	12
71-79	6	6 ¹	12	12	12	24 ³	12
80-90	6	6 ²	6	6	6	N/A	6

1. For ages 0-79, any Paramedical must be updated at 90 days by a Health Questionnaire; if the Paramedical is 90 days or older at submission, the Health Questionnaire must be submitted with the application.
 2. For ages 80-90, any Paramedical must be updated at 60 days by a Health Questionnaire; if the Paramedical is 60 days or older at submission, the Health Questionnaire must be submitted with the application.
 3. Treadmill (when applicable) will be extended up to 24 months with a resting EKG done within the past 12 months.



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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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