



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
- 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 \$455,808 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 2011. 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	\$455,808	3406.22%
5	\$13,000	\$65,000	\$455,808	73.89%
10	\$13,000	\$130,000	\$455,808	22.05%
15	\$13,000	\$195,000	\$455,808	10.04%
16*	\$13,000	\$208,000	\$455,808	8.73%
20	\$13,000	\$260,000	\$455,808	5.09%

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 annual premium on a Protection UL 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	\$455,808	3406.22%	5240.33%
5	\$13,000	\$65,000	\$455,808	73.89%	113.68%
10	\$13,000	\$130,000	\$455,808	22.05%	33.92%
15	\$13,000	\$195,000	\$455,808	10.04%	15.45%
16*	\$13,000	\$208,000	\$455,808	8.73%	13.43%
20	\$13,000	\$260,000	\$455,808	5.09%	7.83%

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 annual premium paid on a Protection UL policy and an income tax bracket of 35%.

* 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, since it is generally not subject to income tax.

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.

Life Expectancy (LE) tables are based on actual mortality experience collected from sources such as life insurance companies and the Social Security Administration. LE tables show the average probability of death by a certain age. The LE data provided is not necessarily indicative of life expectancy, and the insured may live longer than indicated by the table. The LE tables used are not tailored to a particular situation or risk class; rather, they are based on population averages and are presented to help form a generalized idea of potential ages at death.

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.

This material does not constitute tax, legal or accounting advice, and neither John Hancock nor any of its agents, employees or registered representatives are in the business of offering such advice. It cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. It was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based on his or her particular circumstances from independent professional advisors.

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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Policy Form: 11PROUL

Not for use with public in Mississippi, Nevada and Guam.

INSURANCE PRODUCTS:		
Not FDIC Insured	Not Bank Guaranteed	May Lose Value
Not a Deposit	Not Insured by Any Government Agency	



John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample
Female - Preferred NonSmoker
Age: 75

Initial Death Benefit \$455,808
Face Amount \$455,808
Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

Universal Life Insurance

The Universal Life Insurance policy which you are considering provides flexible death benefit protection and premium payment flexibility. The values in the insurance contract grow based on the amount and timing of each premium payment, plus the interest rate and other credits applied to the policy, less insurance and other charges.

Certain aspects of the policy cannot be predicted with absolute certainty. These nonguaranteed elements are described on the following pages. For example, the interest rate credited may exceed the guaranteed rate and monthly charges may be less than the maximum guaranteed charges. This is an illustration only and is not intended to predict actual performance.

Death Benefit Protection

This policy illustration shows the Death Benefit Protection feature guaranteeing the policy death benefit to the Life Insured's attained age 95.

As long as the Death Benefit Protection feature is in effect, your policy cannot lapse even if the Net Cash Surrender Value falls to zero or below. The Death Benefit Protection feature will stay in effect as long as the reference value called the Net Death Benefit Protection Value is greater than zero.

The Death Benefit Protection Value is a reference value and is only used to determine whether or not the Death Benefit Protection feature will stay in effect. The policyowner cannot access the reference value.

Like your Policy Value, the Death Benefit Protection Value is directly affected by the timing and amounts of premiums paid. To ensure that you have the Death Benefit Protection feature in effect for the period illustrated, it is important that premium payments are paid when they are due, otherwise your policy may lapse.

For purposes of calculating your Death Benefit Protection Value, we will apply premiums retroactively to the beginning of the policy month in which they are

received.

Death benefit option changes, loans, withdrawals, rider termination or change, and/or face amount decreases will also affect the Death Benefit Protection feature.

If a policy loan is outstanding, the Death Benefit Protection feature will not prevent your policy from lapsing if the Net Policy Value falls to zero.

Net Death Benefit

The life insurance provided in this illustration reflects a Total Initial Death Benefit of \$455,808. The Death Benefit is composed of \$455,808 in Base Face Amount (Option 1). The net death benefit reflects total loan plus any loan interest due.

Planned Premium Outlay

One of the advantages of Universal Life Insurance is premium payment flexibility, allowing you to vary the amount of your payments. This illustration assumes an Initial Planned Premium Outlay of \$13,000.00 and that all subsequent premium payments are made at the beginning of each modal period. Reduced or discontinued premiums in future years are only possible if the premiums paid and amounts credited are sufficient to cover the cost of insurance and administrative expenses. These factors, as well as any outstanding policy loans or withdrawals, could necessitate additional premiums to maintain your insurance coverage. Payments in excess of the planned premium are subject to underwriting approval.

Guaranteed Coverage Premium

Based on the initial death benefit shown in the illustration, the level annual premium to guarantee coverage for life is \$20,522.34. Death Benefit option changes, loans, withdrawals, policy changes, and face amount changes will cause this premium to be recalculated. Premiums are subject to maximum guidelines allowed by the Internal Revenue Code.

Interest Rate

Interest is illustrated at an initial assumed effective annual rate of 5.20%. We determine the rate of interest

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample

Female - Preferred NonSmoker

Age: 75

Initial Death Benefit \$455,808

Face Amount \$455,808

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

to be credited to the Policy Value based on our assessment of investment yields and other considerations as outlined in your policy. The current rate may increase or decrease, but at no point will the interest credited to the policy be lower than the guaranteed annual rate of 2.50%.

Our obligations under your policy are backed by our general account assets. In addition to fixed income investments, such as corporate bonds, we expect to invest a portion of the premiums received under this class of policies in equities and other longer-duration assets. This investment approach, which may be different from the mix expected with other universal life policies, is intended to produce results that would permit us to credit values that maximize your policy's performance over the longer term. However, this approach could also cause the policy to experience a higher degree of variability of results year-to-year relative to other universal life policies. It is important to review your annual statement and request periodic in-force illustrations to make sure your policy continues to meet your objectives.

Illustrations will be shown at the guaranteed minimum interest rate, and an assumed rate (or rates). An assumed illustrated rate will never be higher than the current rate, or lower than the guaranteed minimum rate. Values illustrated at the current or an assumed rate are not guarantees or estimates, but merely illustrate results on the basis of the selected assumption.

Changes in the rate of interest that we declare will affect both the interest and Persistency Credit applied to your Policy Value. The table below shows how these changes could affect the continuation of your coverage, keeping other assumptions constant (including planned premiums, issue age, risk class and current charges):

Interest Rate Assumption	Policy Year at Lapse*
5.20% Initial Current Rate	N/A
2.50% Minimum Rate	21

* In this table, the lapse year is hypothetical only, based upon the assumed factors, and is not guaranteed. For instance, the mortality charges used in these calculations are less than the maximum charges, and the Persistency Credit assumed is greater than the guaranteed minimum.

Accessing Policy Value

After your policy has been in force for one year, you can make partial cash withdrawals. You can surrender your policy for cash at any time. We will pay you the policy value less a surrender charge and any policy debts you may have. You can also borrow the available cash value at any time.

Amount Credited

This is the interest earned on the Policy Value including the amount of interest credited on the Loan Account, plus the Persistency Credit.

Policy Loans

Policy loans may be taken against the Policy Value at any time, and if projected on an illustration, are assumed to be taken at the beginning of the year. The maximum loan amount available is the Surrender Value less any indebtedness, one year of policy charges, and one year's loan spread.

The net cost of a loan equals the loan interest rate charged less the loan interest rate credited to the portion of Policy Value securing the loan. This differential is guaranteed to be no greater than 1.25% in policy years 1-10. In subsequent years, the differential is currently 0.00%, and guaranteed not to exceed 0.25%.

Loan interest is payable in arrears. The loan interest rate used in this policy illustration is shown in the Policy Summary. Loan interest rates are variable and subject to change annually on the policy anniversary.

Annual Loan Interest

This is the interest charged on the outstanding Policy Debt. In the event that you do not pay the loan interest charged in any Policy Year, it will be borrowed against the policy and added to the Policy Debt in arrears at the Policy Anniversary.

This is your Basic Illustration and is valid only if all illustration pages are included.

Version: 7.0R[0-0-24592-3584-8192]

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A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample Initial Death Benefit \$455,808
Female - Preferred NonSmoker Face Amount \$455,808
Age: 75 Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Alabama
Based on Current Charges and an Initial Current Rate of 5.20%

Withdrawals

Withdrawals reduce the Policy Value and the Death Benefit. Withdrawals, if illustrated, are assumed taken at the beginning of the year.

Policy Continuation at Age 121

Provided your coverage is in effect on the policy anniversary nearest the date on which the life insured reaches attained age 121, coverage will continue after age 121 and interest will be credited. No additional charges, other than those for any outstanding policy loans, will be deducted.

The tax implications with respect to policies that continue beyond age 100 are not clear at the present time. We urge you to consult your tax advisor regarding this issue if there are questions about what happens after age 100.

Taxation of Life Insurance

The information contained in this illustration is based on certain tax and legal assumptions. We suggest that you seek professional counsel regarding the interpretation of current tax laws and accounting practices as they relate to your actual situation. The Technical and Miscellaneous Revenue Act (TAMRA) of 1988 classifies some policies as Modified Endowment Contracts (MECs). Distributions from these policies (excluding death benefits but including policy loans and withdrawals) are taxed differently and may be subject to an IRS 10% penalty tax. TAMRA testing has been performed on the current scale only.

- The initial annual 7-pay premium for this policy is \$49,564.00.
- Based on our interpretation of TAMRA, this policy as illustrated would not be considered a Modified Endowment Contract (MEC).
- Employer-owned Life Insurance.
Where the owner of the policy is the employer of the insured, Section 101(j) of the Internal Revenue Code specifies a number of requirements in order for life insurance death benefits to be excluded from income taxation. Potential insureds must be limited to the employer's directors and "highly compensated"

employees (as defined by the law). Also, **before the issuance of the policy**, the potential insured must (1) be notified in writing that the employer/policyowner intends to insure the employee's life and the maximum face amount for which the employee could be insured; (2) give his or her written consent to being a life insured under the policy, and agree that such coverage may continue after the life insured terminates employment; and (3) be informed in writing that the employer/policyowner will be a beneficiary of any proceeds payable upon the death of the employee. Finally, the policyowner is required to keep records and make an annual report concerning its employer-owned life insurance policies. Taxpayers should seek the counsel of qualified tax advisors to determine the applicability of IRC §101(j) or other provisions of federal tax law and/or compliance with the requirements of any such law or regulation.

Other Considerations

This is an illustration only. An illustration is not intended to predict actual performance. Unless otherwise stated, amounts credited and other values set forth in the illustration are not guaranteed.

This illustration assumes that the currently illustrated nonguaranteed elements will continue unchanged for all years shown. This is not likely to occur, and the actual results may be more or less favorable. Future credits and deductions can vary at the company's discretion depending upon factors such as death claims, investment earnings and expenses, as well as policy owner actions such as the timing and amount of premium payments, policy lapse and reinstatement, loans and withdrawals, and contractual changes.

To ensure that your policy continues to meet your objectives, we suggest that in addition to reviewing annual statements, you periodically request in force illustrations. In force illustrations will provide an updated projection of policy performance.

Protection UL is issued by John Hancock Life Insurance Company (U.S.A.) of Boston, MA 02117. John

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy
Valuable Information About Your Life Insurance Illustration (cont'd)

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample	Initial Death Benefit \$455,808
Female - Preferred NonSmoker	Face Amount \$455,808
Age: 75	Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
	Death Benefit Option 1; Cash Value Accumulation Test
	State: Alabama
	Based on Current Charges and an Initial Current Rate of 5.20%

Hancock Life Insurance Company (U.S.A.) consistently receives high financial strength ratings from independent rating agencies such as Fitch Ratings, A.M. Best, Standard & Poor's, and Moody's. For more information, please visit our website at www.JohnHancock.com.

For more than a century, John Hancock has offered security and high quality products to its customers. The company's experience and resources allow it to provide first class financial solutions to customers in every market in which it operates.

Protection UL

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Basic Illustration Summary

Presented By: Valued Agent

Illustration Assumptions

Sample

Female - Preferred NonSmoker

Age: 75

Initial Death Benefit \$455,808

Face Amount \$455,808

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

Coverage Summary

Coverage Description	Initial Amount	Initial Premium
Face Amount - Level for all years	\$455,808	\$13,000.00

Policy Summary

State	Alabama	
Death Benefit Option	1	From 1 Thru 46
Definition of Life Insurance	CVAT	
Payment Mode	Annual	
Charges	Current	
Assumed Interest Rate	5.20%	From 1 Thru 46
Loan Interest Rate	5.00%	From 1 Thru 46
Owner Tax Bracket	35.00%	From 1 Thru 46
Initial 7-Pay Premium	\$49,564.00	
Target Premium	\$14,048.96	
Minimum Initial Premium	\$625.13	
Death Benefit Protection Period	20 Years	
Based on Illustrated Assumptions		

Interest Adjusted Indexes on Insured at 5%

	-----Payment-----		-----Cost-----	
	10 Year	20 Year	10 Year	20 Year
Guaranteed	28.52	28.52	28.52	28.52
Current	28.52	28.52	20.98	22.43
Non-guaranteed Element	0.00	0.00	7.54	6.09

Interest Adjusted Indexes

These indexes provide a means for evaluating the comparative cost of the policy under stated assumptions. They can be useful in comparing similar plans of insurance, a lower index being better than a higher one. These indexes reflect the time value of money. Indexes are approximate because they involve assumptions, including the rate of interest used.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Numeric Summary

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample
Female - Preferred NonSmoker
Age: 75

Initial Death Benefit \$455,808
Face Amount \$455,808
Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Alabama

GUARANTEED ASSUMPTIONS

These policy benefits and values are based on the guaranteed interest of 2.50% and guaranteed charges. Based on your Planned Premium Outlay, the policy would remain in force until policy year 21, month 9*.

NON-GUARANTEED ASSUMPTIONS

These policy benefits and values are based on non-guaranteed elements that are subject to change by the insurer. Actual results may be more or less favorable.

ASSUMED SCALE:

Policy benefits and values are based on the initial current interest rate of 5.20% and current charges. Based on your Planned Premium Outlay, the policy would remain in force until age 121*.

MIDPOINT SCALE:

Assumes the midpoint interest rate and charges which are halfway between current and guaranteed. Based on your Planned Premium Outlay, the policy would remain in force until policy year 21, month 9*. Premiums are assumed to be paid at the beginning of each modal period. Policy values, including surrender values and death benefits, are illustrated as of the end of the year, unless otherwise noted.

* See Policy Continuation at Age 121 on "Valuable Information" page.

Representative's Address:
Valued Agent

SUMMARY YEARS	GUARANTEED ASSUMPTIONS	NON-GUARANTEED ASSUMPTIONS	
		Midpoint Scale	Assumed Scale
Years Premium Paid in Cash	21	21	46
Summary Year 5			
Net Surrender Value	0	0	19,293
Net Death Benefit	455,808	455,808	455,808
Summary Year 10			
Net Surrender Value	0	0	45,405
Net Death Benefit	455,808	455,808	455,808
Summary Year 20			
Net Surrender Value	0	0	96,378
Net Death Benefit	455,808	455,808	455,808
Summary Age 100			
Net Surrender Value	0	0	114,288
Net Death Benefit	0	0	455,808

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The representative has told me they are not guaranteed. **I further understand that the guarantees provided by the Death Benefit Protection feature are directly affected by the amount and timing of premiums paid.**

Applicant: _____ Date: _____
(Signature) (mm/dd/yyyy)

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

Representative: _____ Date: _____
(Signature) (mm/dd/yyyy)

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Guaranteed and Nonguaranteed Values

Presented By: Valued Agent

Illustration Assumptions

Sample

Initial Death Benefit \$455,808

Female - Preferred NonSmoker

Face Amount \$455,808

Age: 75

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 2.50% Minimum Rate, Maximum Charges			End of Year Non-Guaranteed Assumptions 5.20% Initial Current Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
1	76	13,000	0	0	455,808	8,150	0	455,808
2	77	13,000	0	0	455,808	15,629	0	455,808
3	78	13,000	0	0	455,808	22,488	5,274	455,808
4	79	13,000	0	0	455,808	28,770	12,569	455,808
5	80	13,000	0	0	455,808	34,482	19,293	455,808
6	81	13,000	0	0	455,808	40,268	26,092	455,808
7	82	13,000	0	0	455,808	45,235	32,071	455,808
8	83	13,000	0	0	455,808	49,509	37,358	455,808
9	84	13,000	0	0	455,808	52,952	41,813	455,808
10	85	13,000	0	0	455,808	55,531	45,405	455,808
Totals:		130,000						
11	86	13,000	0	0	455,808	57,314	48,201	455,808
12	87	13,000	0	0	455,808	58,425	50,324	455,808
13	88	13,000	0	0	455,808	58,807	51,719	455,808
14	89	13,000	0	0	455,808	58,403	52,327	455,808
15	90	13,000	0	0	455,808	68,411	63,348	455,808
16	91	13,000	0	0	455,808	74,515	70,465	455,808
17	92	13,000	0	0	455,808	80,407	77,369	455,808
18	93	13,000	0	0	455,808	86,044	84,019	455,808
19	94	13,000	0	0	455,808	91,385	90,372	455,808
20	95	13,000	0	0	455,808	96,378	96,378	455,808
Totals:		260,000						
21	96	13,000	##	##	##	100,956	100,956	455,808
22	97	13,000				105,124	105,124	455,808
23	98	13,000				108,808	108,808	455,808
24	99	13,000				111,909	111,909	455,808
25	100	13,000				114,288	114,288	455,808
26	101	13,000				118,459	118,459	455,808
27	102	13,000				122,356	122,356	455,808
28	103	13,000				125,940	125,940	455,808
29	104	13,000				129,149	129,149	455,808
30	105	13,000				131,888	131,888	455,808
Totals:		390,000						

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Guaranteed and Nonguaranteed Values (cont'd)

Presented By: Valued Agent

Illustration Assumptions

Sample

Initial Death Benefit \$455,808

Female - Preferred NonSmoker

Face Amount \$455,808

Age: 75

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Policy Year	EOY Age	Planned Premium	End of Year Guaranteed Assumptions 2.50% Minimum Rate, Maximum Charges			End of Year Non-Guaranteed Assumptions 5.20% Initial Current Rate, Current Charges		
			Policy Value	Net Surrender Value	Net Death Benefit	Policy Value	Net Surrender Value	Net Death Benefit
31	106	13,000				134,698	134,698	455,808
32	107	13,000				137,639	137,639	455,808
33	108	13,000				140,728	140,728	455,808
34	109	13,000				144,018	144,018	455,808
35	110	13,000				147,612	147,612	455,808
36	111	13,000				151,702	151,702	455,808
37	112	13,000				155,701	155,701	455,808
38	113	13,000				159,477	159,477	455,808
39	114	13,000				163,083	163,083	455,808
40	115	13,000				166,639	166,639	455,808
Totals:		520,000						
41	116	13,000				170,451	170,451	455,808
42	117	13,000				175,452	175,452	455,808
43	118	13,000				182,460	182,460	455,808
44	119	13,000				180,167	180,167	455,808
45	120	13,000				173,169	173,169	455,808
46	121	13,000				151,819	151,819	455,808
47	122	0				159,713	159,713	455,808
48	123	0				168,018	168,018	455,808
49	124	0				176,755	176,755	455,808
50	125	0				185,947	185,947	455,808
Totals:		598,000						

Indicates that the policy has lapsed under the illustrated assumption. Additional premium would be required to maintain policy benefits.

This is your Basic Illustration and is valid only if all illustration pages are included.

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John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Internal Rate of Return Illustration

Presented By: Valued Agent

Illustration Assumptions

Sample

Initial Death Benefit \$455,808

Female - Preferred NonSmoker

Face Amount \$455,808

Age: 75

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate Of Return	Net Death Benefit	Internal Rate Of Return
1	76	13,000	0	-100.00%	455,808	3406.22%
2	77	13,000	0	-100.00%	455,808	444.24%
3	78	13,000	5,274	-70.61%	455,808	188.00%
4	79	13,000	12,569	-49.11%	455,808	109.72%
5	80	13,000	19,293	-37.96%	455,808	73.89%
6	81	13,000	26,092	-30.70%	455,808	53.88%
7	82	13,000	32,071	-26.34%	455,808	41.31%
8	83	13,000	37,358	-23.50%	455,808	32.76%
9	84	13,000	41,813	-21.65%	455,808	26.63%
10	85	13,000	45,405	-20.47%	455,808	22.05%
Totals:		130,000				
11	86	13,000	48,201	-19.72%	455,808	18.51%
12	87	13,000	50,324	-19.26%	455,808	15.71%
13	88	13,000	51,719	-19.04%	455,808	13.45%
14	89	13,000	52,327	-19.07%	455,808	11.59%
15	90	13,000	63,348	-15.98%	455,808	10.04%
16	91	13,000	70,465	-14.49%	455,808	8.73%
17	92	13,000	77,369	-13.28%	455,808	7.61%
18	93	13,000	84,019	-12.29%	455,808	6.65%
19	94	13,000	90,372	-11.48%	455,808	5.81%
20	95	13,000	96,378	-10.81%	455,808	5.09%
Totals:		260,000				

The IRR on cash value 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 surrender value of the policy.

The 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.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample

Female - Preferred NonSmoker

Age: 75

Initial Death Benefit \$455,808

Face Amount \$455,808

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate Of Return	Net Death Benefit	Internal Rate Of Return
21	96	13,000	100,956	-10.39%	455,808	4.44%
22	97	13,000	105,124	-10.04%	455,808	3.87%
23	98	13,000	108,808	-9.77%	455,808	3.37%
24	99	13,000	111,909	-9.56%	455,808	2.92%
25	100	13,000	114,288	-9.44%	455,808	2.51%
26	101	13,000	118,459	-9.15%	455,808	2.14%
27	102	13,000	122,356	-8.90%	455,808	1.81%
28	103	13,000	125,940	-8.69%	455,808	1.51%
29	104	13,000	129,149	-8.51%	455,808	1.24%
30	105	13,000	131,888	-8.38%	455,808	0.99%
Totals:		390,000				
31	106	13,000	134,698	-8.24%	455,808	0.76%
32	107	13,000	137,639	-8.10%	455,808	0.55%
33	108	13,000	140,728	-7.95%	455,808	0.35%
34	109	13,000	144,018	-7.80%	455,808	0.18%
35	110	13,000	147,612	-7.63%	455,808	0.01%
36	111	13,000	151,702	-7.44%	455,808	-0.14%
37	112	13,000	155,701	-7.27%	455,808	-0.29%
38	113	13,000	159,477	-7.11%	455,808	-0.42%
39	114	13,000	163,083	-6.97%	455,808	-0.54%
40	115	13,000	166,639	-6.84%	455,808	-0.65%
Totals:		520,000				

The IRR on cash value 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 surrender value of the policy.

The 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.

This is your Basic Illustration and is valid only if all illustration pages are included.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Internal Rate of Return Illustration (cont'd)

Protection UL Form: 11PROUL

Presented By: Valued Agent

Illustration Assumptions

Sample

Female - Preferred NonSmoker

Age: 75

Initial Death Benefit \$455,808

Face Amount \$455,808

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

Policy Year	EOY Age	Net Outlay	----- Surrender Value -----		----- Death Benefit -----	
			Net Surrender Value	Internal Rate Of Return	Net Death Benefit	Internal Rate Of Return
41	116	13,000	170,451	-6.70%	455,808	-0.76%
42	117	13,000	175,452	-6.52%	455,808	-0.86%
43	118	13,000	182,460	-6.26%	455,808	-0.96%
44	119	13,000	180,167	-6.38%	455,808	-1.04%
45	120	13,000	173,169	-6.69%	455,808	-1.13%
46	121	13,000	151,819	-7.71%	455,808	-1.20%
47	122	0	159,713	-6.79%	455,808	-1.15%
48	123	0	168,018	-6.05%	455,808	-1.10%
49	124	0	176,755	-5.43%	455,808	-1.06%
50	125	0	185,947	-4.90%	455,808	-1.02%

Totals: 598,000

The IRR on cash value 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 surrender value of the policy.

The 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.

This is your Basic Illustration and is valid only if all illustration pages are included.

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Glossary of Terms

Presented By: Valued Agent

Illustration Assumptions

Sample Initial Death Benefit \$455,808
Female - Preferred NonSmoker Face Amount \$455,808
Age: 75 Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Alabama
Based on Current Charges and an Initial Current Rate of 5.20%

Face Amount

The Face Amount is the coverage provided by the base policy. Any decreases to the Face Amount after the first policy year must fall within policy minimums.

Monthly Administrative Charge

A monthly Administrative Charge of \$15.00 will be assessed in all years, current and guaranteed.

Contract Charge

Contract Charge is an additional \$0.361 per \$1,000 of Face Amount per policy month. It will be deducted for the first 20 policy years. This charge varies by the insured's issue age, gender, risk classification, and the policy duration.

Cost Of Insurance

Current insurance charges are based on Company experience. The current rates may change, but are guaranteed never to exceed the maximum rates. Maximum rates reflect the 2001 CSO Sex and Smoker Distinct Age Nearest Birthday Ultimate Mortality Table.

Persistency Credit

Beginning in Policy Year 11, a Persistency Credit is added to your Policy Value on each monthly processing date. The Persistency Credit is guaranteed to be no less than 0.025% of the Net Policy Value. The amount of Persistency Credit that we declare above the guaranteed minimum will be determined in a uniform and non-discriminatory manner.

We will determine the Persistency Credit taking into account our investment experience and other company factors, and policy owner actions such as the actual timing and amount of premium payments, policy lapse and reinstatement, loans and withdrawals, and contractual changes. The Persistency Credit in this illustration assumes that all nonguaranteed elements of this policy will continue unchanged, and that the policy owner's actions will not vary from those illustrated. You can see a projection of the effect that a policy owner action might have on the Persistency Credit by requesting an in-force illustration.

Death Benefit Option

Death Benefit Option 1 provides a level amount of coverage. It will increase only when necessary to maintain the definition of life insurance. Death Benefit Option 2 provides coverage equal to the Face Amount plus the Policy Value plus any amount necessary to maintain the definition of life insurance.

Net Death Benefit

The Death Benefit illustrated is the Face Amount plus any Required Additional Death Benefit. This is the value that is payable upon the death of the insured as stated on the front page of the policy. The actual amount payable may be decreased by loans or increased by additional insurance benefits. Death Benefits are illustrated as of the end of the year. Net Death Benefit reflects the total loan plus any loan interest due.

Net Income

Net Income reflects any illustrated withdrawal, policy loan and/or loan interest due.

Net Surrender Value

The Net Surrender Value is the Policy Value less surrender charge(s), and is illustrated as of end of the year. This amount is shown net of withdrawals and total loans plus interest due. During the surrender charge period, there is a surrender charge assessed if all or part of the Face Amount is reduced. If the policy terminates for any reason, the amount of any outstanding loan (that was not previously considered income) could result in a considerable tax. Under certain situations involving large amounts of outstanding loans, you might find yourself having to choose between high premium requirements to keep your policy from lapsing and a significant tax burden if you allow the lapse to occur. Please consult your tax advisor for further information.

Planned Premium Outlay

The Planned Premium Outlay is the amount which the policyholder plans to pay. This illustration assumes that

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Glossary of Terms (cont'd)

Presented By: Valued Agent

Illustration Assumptions

Sample

Female - Preferred NonSmoker

Age: 75

Initial Death Benefit \$455,808

Face Amount \$455,808

Initial Planned Premium: \$13,000.00 / Billing Mode: Annual

Death Benefit Option 1; Cash Value Accumulation Test

State: Alabama

Based on Current Charges and an Initial Current Rate of 5.20%

planned premiums are paid at the beginning of each modal period indicated. Additional premiums may be paid while the policy is in force, subject to our minimum and maximum limits.

Policy Value

When premiums are paid, the balance, after premium charges are deducted, goes into the Policy Value. The Policy Value is credited daily with a guaranteed interest rate of 2.50% or the current rate, whichever is greater. Also, once each month, administrative and insurance charges are deducted.

Required Additional Death Benefit

The death benefit will automatically be increased if necessary to maintain the minimum amount of insurance needed to comply with current federal tax law (Section 7702 of the Internal Revenue Code). This will ensure that your policy maintains the favorable tax treatment associated with being a life insurance policy.

Risk Class

Classifications represent groups of people with similar risk characteristics and help to determine the cost of insurance. Final risk classification for a proposed insured is determined upon completion of the underwriting process, and may vary from what is shown on this illustration. If so, you will receive a Revised Basic Illustration prior to or upon delivery of your insurance contract.

John Hancock Life Insurance Company (U.S.A.)

A LIFE INSURANCE POLICY ILLUSTRATION

A Flexible Premium Universal Life Insurance Policy

Protection UL Form: 11PROUL

Input Summary ~~ Internal Use Only ~~ Internal Use Only ~~

Presented By: Valued Agent

Illustration Assumptions

Sample Initial Death Benefit \$455,808
Female - Preferred NonSmoker Face Amount \$455,808
Age: 75 Initial Planned Premium: \$13,000.00 / Billing Mode: Annual
Death Benefit Option 1; Cash Value Accumulation Test
State: Alabama

Product & Concept

Concept Ledger
Approved in Alabama
Product Type Universal Life -- Single Life
Product Protection UL 11

Owner Tax Rate 35.00%

Optional Reports

Optional Presentations No Presentation
Optional Reports Yes
Input Summary Yes
Internal Rate Of Return Yes

Policy Design

Insured Name Sample
Sex Female
Issue Age / Birthdate 75
State Alabama
Risk Class Preferred NonSmoker
Total Face Amount Max DB To Endow / Target
Death Benefit Option Option 1
Definition of Life CVAT
Insurance Test
Premium Schedule
-- 13,000 1 Lifetime
Premium Duration Lifetime
Premium Mode Annual
Target Cash Value 1.00
Target Year Lifetime
Crediting Rate Current
Agent Name Valued Agent

Policy Options

Estimated Policy Issue Date Today + 1 Month
Charges Current
Lump Sum Month Year 1
1
Lump Sum Month Years 2+ 1
MEC Testing Allow MEC
Target Cash Value 1.00
Target Year Lifetime
Withdrawal Cap Basis
Loan Cap None
Loan Interest Payment Type Borrow
Variable Loan Interest Rate 5.00%

John Hancock used the fully allocated expense method to test and verify all products for compliance with the NAIC Life Insurance Illustration Model Regulation.