



Compete and Win!

# COMPETITION CORNER

## John Hancock Finishes Ahead of Nationwide

### John Hancock's LifeCare vs. Nationwide's YourLife Single Premium UL

John Hancock's LifeCare, a single premium whole life insurance policy with long-term care benefits, is a very compelling alternative to Nationwide's YourLife Single Premium UL.

- **LifeCare offers a larger fully guaranteed pool of money** available to pay for long-term care when compared to Nationwide. In most scenarios, John Hancock's LifeCare more than doubles the amount offered by Nationwide.
- **LifeCare offers a Continuation of the Acceleration rider** on LTC benefit periods chosen between 4–7 years. Nationwide does not offer LTC periods longer than 50 months.
- LifeCare utilizes a reimbursement model for a more efficient payment plan to care providers in order to preserve the benefit pool. Nationwide utilizes an indemnity model which can deplete funds sooner and requires the insured or the insured's family to become the "claims administrator."
- **John Hancock is an experienced leader** in both the life insurance and long-term care insurance markets. Nationwide does not offer an individual long-term care policy.
- **John Hancock has stronger financial strength ratings\*** than Nationwide.

Company	A.M. Best	Fitch Ratings	Standard & Poor's	Moody's
John Hancock	A+ (2)	AA (3)	AA+ (2)	Aa3 (4)
Nationwide	A+ (2)	N/R	A+ (5)	A1 (5)

Financial strength ratings, which are current as of January 15, 2010, and are subject to change, apply to John Hancock Life Insurance Company (U.S.A.) and John Hancock Life Insurance Company of New York as a measure each company's financial ability to honor the death benefit, life annuitization and long-term care benefit guarantees. The ratings are not an assessment or recommendation of specific products, policy provisions, premium rates or practices of the insurance company.

Hypothetical Example: Female, 65, Best Risk Class, \$100,000 Single Premium			
Company	Lifetime Guaranteed Death Benefit	Maximum Monthly Benefit Amount (MMBA)	Total Long-Term Care Benefit
John Hancock's LifeCare (3 Year LTC benefit period)	\$214,406	\$5,956	\$214,406
Nationwide's YourLife Single Premium UL	\$203,913	\$4,078	\$203,913
Difference	5% ↑	46% ↑	5% ↑

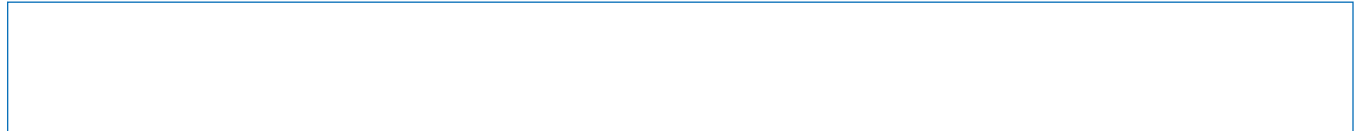
Competitor information is current and accurate to the best of our knowledge as of January 2010.

Hypothetical Example: Male, 60, Non Smoker Risk Class, \$100, 000 Single Premium

Company	Lifetime Guaranteed Death Benefit	Maximum Monthly Benefit Amount (MMBA)	Total Long-Term Care Benefit
John Hancock's LifeCare (6 Year LTC benefit period)	\$173,901	\$7,246	\$521,703
Nationwide's YourLife Single Premium UL	N/A	N/A	N/A

Competitor information is current and accurate to the best of our knowledge as of January 2010.

For more information on John Hancock's life products, contact the Competitive Services Group at 617-572-6672 or [JHCompetition@jhancock.com](mailto:JHCompetition@jhancock.com).



\* Financial Strength Ratings (Chart reflects the A Category ratings only.)

Ranking out of total ratings for agency	A.M. Best's ratings: Reflect a company's ability to meet ongoing obligations. (15 Ratings)		Fitch Ratings: Reflect a company's capacity to meet policyholder and contract obligations. (21 Ratings)		Standard & Poor's ratings: Reflect a company's financial security characteristics. (21 Ratings)		Moody's Ratings: Reflect a company's financial strength. (21 Ratings)	
1	A++	Superior	AAA	Exceptionally Strong	AAA	Extremely Strong	Aaa	Exceptional
2	A+	Superior	AA+	Very Strong	AA+	Very Strong	Aa1	Excellent
3	A	Excellent	AA	Very Strong	AA	Very Strong	Aa2	Excellent
4	A-	Excellent	AA-	Very Strong	AA-	Very Strong	Aa3	Excellent
5			A+	Strong	A+	Strong	A1	Good
6			A	Strong	A	Strong	A2	Good
7			A-	Strong	A-	Strong	A3	Good

Values are based on guaranteed rates. This is a comparison of different products which vary in rates, fees, expenses, features and benefits. The products are different and designed to meet different client needs. Current interest rates may be different for each company. This comparison cannot be used with the public and complete personalized policy illustrations for each representative company must be presented or discussed with your clients. Please have your clients consult with their professional advisors to find out which type of life insurance is more suitable.

The information in Competition Corner represents our internal assessment and opinion of competitor products based on information available to us.

Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer.

LifeCare, the Acceleration rider, and the Continuation rider may not all be available in some states. The Acceleration rider is automatically included with every LifeCare policy, and the Continuation rider is optional. There are additional costs associated with these riders that are included in the single premium. LifeCare with the Acceleration and/or Continuation rider is not considered long-term care insurance in some states. When the death benefit is accelerated for long-term care expenses, the death benefit is reduced dollar for dollar, and the policy cash value is reduced proportionally. Please go to [www.jhsalesnet.com](http://www.jhsalesnet.com) for the most current state approvals.

**For prospective policyholders in New York, this product is a life insurance policy that accelerates the death benefit for qualified long-term care services and is not a health insurance policy providing long-term care insurance subject to the minimum requirements of New York Law, does not qualify for the New York State Long-Term Care Partnership program and is not a Medicare supplement policy.**

The Acceleration rider has exclusions and limitations, reductions of benefits, and terms under which it may be continued in force or discontinued. Consult the state specific Outline of Coverage for additional details.

**For agent use only. Not for use with the public.**

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. MLINY01141012075

