



A Quick Guide to John Hancock's Retention and Automatic Reinsurance Capacity

November 2016

COMPETITIVE AUTOMATIC BINDING LIMITS^{1, 2, 3}

At John Hancock, we have high automatic binding limits (i.e., the guaranteed acceptance reinsurers give us based on John Hancock's underwriting on a case – if within our Jumbo Limits and treaty parameters).

These competitive limits allow us to frequently meet a client's large-case needs without going to reinsurers.

Permanent Products – Automatic Binding Limits^{1,2,3}

Individual Coverage		Survivorship Coverage (Based on better life)	
AGE	FACE AMOUNT	AGE	FACE AMOUNT
0-70	\$65,000,000	20-75	\$65,000,000
71-75	\$65,000,000 <i>New</i>	76-80	\$62,000,000 <i>New</i>
76-80	\$57,000,000 <i>New</i>	81-85	\$31,000,000 <i>New</i>
81-85	\$28,000,000 <i>New</i>	86-90	\$10,000,000
86-90	\$7,500,000		

Term Products – Automatic Binding Limits^{1,2}

AGE	FACE AMOUNT
18-70	\$60,000,000 <i>New</i>
71-75	\$50,000,000 <i>New</i>
76-80	\$38,000,000 <i>New</i>

JUMBO LIMITS^{2, 3}

The Jumbo Limit is the sum of all inforce coverage plus pending formal applications, including ultimate amounts on John Hancock policies.

Existing insurance that is being replaced will be deducted, providing we receive a fully executed absolute assignment transferring ownership to John Hancock.

Jumbo Limits^{2,3}

AGE	PRODUCT	FACE AMOUNT
0-80	All Products – Individual and Survivorship	\$65,000,000
81-85	Permanent Products Only – Individual and Survivorship	\$50,000,000
86-90	Permanent Products Only – Individual	N/A (limited to Retention only)
86-90	Permanent Products Only – Survivorship	\$50,000,000 (first life must be younger than 86 and healthy)

RETENTION LIMITS^{2, 3, 4}

If the amount applied for is over the Jumbo Limit, John Hancock can offer its available retention. Additional amounts may be available through facultative reinsurance.

Retention Limits^{2,3,4} (fully underwritten)

Individual Coverage		Survivorship Coverage	
AGE	FACE AMOUNT	AGE – BOTH LIVES	FACE AMOUNT
0-70	\$30,000,000	20-75	\$35,000,000
71-75	\$25,000,000	71-75	\$30,000,000
76-80	\$20,000,000	76-80	\$25,000,000
81-85	\$10,000,000	81-85	\$12,500,000
86-90	\$7,500,000	86-90	\$10,000,000

1. Represents maximum potential capacity (Reinsurance and Retention combined) for Standard or better lives. Does not include John Hancock's M Proprietary, COLI GI, and products that are not fully underwritten.
2. Jumbo, Automatic Binding and Retention Limits may vary by product and be reduced by age, mortality assessment, for aviation risks, and juveniles. Coverage may be reduced or not available for foreign risks and sports figures.
3. Applications containing Return of Premium Rider or other increasing features must satisfy John Hancock's Automatic Binding and Jumbo Limits based on ultimate death benefit amount. Underwriting requirements are based on the ultimate death benefit amount.
4. Represents maximum potential retention for Standard or better lives.

Insurance policies and/or associated riders and features may not be available in all states.

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