



LIFE INSURANCE

Success Strategy Invest in Your Life



THE ADVANTAGES OF OWNING LIFE INSURANCE

You may already own life insurance or be familiar with some of its uses. But do you know *all* of the ways that life insurance can benefit you and your family?

LIFE INSURANCE PROVIDES NEEDED CASH AT YOUR DEATH

Life insurance is an excellent way to make sure your family has the money to meet its needs should anything happen to you. The liquidity provided by a life insurance death benefit can:

- Pay off your mortgage or other debt;
- Replace your salary;
- Pay estate, capital gains, and income taxes; and
- Equalize the inheritance you leave to your heirs.

LIFE INSURANCE OFFERS A COMPETITIVE "RATE OF RETURN" ON THE PREMIUMS YOU PAY

You may believe that you do not need life insurance because you are in good health and your family could receive more if you invested the money elsewhere. However, have you taken a look at the rate of return (ROR) life insurance offers?¹ It can be very competitive.

Take a look at the following example which illustrates the net rate of return that a \$434,052 death benefit can provide on an annual premium of \$13,000. The annual premium of \$13,000 coincides with the annual exclusion gift amount of \$13,000 per person in 2009. The annual exclusion gift is a present interest gift that each person can give to an unlimited number of people each year without any gift tax.

YEAR	ANNUAL PREMIUM	CUMULATIVE PREMIUMS PAID	GUARANTEED DEATH BENEFIT	NET RATE OF RETURN ON DEATH BENEFIT
1	\$13,000	\$13,000	\$434,052	3238.86%
5	\$13,000	\$65,000	\$434,052	71.76%
10	\$13,000	\$130,000	\$434,052	21.20%
15	\$13,000	\$195,000	\$434,052	9.48%
16*	\$13,000	\$208,000	\$434,052	8.21%
20	\$13,000	\$260,000	\$434,052	4.66%

This is a supplemental illustration authorized for distribution only when preceded or accompanied by a basic illustration from the issuer. Benefits and values may not be guaranteed; the assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable. Refer to the basic illustration for guaranteed elements and other important information. Based on Female, Age 75, Preferred Non Smoker, Michigan resident with \$13,000 premium paid for 25 years on Protection UL-G 09 policy.

* Life Expectancy. Life Expectancy is based on 2008 Valuation Basic Table.

LIFE INSURANCE IS A TAX EFFICIENT VEHICLE

There are many tax advantages associated with owning a life insurance policy.

First, life insurance death proceeds are received by your family free of income taxes.² This means that your family may receive more money and a better return on the premium than if you had invested those dollars in a taxable asset.

YEAR	ANNUAL PREMIUM	CUMULATIVE PREMIUMS PAID	GUARANTEED DEATH BENEFIT	NET RATE OF RETURN (ROR) ON DEATH BENEFIT	EQUIVALENT PRE-TAX ROR ON DEATH BENEFIT
1	\$13,000	\$13,000	\$434,052	3238.86%	4982.86%
5	\$13,000	\$65,000	\$434,052	71.76%	110.40%
10	\$13,000	\$130,000	\$434,052	21.20%	32.62%
15	\$13,000	\$195,000	\$434,052	9.48%	14.59%
16*	\$13,000	\$208,000	\$434,052	8.21%	12.63%
20	\$13,000	\$260,000	\$434,052	4.66%	7.17%

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* Life Expectancy. Life Expectancy is based on 2008 Valuation Basic Table.

Second, life insurance policy cash values grow tax-deferred and can be accessed in a tax favored manner. You will not be taxed on the growth in your policy's cash value unless you surrender the policy. Furthermore, policy loans and withdrawals up to your total premium payments are received income-tax free.³

The table above shows the Net Rate of Return on the death benefit for a life insurance policy, as well as the Equivalent Pre-Tax Rate of Return (ROR) for a life insurance policy death benefit.

LIFE INSURANCE CAN PROVIDE FOR "SELF-COMPLETION" OF YOUR FINANCIAL PLANS IN THE EVENT OF YOUR EARLY DEATH

You invest wisely and put away money to protect your family in the future. However, even the best investments need time for ongoing contributions and earnings growth. If something were to happen to you along the way, your original plans may not come to fruition. The life insurance policy death benefit can facilitate "self-completion" for your financial plans by providing the cash to compensate for the loss of planned contributions and earnings.

1. The internal rate of return (IRR) on death benefit is equivalent to an interest rate at which an amount equal to the illustrated premiums could have been invested outside the policy to arrive at the net death benefit of the policy.
2. Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income tax purposes. There are a few exceptions such as when a life insurance policy has been transferred for valuable consideration. No legal, tax or accounting advice can be given by John Hancock, its agents, employees or registered representatives. Prospective purchasers should consult their professional tax advisor for details.
3. 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. Cash value available for loans and withdrawals may be more or less than premiums paid.

These guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer. Insurance policies and/or associated riders and features may not be available in all states.

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