A Tool for your **Success**

Back to School
SALES KIT

Using Life Insurance for College Funding
IUL vs. 529s, Coverdell ESAs, and IRAs
Producer Guides, Client Profiles, and More

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College Funding with Accumulation VUL

Helping Clients Reach Their Goals

Know the facts

A four-year, private education is estimated to jump to a total of $416,888 by 2034.[1]

Many parents are concerned about the rising cost of college education. While there are a variety of products in the marketplace, they need a plan that will give them the most flexibility as well as provide protection for their family should something happen to them.

In addition to offering a death benefit to protect against the unexpected, Accumulation VUL can offer potential tax-favored cash build up in the policy to help pay for college expenses. Clients can choose from a diversified range of underlying investment accounts that represent nearly every major asset class and investment style, or opt for the simplicity and automatic diversification offered by John Hancock's Lifestyle MVP Portfolios.

The advantages of using Accumulation VUL for college funding

More advisors are realizing that Accumulation VUL has advantages and flexibility over other types of college savings vehicles. Unlike other college savings vehicles, premiums paid into an Accumulation VUL policy have little to no limitations. Best of all, the product's potential cash value can be used for a myriad of expenses associated with higher education. For example, it can be used for travel expenses, and spending money, and is not restricted to qualified higher education costs. If the child decides to go to college, the money is there to access on a tax-favored basis. Or, if the child changes their mind and does not attend school, the cash can be used toward other future goals, such as retirement.

Understanding the difference:

Options*	Grows Tax Deferred	Tax-Free Distributions	Excluded from Financial Aid on Federal Level	No Penalty if Not Used for Higher Education
Accumulation VUL	✓	✓	✓	✓
529 Plans	✓	✓	✗	✗
UTMA/UGMA Accounts	✗	✗	✗	✓
Coverdell Education Plan	✓	✓	✗	✗
Mutual Funds	✗	✗	✗	✓

*Based on Year 2014 rules.

Achieving balance with the Lifestyle MVP Portfolios

Helping secure your clients financial goals may be easier than you think. When John Hancock's Lifestyle MVP funds are selected within an Accumulation VUL policy, you have the power to help your clients protect their assets and build wealth.

In one easy step, the Lifestyle MVP Portfolios provide immediate diversification through a single investment that can address different levels of risk tolerance. Your client simply chooses the level of risk he/she is comfortable with, then selects the corresponding portfolio, and John Hancock Asset Management (JHAM) will make the appropriate investment choices.

There are five Lifestyle MVP Portfolios (Aggressive, Growth, Balanced, Moderate and Conservative) that utilize a managed volatility approach, which seek to manage the total portfolio volatility of returns and limit the magnitude of portfolio losses.

In all, many advisors are realizing that Accumulation VUL's tax benefits, flexibility and growth potential make it a compelling solution for college funding and planning for future life events.

1. www.jhinvestments.com, College Savings Planner Calculator

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Allocating net premiums to a Lifestyle MVP Portfolio is designed to help reduce the market volatility that one may experience through the allocation of premiums to only one or a small number of investment options. There are risks associated with any investment allocation and it is possible to lose money by investing in Lifestyle MVP Portfolios.

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.

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

Variable life insurance is sold by product and fund prospectus, which should be read carefully. They contain information on the investment objectives, risks, charges and expenses of the variable product and its underlying investment options. These factors should be considered carefully before investing. Product and/or product features may not be available in all states.

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges. Variable universal life insurance products are subject to market risk and are unsuitable as a short term savings vehicle. Cash values are not guaranteed and will fluctuate, and the policy may lose value.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02117 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595 and securities offered through **John Hancock Distributors LLC**, through other broker/dealers that have a selling agreement with John Hancock Distributors LLC, 197 Clarendon Street, Boston, MA 02117.

MLINY091914118

John Hancock
LIFE INSURANCE

Financing the Future

Supporting College Funding through Life Insurance

Individuals purchase life insurance because the death benefit can help pay off mortgages or other debts, replace salary income, pay estate taxes or equalize the inheritance left to heirs. But the benefits of life insurance extend even further than that, especially permanent life insurance that has the potential for high cash value. While cash value can often be used to supplement retirement planning, cash value can also be used to fund future college needs.

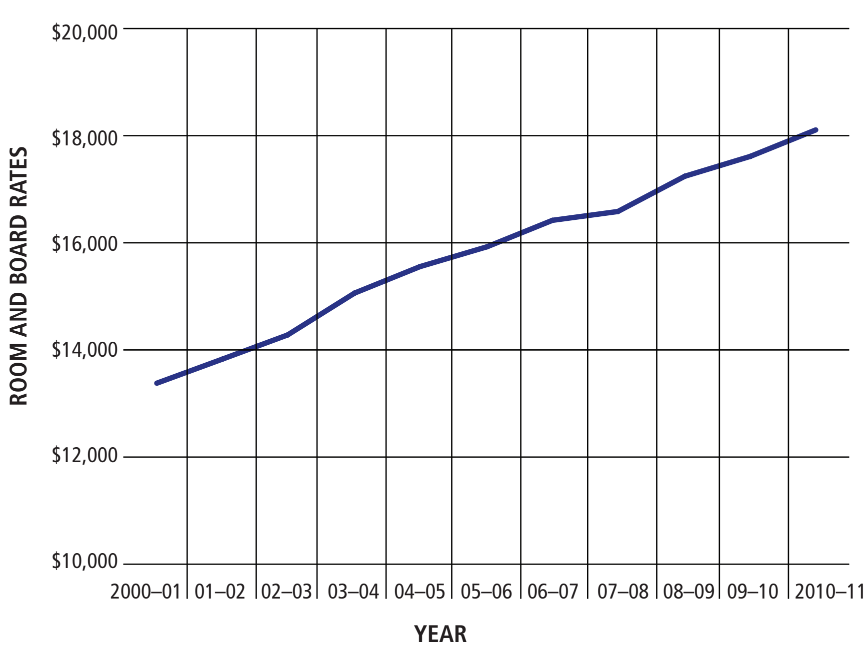
College Funding

Your client may be looking for additional ways to supplement their college funding plan in addition to the traditional funding methods available, such as 529 plans and other types of savings accounts. Perhaps they have maxed out their 529 plan contributions. Or, maybe, they are concerned that their child's objectives may change in the future and are worried about the potential tax consequences and penalties of liquidating those type of accounts. Using a permanent life insurance policy as a college funding supplement offers a flexible alternative plan. Let's start by taking a look at some of the benefits a permanent life insurance policy can provide.

How Life Insurance Can Help

First and foremost, purchasing a permanent life insurance policy provides a tax-free death benefit to a client's family. This death benefit acts as a self-completion vehicle by providing the source of funds necessary to pay for college expenses should they die prematurely. The cash value of a life insurance policy will grow tax deferred and can be accessed via tax-free withdrawals (up to basis) and loans to help supplement a child's college expenses. Should the child's objectives change in the future, the life insurance policy cash value provides the flexibility to use the funds for other purposes, such as supplemental retirement income.

Total tuition, room and board rates for full-time undergraduate students in degree-granting institutions



*Source: U.S. Department of Education, National Center for Education Statistics. (2012)

Did you know the average family pays only 46% of total college attendance with savings? The rest is supplied through borrowing, grants, loans and gifting.

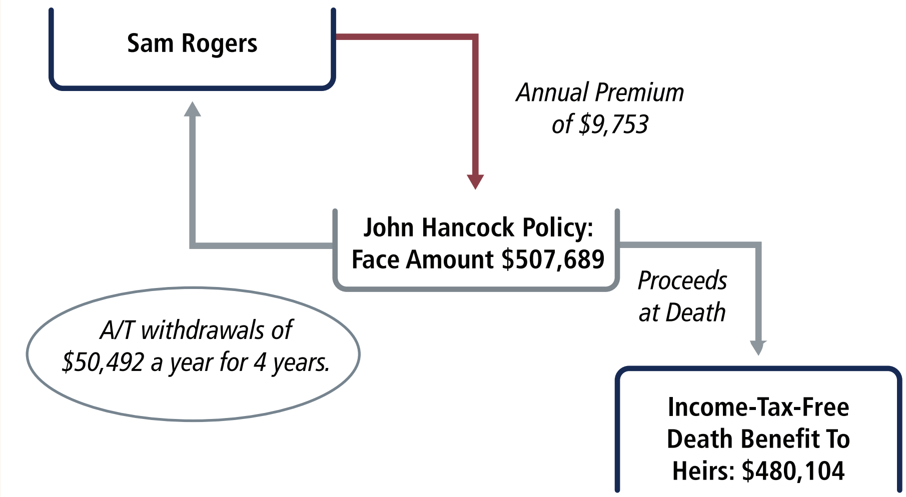
Education Costs on the Rise

Budgets may be tight for most Americans, but that hasn't stopped the rise in college and university tuitions. Unfortunately, the cost of attending college seems to rise significantly on an annual basis. In fact, according to the U.S. Department of Education, between the school years of 3000–2001 and 2010–2011, prices for undergraduate tuition, room and board at public institutions rose 42% (with private not-for-profit institutions rising 31%).

Meet Sam

Sam Rogers, age 30, Preferred Non Smoker, has one child who will be starting college in 16 years. After his annual policy review with his financial advisor, it was determined that he had a $500,000 shortfall in death benefit protection. After looking at his current college savings plan, his advisor estimated that he would have a projected annual shortfall of approximately $50,000 during his child's college years to cover the cost of tuition. Sam purchased a John Hancock Accumulation Indexed UL policy and paid annual premiums of $9,753 for 15 years at an assumed 7% Capped Indexed account rate.

How it Works at Focus Year



The result? Should something happen to Sam, his family will have $500,000 that can be earmarked for his child **INCLUDING** future college tuition. In 16 years, Sam can take distributions from the cash value to help pay for college **BUT** if his child changes his mind, he can leave the money in the policy and access it at a future time; there is no mandate that the money has to be used for college expenses.

This is a supplemental illustration. Not all benefits and values are guaranteed. The assumptions on which the non-guaranteed elements are based are subject to change by the insurer. Actual results may be more or less favorable. As the example illustrates, at the end of 15 years, Sam can take distributions to satisfy his college fund shortfall in years 16-19. Through the purchase of the policy, Sam has created the chance for both protection and opportunity for the future.

JH Solutions | Our Proprietary Planning Software

Younger clients can face a dilemma — they need to provide for their children should something happen to them, but they also want to save for their children's college education. Life insurance may help satisfy both needs. By utilizing the efficiency of a cash value life insurance policy, clients may be able to provide both a valuable death benefit for their family and accumulate tax-favored savings that can be used for college, through the same policy. Use JH Solutions (John Hancock's proprietary concept illustration software) to illustrate the new College Funding module.

Life insurance death benefit proceeds are generally excludable from the beneficiary's gross income for income taxes. There are a few exceptions such as when a life insurance policy is transferred for valuable consideration.

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.

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

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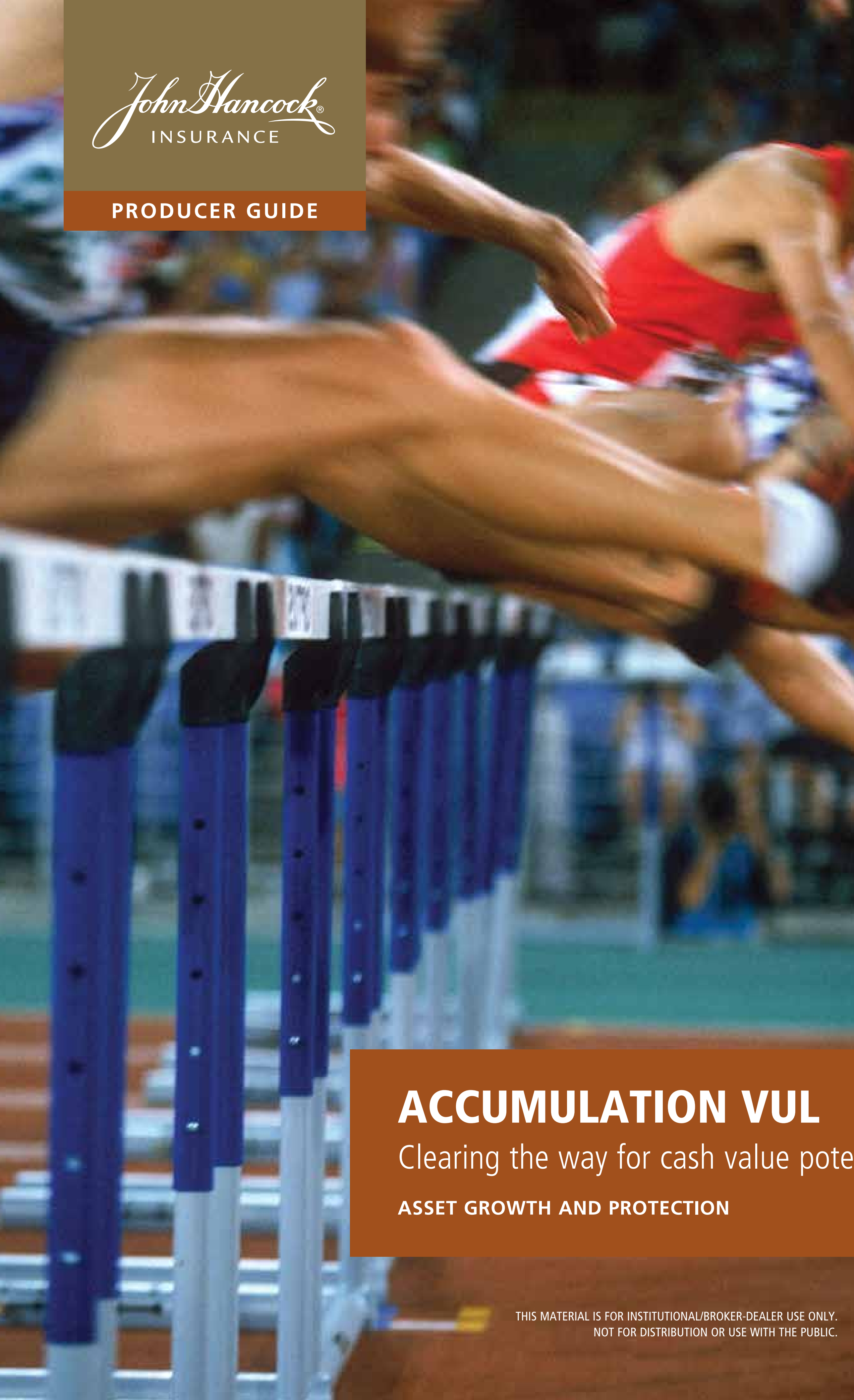
John Hancock INSURANCE

PRODUCER GUIDE



ACCUMULATION

ACCUMULATION VUL

Clearing the way for cash value potential

ASSET GROWTH AND PROTECTION

ACCUMULATION

Accumulation VUL

Performance and Features[1]

- Excellent retirement cash value and income potential
- Broad, diversified portfolio offerings
- Rolling and competitive target premiums
- Overloan Protection rider
- Long-Term Care (LTC) rider[2]
- Competitive rolling target premiums
- Zero net cost loans
- 20-Year No-Lapse Guarantee[3]

John Hancock's Accumulation VUL is designed to be one of the best variable universal life insurance products in the industry for retirement cash values and income potential.

Policy owners can choose from approximately 60 investment accounts or opt for the simplicity and automatic diversification offered by the Lifestyle MVP Portfolios.[4]

Optional features like the Overloan Protection rider[5] keep the policy from lapsing if the policy owner incurs policy debt in excess of the Total Face Amount. John Hancock's Long-Term Care (LTC) rider provides access to the death benefit to help pay long-term care expenses.

Add competitive rolling target premiums, and Accumulation VUL becomes an essential part of John Hancock's variable universal life portfolio.

Meeting Client Needs

Accumulation VUL is designed for individual and business clients who want to accumulate significant cash values as a source of supplemental retirement income — especially those who are maximizing their contributions to qualified retirement plans and still face a possible retirement income shortfall. The policy's cash value potential and the availability of zero net cost loans make Accumulation VUL an attractive source of supplemental retirement income. It is positioned optimally for clients ages 30 to 60.

NEED	SOLUTION
Retirement income security	*Extensive investment options, tax-favored growth and distribution:* The opportunity to choose from approximately 60 investment accounts and the Lifestyle MVP Portfolios offers the potential to accumulate significant cash values. The policy values grow tax deferred and can be withdrawn on a tax-favored basis.[6]
Maintenance of tax-favored treatment of retirement income	*Overloan Protection rider:* Clients who access their policy cash values for retirement income are protected from policy lapse if they inadvertently incur policy debt greater than the policy's Total Face Amount.
College planning	The cash value in an Accumulation VUL policy grows tax-deferred and can be accessed via tax-free withdrawals to help pay for college expenses. And, if it turns out your client's children don't go to college, any cash value in the policy can continue to build for your client's future goals, such as retirement.

FEATURES[1]	ACCUMULATION VUL
Product Design	Flexible Premium Variable Universal Life Insurance Policy
Issue Ages	3 months–90
Risk Classes/Issue Ages Non Smoker Smoker	**Fully-Underwritten** Super Preferred 20–80 Preferred 20–90 Standard Plus 20–90 Standard 3 months–90 Preferred 20–90 Standard 20–90
Flat Extras	Flat Extras (temporary and permanent) are allowed on all fully-underwritten risk classes, except Super Preferred
Available Coverage	• Base Face Amount (BFA) • Supplemental Face Amount (SFA), available after the first policy year
Minimum Total Face Amount	$50,000
Minimum Base Face Amount (BFA)	$50,000
Maximum Supplemental Face Amount (SFA)	• Up to four times Base Face Amount is allowed • Available after the first policy year • Maximum coverage is subject to underwriting and retention limits
Definition of Life Insurance	• Cash Value Accumulation Test (CVAT) • Guideline Premium Test (GPT)
Maximum First-Year Premium	• First-year premiums on MEC policies are limited to a maximum of $3 million to the Fixed Account • First year premiums on all policies are limited to a maximum of 20 times the Target Premium
Minimum Initial Premium (MIP) Requirement	• 1⁄12 of No-Lapse Guarantee (NLG) Premium Note: a greater amount is required if the policy is backdated or if a rider is added.
Face Amount Increases BFA SFA	 • Base Face Amount increases are not permitted • Scheduled Supplemental Face Amount increases are available up to attained age 90 • Subject to underwriting approval • Total increases may not exceed four times the Total Face Amount at issue • Increases in one policy year may not exceed 25% of the Total Face Amount at issue • Not allowed with Term Conversions, Return of Premium, LTC, or Disability Payment of Specified Premium riders
Face Amount Decreases	• Allowed after first policy year • Minimum requested Face Amount decrease is $50,000 • Face Amount may not be decreased below Minimum Total Face Amount • Pro-rata Surrender Charges may apply during the Surrender Charge period • Requests to reduce the Face Amount or stop previously scheduled increases will terminate all future increase • A 10% Base Face Amount decrease is permitted without a Surrender Charge at the time of decrease

FEATURES[1] (continued)	ACCUMULATION VUL
Death Benefit	
Option 1	Total Face Amount (plus ROP if elected)
Option 2	Total Face Amount + Policy Value (not available with ROP rider)
Option Change (2 to 1 only)	Available after first policy year. The change is effective on the monthly processing date following a valid request from the policy owner.
No-Lapse Guarantee	
BFA	• For insureds issue age 3 months to age 70, the BFA coverage is guaranteed for the lesser of 20 years or to age 75 (except as noted under SFA and ROP below) • For insureds issue age 70+, the BFA coverage is guaranteed for 5 years (except as noted below)
SFA	• The SFA coverage is guaranteed for 5 years (for all issue ages) • If increasing SFA is elected, the BFA coverage guarantee is also limited to 2 years
ROP	• The ROP death benefit is guaranteed for 5 years (for all issue ages) • When ROP is elected, the BFA coverage guarantee is also limited to 2 years
Coverage at Age 121 and Beyond	Policy does not mature; provided that funding is sufficient, the policy will remain in force until insured's death. At age 121: • Policy and rider charges cease (except for the investment advisory fees) • Premiums are not required or permitted • Interest continues to accumulate on the Fixed Account, and investment performance is reflected in the Policy Value • Loan repayments continue to be accepted on existing loans • Interest continues to be charged on outstanding loans until a death claim is made (the policy may lapse if debt ever equals or exceeds the Policy Value) • New loans and withdrawals are not permitted • SFA coverage will terminate
Quit Smoking Incentive	The Quit Smoking Incentive (QSI) allows all Standard and Preferred Smokers to receive Standard Non Smoker policy charges for the first three policy years. To maintain Non Smoker policy charges beyond year three, the insured must provide satisfactory evidence* that he/she has quit smoking for at least 12 consecutive months and their microurinalysis must be free of nicotine or metabolites. Please note the following: • Available for issue ages 20–70 • Not available for substandard ratings • Term Conversions and internal replacements will require additional underwriting if the original policy (replaced or converted) was issued more than three years ago • Policies upgraded to Standard Smoker via the HealthStyles program will require additional underwriting • The earliest an insured can request a change to Non Smoker is on or after the first policy anniversary *For more details on the underwriting evidence required, please refer to our smoking class change guidelines.

INVESTMENT OPTIONS	ACCUMULATION VUL
Selection of Investment Options	Extensive investment account options managed by some of the most impressive investment managers in the industry, including: • Lifestyle MVP Portfolios[4] • Fixed Account • Money Market Account[7]
Dollar Cost Averaging (DCA)[8]	• When the policy owner elects this option, a fixed dollar amount is transferred each month from one investment account to one or more of the other investment accounts, or to the Fixed Account • Due to market volatility, in some months the unit price will be lower, and at other times higher • Purchasing a fixed dollar amount over time in this manner can in some cases result in a better average share price • Monthly transfers continue until the policy owner directs us to terminate, or transfers automatically cease when the account transferred from is depleted
Asset Allocation Balancer	• Keeps the portfolio from becoming heavily weighted in a particular sector by automatically rebalancing assets based on the original investment guidelines • Policy owners may elect to rebalance monthly, quarterly, semi-annually or annually
Fixed Account Rate	
Current	As declared
Guaranteed	2.00%
Transfer Restrictions	
Investment Accounts	• Up to two transfers per policy month are permitted from any of the variable investment options (a 100% transfer from any account to the Money Market is not counted toward this limit). • We reserve the right to further restrict the frequency and dollar amount of transfers
Fixed Account	• The maximum amount transferable from the Fixed Account in a single policy year is the greater of $2,000, or 15% of the Fixed Account Value at the previous policy anniversary, or the amount transferred out of the Fixed Account in the previous policy year • Transfers from the Fixed Account to the Money Market Account are not allowed
Transfer Fee	• The first 12 transfers per policy year are free of charge • Subsequent transfers may be charged $25
Specified Monthly Deductions	Policy owners may select the investment option(s) from which they would like the monthly policy charges deducted (instead of proportionately across all allocated investments). This gives policy owners the option to have deductions taken only from the least volatile investments.

RIDERS[1] (separate charges may apply)	**ACCUMULATION VUL**
Disability Payment of Specified Premium (DPSP)	Pays a premium amount chosen by the policy owner (not to exceed $3,500 per month), if insured satisfies the elimination period for total and permanent disability. • Issue ages 20–60; $5,000,000 maximum Total Face Amount on all policies • Not available with increasing SFA or ROP • A separate monthly charge is deducted up to age 65 if this rider is selected
Return of Premium (ROP)	Provides an additional insurance amount equal to a percentage of premiums paid, up to 100%. • ROP increases cease at age 100, at which point the death benefit becomes level • Available only at issue with Death Benefit Option 1 • Not available in conjunction with increasing SFA, Disability Payment of Specified Premium, or LTC riders
Accelerated Benefit	Provides a "living benefit" if the insured is certified to be terminally ill with a life expectancy of one year or less. This provision allows the policy owner to receive 50% of the eligible death benefit, up to a maximum of $1 million. • The remaining death benefit is reduced by one year's interest at current loan rates on the benefit paid and by any administrative expense charge • Benefits may be taxable under current tax law. Policy owners should consult their personal tax advisors regarding the tax implications of benefits received under the Accelerated Benefit
Overloan Protection[5]	Creates a paid-up policy in situations where the policy has incurred excessive indebtedness. Waives future monthly deductions so that the policy does not lapse, thus preventing a taxable event. • Issue ages 0–84 • Exercise of the rider must meet stipulated conditions, including: – Policy must have been in force at least 15 years – Insured must have attained age 75 or older – Policy debt must exceed Total Face Amount – There must be sufficient Policy Value to cover the rider charge; additional conditions are shown in the Accumulation VUL Technical Guide and policy contract
Long-Term Care (LTC)[2]	Provides funds to help pay for qualified long-term care expenses by accelerating the death benefit. The Maximum Monthly Benefit Amount is based on 1%, 2% or 4% of the accelerated benefit pool elected at issue. The rider is available on level (Option 1) and increasing (Option 2) death benefit options.* • Not available with increasing SFA or ROP rider • The Long-Term Care pool can differ from the Death Benefit (LTC pool can never be greater)* • In New York, the LTC rider is only available when the Accelerated Benefit rider has also been elected • A separate charge is deducted if this optional rider is selected Note: If the LTC rider is selected, the maximum monthly benefit is $50,000 per insured *Not available in all states.

POLICY VALUES	ACCUMULATION VUL		
Asset Credit			
Current			
Years 1–10:	0.00% per month		
Years 11+:	0.0125% per month (0.15% equivalent annual rate)		
Guaranteed[9]			
Years 1–10:	0.00% per month		
Years 11+:	0.00% per month		
Policy Loans[6]	• Policy loans are available at any time after the policy is in force • Minimum loan amount is $500		
Policy Loan Rates	**Interest Charged**	**Interest Credited**	**Loan Spread[10]**
Current			
Years 1–10:	3.25%	2.00%	1.25%
Years 11+:	2.00%	2.00%	0.00%
Guaranteed[11]			
Years 1–10:	3.25%	2.00%	1.25%
Years 11+:	2.25%	2.00%	0.25%
Withdrawals	• Available after the first policy year • Minimum withdrawal is $500 • A partial surrender charge may apply • Partial withdrawals are factored into the Cumulative Premium Test and will impact the NLG calculations		
In Force Illustration	To ensure that your client's policy continues to meet objectives, we suggest that in addition to reviewing annual statements, in force illustrations are periodically requested. In force illustrations will provide an updated projection of the policy.		

POLICY CHARGES	ACCUMULATION VUL
Premium Charge Current and Guaranteed	Year 1: 8.00% Years 2-10: 6.00% Years 11+: 2%
Administrative Charge Current and Guaranteed	All Years: $20 per month
Per $1,000 Base Face Amount (BFA) Charge Current and Guaranteed	• Monthly charge per $1,000 of current BFA • Assessed in the first 10 policy years • Rate varies by issue age, and risk class, death benefit option and policy year • Per $1,000 SFA charge
Asset Based Risk Charge (ABRC) Current Guaranteed	The ABRC is charged monthly as a percent of the Policy Value allocated to the Investment Accounts. It does not apply to either the Fixed Account or Loan Account balances. All Years: 0.000% per month All Years: 0.025% per month (0.300% equivalent annual rate)
Cost of Insurance Charge Current Guaranteed	A charge per $1,000 of net amount at risk that is deducted monthly. • Mortality charge varies by issue age, gender, policy duration and risk class BSA, SFA, ROP • Based on the 2001 CSO Mortality Table
Surrender Charge Current and Guaranteed	• A Surrender Charge is deducted in the event of a full surrender, and is charged on a pro-rate basis for a withdrawal that results in a Base Face Amount decrease. • Surrender Charge rates vary by issue age, gender, face amount, premiums paid and policy duration • The charge grades down monthly over 10 years, and is 0% in years 11 and after

Strength. Stability. **John Hancock.**

John Hancock's strong ratings, as judged by the major rating agencies, are a comprehensive measure of the company's financial strength and stability. This is important because these financial ratings reflect the life insurance company's ability to pay claims in the future. With over 150 years of experience, John Hancock offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents, and distribution partners.

1. Insurance policies and/or associated riders and features may not be available in all states. Some riders may have additional fees and expenses associated with them. Refer to the product prospectus for additional information.
2. The Long-Term Care (LTC) rider is an accelerated death benefit rider and may not be considered long-term care insurance in some states. There are additional costs associated with this rider. The Maximum Monthly Benefit Amount is $50,000. When the death benefit is accelerated for long-term care expenses it is reduced dollar for dollar, and the cash value is reduced proportionately. Please go to www.jhsalesnet.com to verify state availability.
3. The No-Lapse Guarantee (NLG) is automatically included with Accumulation VUL. It guarantees that the policy will not default, even if the cash surrender value falls to zero or below, provided the NLG cumulative premium test (performed at the point of lapse) is met. The maximum duration of the NLG is 20 years and may be less at older ages. The duration of the benefit may be shorter in some states. In Illinois the NLG is called "Death Benefit Protection."
4. Allocating net premiums to a Lifestyle MVP Portfolio is designed to help reduce the market volatility that one may experience through the allocation of premiums to only one or a small number of investment options. There are risks associated with any investment, and it is possible to lose money by investing in the Lifestyle MVP Portfolios.
5. Subject to availability and limitations described in the policy. There may be additional requirements or tax implications when exercising the Overloan Protection rider, please refer to the policy for details.
6. Loans and withdrawals will reduce the death benefit and 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. Cash value available for loans and withdrawals may be more or less than originally invested. Withdrawals are available after the first policy year.
7. An investment in the Money Market B Portfolio is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the portfolio seeks to preserve the value of your investment at $1 per share, it is possible to lose money by investing in the portfolio.
8. Dollar Cost Averaging (DCA) does not assure a profit or protect against loss in declining markets. Since the DCA involves continuous investments in securities regardless of fluctuating price levels of such securities, a purchaser must be willing to continue such purchases through periods of declining prices.
9. The guaranteed asset credit for New York policies differs from that of other states. On a guaranteed basis, the asset credit is 0.00% in years 1–10 and 0.125% in years 11+. The current rate is the same for New York policies.
10. The loan spread is the difference between the loan rate charged and the interest rate credited to the policy's loan account.
11. Except in New York, the loan interest credited is guaranteed to be no less than this rate, and the loan interest charged and loan spread are guaranteed to be no greater than these rates. The guaranteed maximum loan spread for New York policies differs from that of other states. On a guaranteed basis, the spread is 1.25% in years 1–10 and 0.25% in years 11+. The current rate is the same as non-New York policies.

Please contact 1-888-266-7498, option 2 to obtain product and fund prospectuses (for New York, contact 1-800-743-5542, option 5). The prospectuses contain complete details on investment objectives, risks, fees, charges and expenses as well as other information about the investment company. Please read the prospectuses carefully containing this and other information on the product and the underlying portfolios and consider these factors carefully before investing. Product and/or product features may not be available in all states.

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges. Variable universal life insurance products are subject to market risk and are unsuitable as a short term savings vehicle. Cash values are not guaranteed and will fluctuate, and the policy may lose value.

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The Lifestyle MVP Portfolios in John Hancock Trust described above are not mutual funds available to the retail public and are only available under John Hancock's variable annuity contracts or variable life insurance policies or through participation in certain tax-qualified retirement plans. Past performance is no guarantee of future results.

Guaranteed product features are dependent upon minimum premium requirements and the claims-paying ability of the issuer. This material is for informational purposes only. Although many of the topics presented may also involve tax, legal, accounting, or other issues, neither John Hancock nor any of its agents, employees, or registered representatives are in the business of offering such advice. This material was not intended or written to be used, and it cannot be used, for the purpose of avoiding any penalty that may be imposed by the Internal Revenue Service. This material may have been written to support the promotion or marketing of the transactions or topics addressed by the written material. Individuals interested in these topics should consult with their own professional advisors to examine legal, tax, accounting, or financial planning aspects of these topics.

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ADVISOR TRAINING

Building a Customized Family Protection Plan

For use with concept brochure, LYC8442

When you start working with a family, it's important to talk about the parents' life insurance needs first. The parents' income is what the family relies upon to pay for expenses and that is the most important thing to protect.

Short-term needs for parents may include:

- An outstanding mortgage
- Cancellation of debts
- Providing an emergency fund
- College education

Long-term needs for parents may include:

- Final expenses
- Income replacement
- Social Security maximization

Social Security maximization refers to the beneficiary needing to offset the loss of Social Security income upon the death of a spouse.

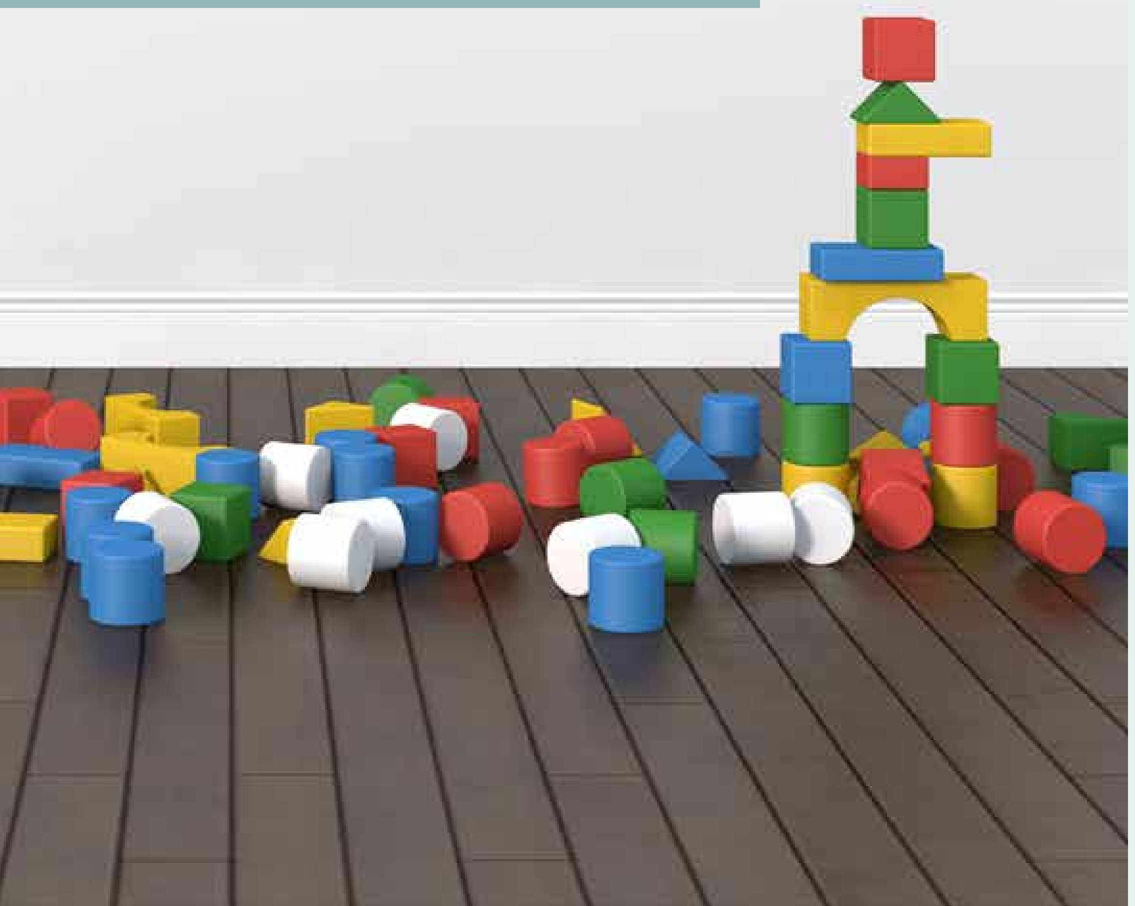
If long-term needs increase, most term policies have conversion privileges. It's important to discuss when these privileges can be used so the client is aware of the deadlines to use this privilege.

Once you have had a conversation about the parents' needs, the next step is to have a conversation about why their children may also need life insurance.

- When discussing the need for life insurance on a juvenile, it is typically easier to discuss that you are trying to help guarantee their future insurability, or that you are starting a plan that can help the child accumulate a cash value they can access in the future. Although the premature death of a child may be an important reason to carry life insurance on a child, some parents may be uncomfortable facing that there may be a need to pay for their child's final expenses.
- The life insurance for the children is considered a long-term need because the reason they need life insurance may change, but there will always be a need for some life insurance.

In the brochure, this sales concept focuses only on the death benefit protection; however, a universal life insurance policy, which offers a cash accumulation component, could also be used to solve additional needs. This applies to both the parents and children.

Having the right life insurance in place can make a world of difference for your family's future. At first glance, you may think the amount you need appears to be unaffordable. But, most likely, not all of your life insurance needs are long-term needs. Some, you only need to cover for a short period of time and can be handled by less expensive term insurance – which makes the cost of securing your family's future more budget friendly.



Underwritten by:

UNITED OF OMAHA LIFE INSURANCE COMPANY
3300 Mutual of Omaha Plaza
Omaha, NE 68175
mutualofomaha.com
800-775-6000

COMPANION LIFE INSURANCE COMPANY
Hauppauge, NY 11788-2934
800-775-6000

UNITED OF OMAHA LIFE INSURANCE COMPANY
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Building a Protection Plan for Your Family

63665

Covering Your Family's Short-Term and Long-Term

Life Insurance Needs

For most families, there are two types of life insurance needs: short term and long term.

- **Short-term needs** – can include mortgage and debt cancellation, providing an emergency fund and, for some, funding a college education
- **Long-term needs** – include covering final expenses, income replacement and Social Security replacement income

Build the Foundation for Your Protection Plan

Life insurance policies are designed to help cover the two types of needs. There are policies that offer **term insurance (short-term, or temporary, needs)** and **permanent insurance (long-term, or permanent, needs)** protection.

In addition, you can **guarantee future insurability for your children** – no matter what their future health or occupation – by putting coverage in place for them now.

Here's How It Works

Short-term Needs	Long-term Needs
Mortgage: $250,000	Final expenses: $30,000
Other debt: $35,000	Income replacement: $253,964
Emergency fund: $15,000	Social Security Max (will be covered by income replacement fund)
College education (two children) : $296,048	Life insurance for each of two children: $25,000 X 2 = $50,000
Total: $596,048	**Total: $283,964** **Total for children: $50,000**

And here's how the needs translate into life insurance coverage.

Needs	Product and Cost
Short-term needs	Term insurance: $596,048 Monthly premium: $116.96
Long-term needs	Permanent insurance: $283,964 Monthly premium: $185.80
Long-term need: Life insurance for son, age 7	Permanent insurance: $25,000 Monthly premium: $11.50
Long-term need: Life insurance for daughter, age 3	Permanent insurance: $25,000 Monthly premium: $7.75
	Total amount of life insurance: $880,012 **Total life insurance for children: $50,000** **Total monthly premium: $322.01**

This illustration is for example purposes only.

Family Protection – An Overview

Term life insurance helps cover your short-term needs with a less expensive form of protection.

Permanent life insurance helps cover your long-term needs.

Purchasing life insurance for your children today guarantees and protects their coverage on that policy as long as it is kept in force, no matter what changes occur in their health status or what occupation they choose in life.

Once you put this family protection plan in place, you have taken a step toward taking care of your family's life insurance needs.

[Agent Photo]

[Agent name]
[Agent phone number]
[Agent email address]
[Agent license number]

North American Company
for Life and Health Insurance
Since 1886

Life

Using Life Insurance To Help Pay for College

Gain Death Benefit Protection & Help with Tuition Costs

Client Brochure

168NM-2 10/16

Achieve financial protection and help pay for the increasing costs of college tuition.

The primary purpose of life insurance is to provide a death benefit to beneficiaries. This benefit protection can make life insurance an attractive choice for creating a self-completing plan to help fund a college education.

While many people are aware that the cost of a college education has been on the rise, many underestimate just how large this cost has grown. According to the 2015 Trends in College Pricing published by The College Board, over the past decade, the published in-state tuition and fees for four-year public colleges and universities grew at an average rate of 2.9% per year beyond the rate of inflation.* At the same time, many families lack life insurance protection, which many consider to be the cornerstone of financial protection. Recent studies show that four in ten U.S. households have no life insurance coverage at all,** which leaves them vulnerable should the primary breadwinner die unexpectedly. What many people may not realize is that with the right life insurance policy, you can secure needed death benefit protection while gaining a way to help pay for college education.

* Trends in College Pricing. © 2015 The College Board. www.collegeboard.com.

** Life Insurance and Market Research Association (LIMRA) 2015 Insurance Borometer Study.

KEY QUESTIONS	ITEMS DISCUSSED
Why life insurance?	Learn how life insurance can meet death benefit protection needs and help pay for college education.
Who can benefit?	Explore whether using life insurance to help fund college tuition costs is right for you.
How does it work?	Discover the steps to financially protect what's important while fulfilling the desire to help pay for college.

Why life insurance?

Your personal savings should be the primary source for college funding. However, that comes with a challenge: if the family's primary breadwinner dies prematurely, the personal savings plan typically comes to an abrupt end. In this situation, a life insurance policy can help. The policy's death benefit could be used to help pay college tuition costs.

Another key benefit of permanent life insurance, is that it has the potential to accumulate cash value on a tax-deferred basis.[1] Those funds can then be accessed while the insured is living to help pay for college costs.

Some of the advantages of a permanent life insurance policy include:

- **Parental stewardship.** The policyowner has control of the policy's potential accumulated cash value. Should plans change, the accumulated cash value can be used for other purposes without tax consequences.[2]
- **Tax-deferred growth.** Cash values within a life insurance policy generally grow tax-deferred.[1]
- **Policy loan options.** Different loan options are available to help you access the potential cash values within your policy.[3]

Who can benefit?

There are a few items to consider before using life insurance for death benefit protection and a way to help pay for tuition costs:

- Are you in need of life insurance protection to help ensure your family is financially protected?
- Do you have a child or children up to 13 years old?
- Are you concerned about college tuition costs?
- Are you possibly looking to help supplement income in your retirement years?

It's important to explore your options and to work with your life insurance representative to gain a clear picture of your needs. There are costs with life insurance. Permanent life insurance policies require monthly deductions to pay the policy's charges and expenses, some of which will increase as you get older. These deductions may reduce the cash value of the policy.

How does it work?

After a thorough needs-based discussion with your life insurance representative, you select a life insurance policy that matches your needs. The basic steps typically include:

- Purchase of a permanent life insurance policy. The policy provides death benefit protection and a way to help accumulate cash value on a tax-deferred basis.[1]
- If the unexpected happens and you die prematurely, the life insurance death benefit would be paid generally income tax-free[2] to beneficiaries.
- Alternatively, when it comes time for you to pay tuition costs, you may access the policy's potential cash values through generally tax-free loans or withdrawals.[3]
- After helping to pay tuition costs, you may reposition the policy for other possible needs, like helping to supplement your retirement income.

Get started today. Contact your North American representative and financially protect what's important now, while helping to fund a college education.

North American Company
for Life and Health Insurance
Since 1886

Life

North American Company for Life and Health Insurance has been providing quality life insurance products since 1886. As one of the leading life insurance companies in the U.S., we'll make it as easy as possible for you to become one of our insureds. Please visit our Website at www.NorthAmericanCompany.com to find out more about our company.

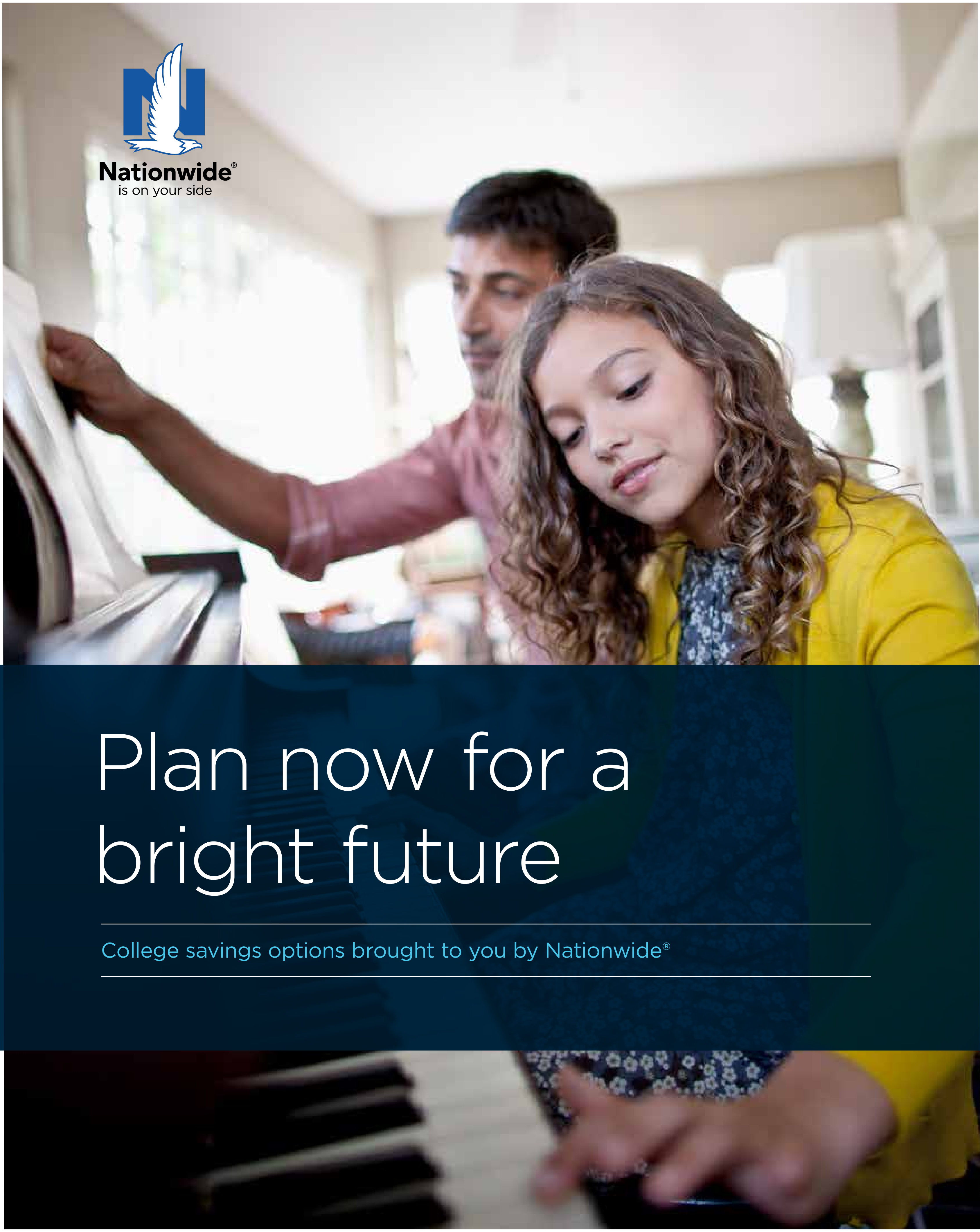
1 The tax-deferred feature of universal life or indexed universal life insurance is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your needs. Before purchasing a policy, you should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.

2 Neither North American Company nor its agents give legal or tax advice. Please consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

3 Policy loans from life insurance policies generally are not subject to income tax, provided the contract is not a Modified Endowment Contract, as defined by Section 7702A of the Internal Revenue Code. A policy loan or withdrawal from a life insurance policy that is a Modified Endowment Contract is taxable upon receipt to the extent cash value of the contract exceeds premium paid. A policy loan or withdrawal from a life insurance policy that is a MEC is taxable upon receipt to the extent cash value of the contract exceeds premium paid. Distributions from MECs are subject to federal income tax to the extent of the gain in the policy and taxable distributions are subject to a 10% additional tax prior to age 59½, with certain exceptions. Policy loans and withdrawals will reduce cash value and death benefit. Policy loans are subject to interest charges. Consult with and rely on your tax advisor or attorney on your specific situation. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.

The primary purpose of life insurance is to provide a death benefit to beneficiaries. Because of the uncertainty surrounding all funding options except savings, it is critical to make personal savings the cornerstone of your college funding program. However, even a well-conceived savings plan can be vulnerable. Should you die prematurely, your savings plan could come to an abrupt end.

To protect against this unexpected event, life insurance may be the only vehicle that can help assure the completion of a funding plan. In addition to the financial protection aspect of insurance, the tax-deferred buildup of cash values can be part of your college savings plan. Generally, if the policy is not a Modified Endowment Contract then tax-free withdrawals can be made up to the contract's cost basis. Moreover, if the policy is not a Modified Endowment Contract, then loans in excess of the cost basis are also tax free as long as the policy remains in force.



Nationwide®
is on your side

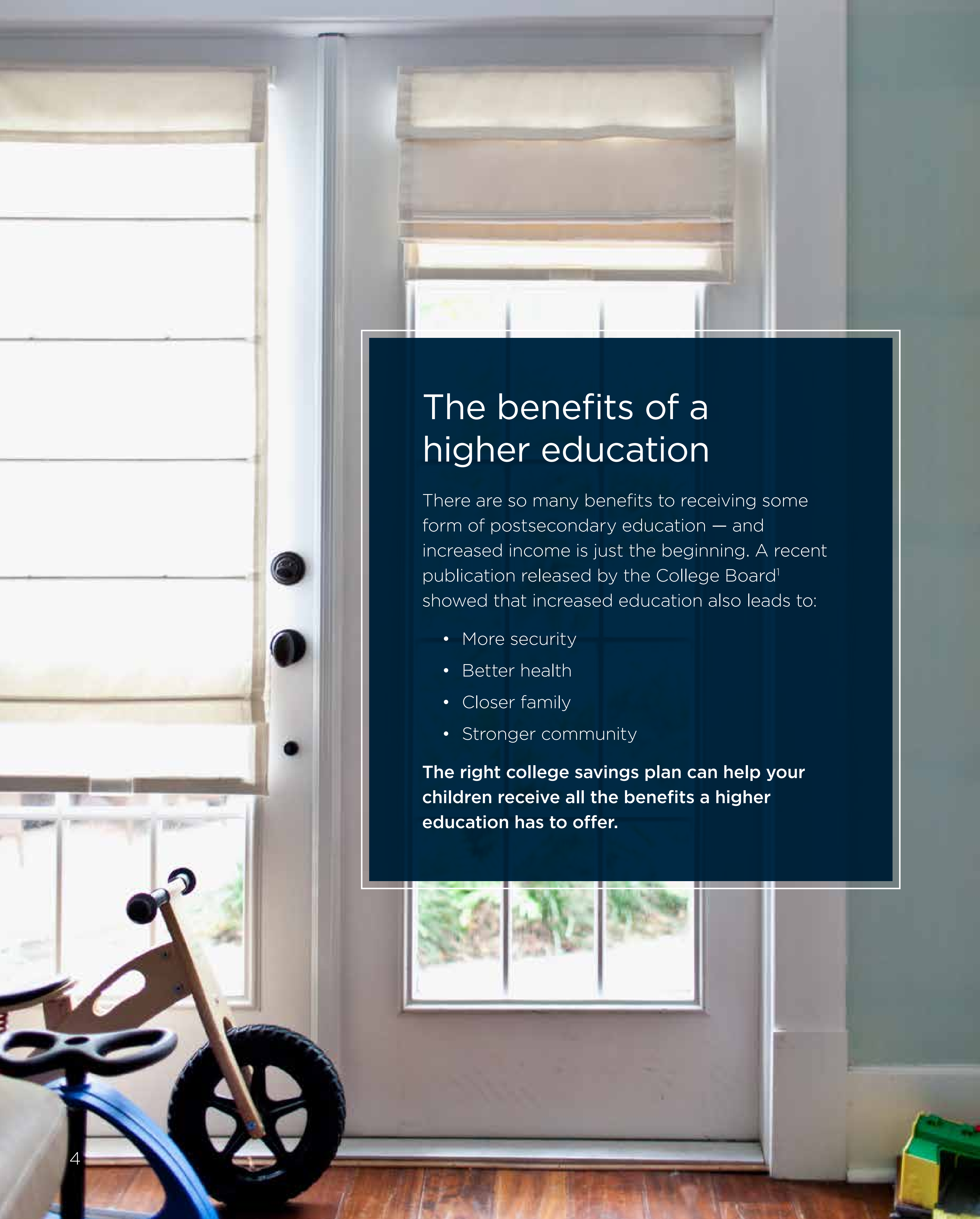
Plan now for a bright future

College savings options brought to you by Nationwide®

Many parents want to give their children the tools they need to succeed in life, including some form of higher education. But knowing the best way to save for that education can be challenging — especially if you're saving for retirement at the same time.

Many options are available to you, though, and this brochure is designed to provide the information you need to help put a college savings plan in place that works for you and your family.

What's inside?



The benefits of a higher education

There are so many benefits to receiving some form of postsecondary education — and increased income is just the beginning. A recent publication released by the College Board[1] showed that increased education also leads to:

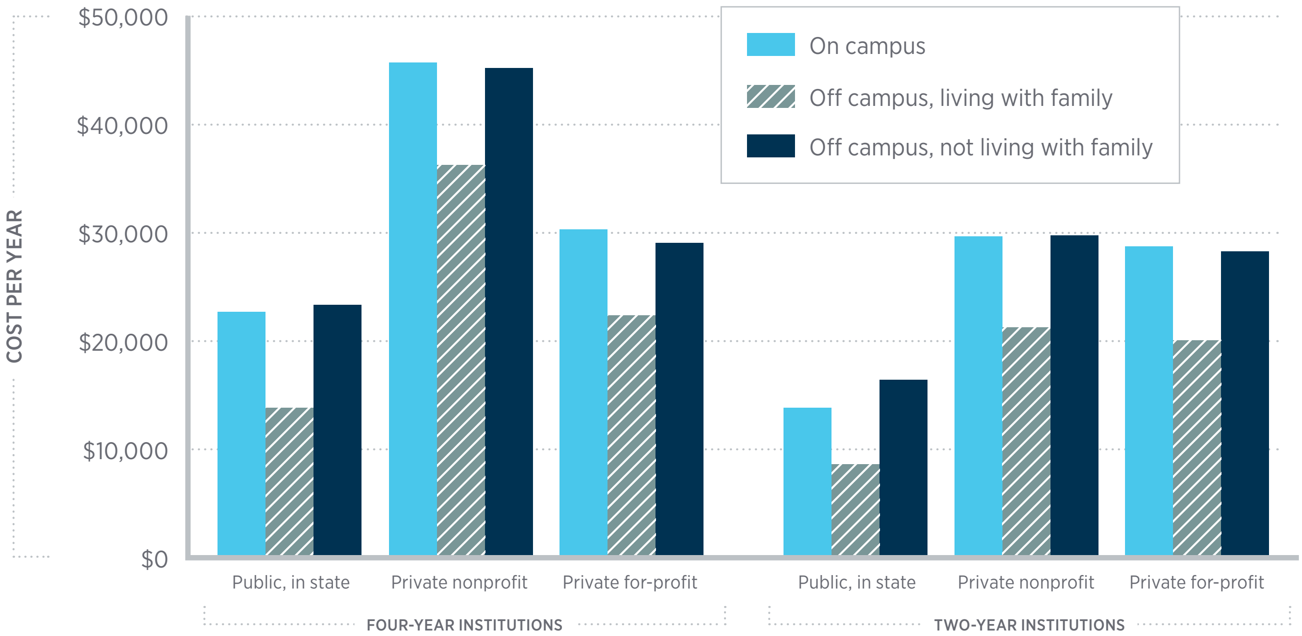
- More security
- Better health
- Closer family
- Stronger community

The right college savings plan can help your children receive all the benefits a higher education has to offer.

Understanding the cost

Will your child be accepted into an Ivy League school, or choose a state school? Either way, it helps to know what each option costs as you start the planning process.

Average total cost of attending degree-granting institutions for first-time, full-time students, by level and control of institution and student living arrangement: academic year 2014–15[2]



As you can see in this chart, attending a private school costs about twice as much as attending a public school in your own state.

These costs continue to rise at a rate of roughly 5% per year, so the time to start planning is now.

The average cost for a four-year education for students enrolling in 2024 is estimated to be $127,444.[3]

1 http://advocacy.collegeboard.org/five-ways-ed-pays/home, 02/14/13.

2 http://nces.ed.gov/pubs2016/2016144.pdf, May 2016.

3 http://www.collegecalc.org/calculators/plan-and-save/?age=10&cost=20000, average public, in-state tuition, 11/08/16.

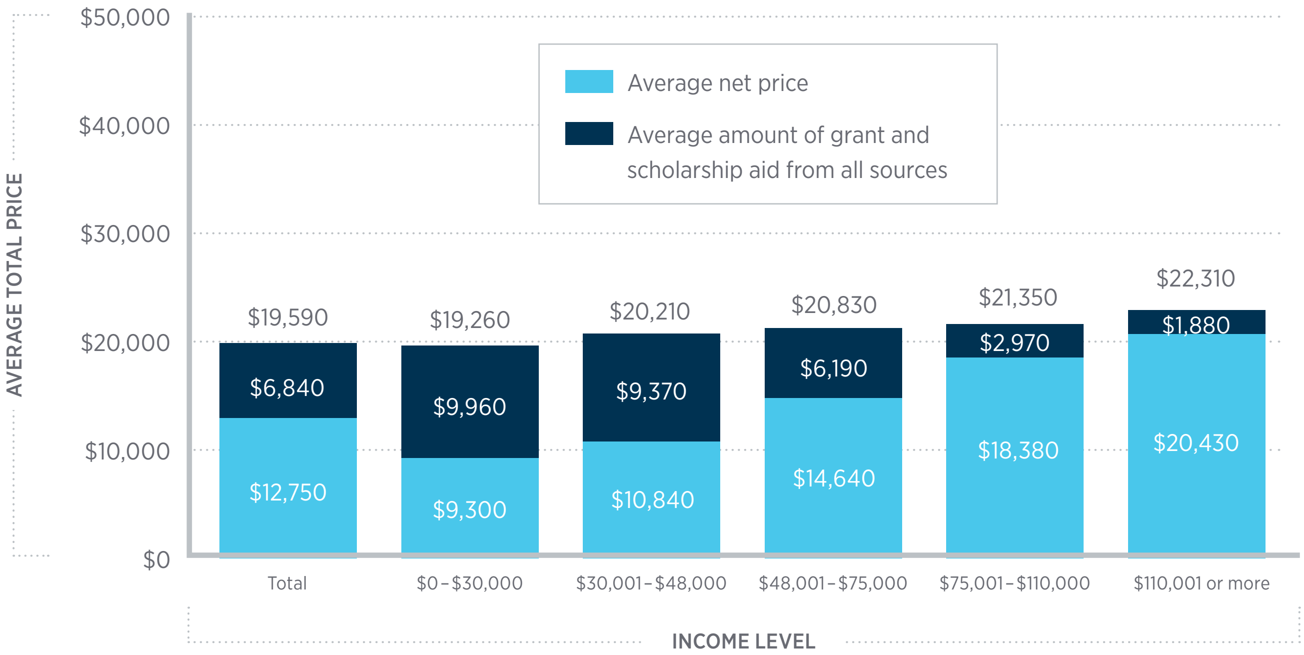
Know your funding options

Now that you have a better idea of the costs, it's time to review some of the funding options available.

Scholarships, financial aid or loans

Many students will receive some form of financial aid, including grants, scholarships and/or loans. Even with this help, a large portion of tuition and expenses may not be covered.

Average total cost, net price, and grant and scholarship aid for first-time, full-time students paying in-state tuition and receiving aid at 4-year public institutions, by family income level: academic year 2013–14[4]



The "All income levels" section of this chart indicates that the average amount of aid received by students was less than 35% of the average total price.

Many of us would like to be able to pay for all of these additional costs out of current income, but that's not always a realistic solution. Luckily, a number of tax-advantaged options are available to help you build a college funding account.

[4] http://nces.ed.gov/pubs2016/2016144.pdf, May 2016.

Coverdell Education Savings Account (ESA)

By making nondeductible contributions to a Coverdell ESA prior to a child's 18th birthday, parents, grandparents, aunts, uncles, friends and neighbors — even companies and organizations — can help fund his or her education.

Other important information about Coverdell ESAs:

- Withdrawals will be free of federal income tax when used for qualifying education expenses
- Withdrawals for any other purpose are subject to income tax and a 10% tax penalty
- Covered expenses include tuition and fees, computers, books, school supplies, tutoring, uniforms, room and board (for students who are at least half-time students), and more
- Maximum annual income limits for donors: $220,000 for joint filers, $110,000 for individuals
- Contributions can't be made after the beneficiary attains age 18
- Special estate and gift taxes apply

Custodial accounts

You could also use a taxable investment account, which offers more flexibility, to build a college fund. There is no limit on annual contributions or the contributor's income level.

If you are the child's parent, you may wonder whether to title this account in your name, or set up a custodial account in the child's name under the Uniform Gifts to Minors Act (UGMA) or Uniform Transfers to Minors Act (UTMA).

The differences between keeping the account in your name and transferring the funds to the child under UGMA or UTMA are detailed here.

	Taxable account in your name	Custodial account in child's name
Taxes	All earnings taxed at your personal tax rate	Children under age 19 and dependent full-time students under age 24 with unearned income of less than $2,000 will be taxed at the child's tax rate; unearned income received over $2,000 may be taxed at the parent's tax rate
Eligibility for financial aid	Colleges expect you to use a lower percentage of your own assets for college expenses	Colleges expect the child to use a higher percentage of the assets in his/her name for college expenses
Control	You have full control over how the money is used	Your child can use the money for anything at age 18 or 21, depending on state law

Section 529 College Savings Plan

Section 529 College Savings Plans are sponsored by individual states but are generally open to any other state's residents.

When you make a nondeductible contribution to a 529 Plan, you can select investments from a variety of professionally managed portfolios. Your choices usually include one or more age-based portfolios, making it easy to shift from a more aggressive to a more conservative asset allocation as your child nears college age.

Earnings are tax deferred and education-related withdrawals are free of federal income tax; however, funds may be used only for college or graduate-school expenses. Other key features include:

- No income limit for donors
- Possible state tax deduction for in-state participants
- Special estate and gift taxes apply; the gift provision allows the donor to treat gifts in a single year as if they were made proportionately over five years; for example, a donor can give $70,000 in one year and treat it as if $14,000 were given in that year and each of the following four years, using the exclusions applicable to each year

Individual Retirement Account (IRA)

You can take distributions from your IRA — whether a traditional IRA, Roth IRA or SIMPLE IRA — to pay for qualified higher education expenses without having to pay the 10% early distribution penalty. These distributions are still subject to income taxes.

Distributions from your IRA can be used to cover educational expenses for you, your spouse, your children or grandchildren, or your spouse's children or grandchildren.

It's also important to note that:

- Qualified expenses include tuition, fees, books, supplies, equipment required for enrollment or attendance, and room and board (as long as the student is enrolled at least half-time)
- Eligible educational institutions include any college, university, vocational school or other postsecondary educational institution eligible to participate in a student aid program administered by the U.S. Department of Education
- There is no limit on the amount you can withdraw
- Any amount withdrawn above the adjusted qualified educational expenses (total expenses minus other tax-free assistance) will be subject to the 10% early distribution penalty

Any funds not used for educational purposes are still available within the IRA for retirement income later on.

Please remember, neither Nationwide nor its representatives give tax advice. Please consult your tax advisor for answers to your specific questions.

How they compare

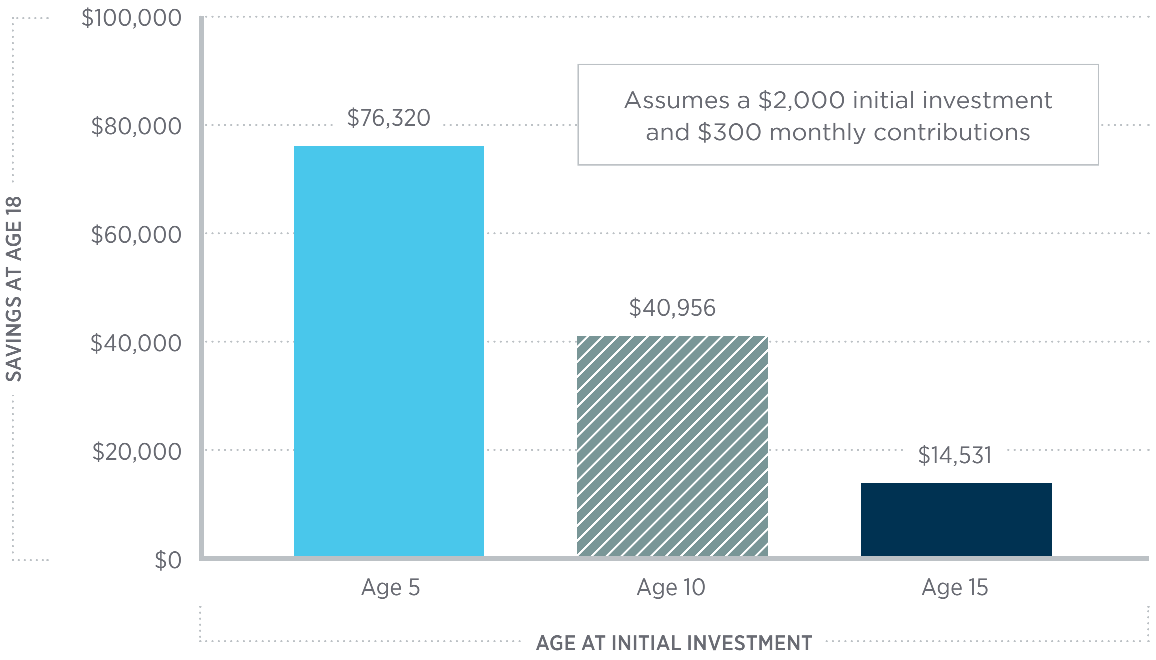
	Coverdell ESA	Custodial account (UGMA/UTMA)	529 College Savings Plan	IRA
Tax treatment of earnings (Contributions nondeductible)	Tax free when used to pay qualified education expenses	Children under age 19 and dependent full-time students under age 24 with unearned income of less than $2,000 will be taxed at the child's tax rate; unearned income received over $2,000 may be taxed at the parent's tax rate	Tax free when used to pay qualified education expenses	Subject to ordinary income taxes; qualified educational expenses are not subject to the additional 10% tax for early distribution
Child's access to fund	Can use only for qualified education expenses	Unlimited access at age 18 or 21, depending on UGMA/UTMA state law	Can use only for qualified education expenses	No access; you retain control of the account
Eligibility for financial aid	Included in child's expected contribution	Included in child's expected contribution	Included in parents' expected contribution	Not included in parents' expected contribution
Investments	Broad choice	Broad choice	Preselected portfolios only	Broad choice
Treatment of unused funds	May be used for another family member's education	Belongs to child	May be used for another family member's education	May still be used for retirement
Maximum annual contribution	$2,000 per child, from all sources	Unlimited, but transfers of more than the annual gift tax exclusion (currently $14,000 per donee), may be subject to the federal gift tax	Varies by plan	Varies by year; 2013 contribution limit is $5,500 ($6,500 if you are age 50 or older)

Why the time to start saving is now

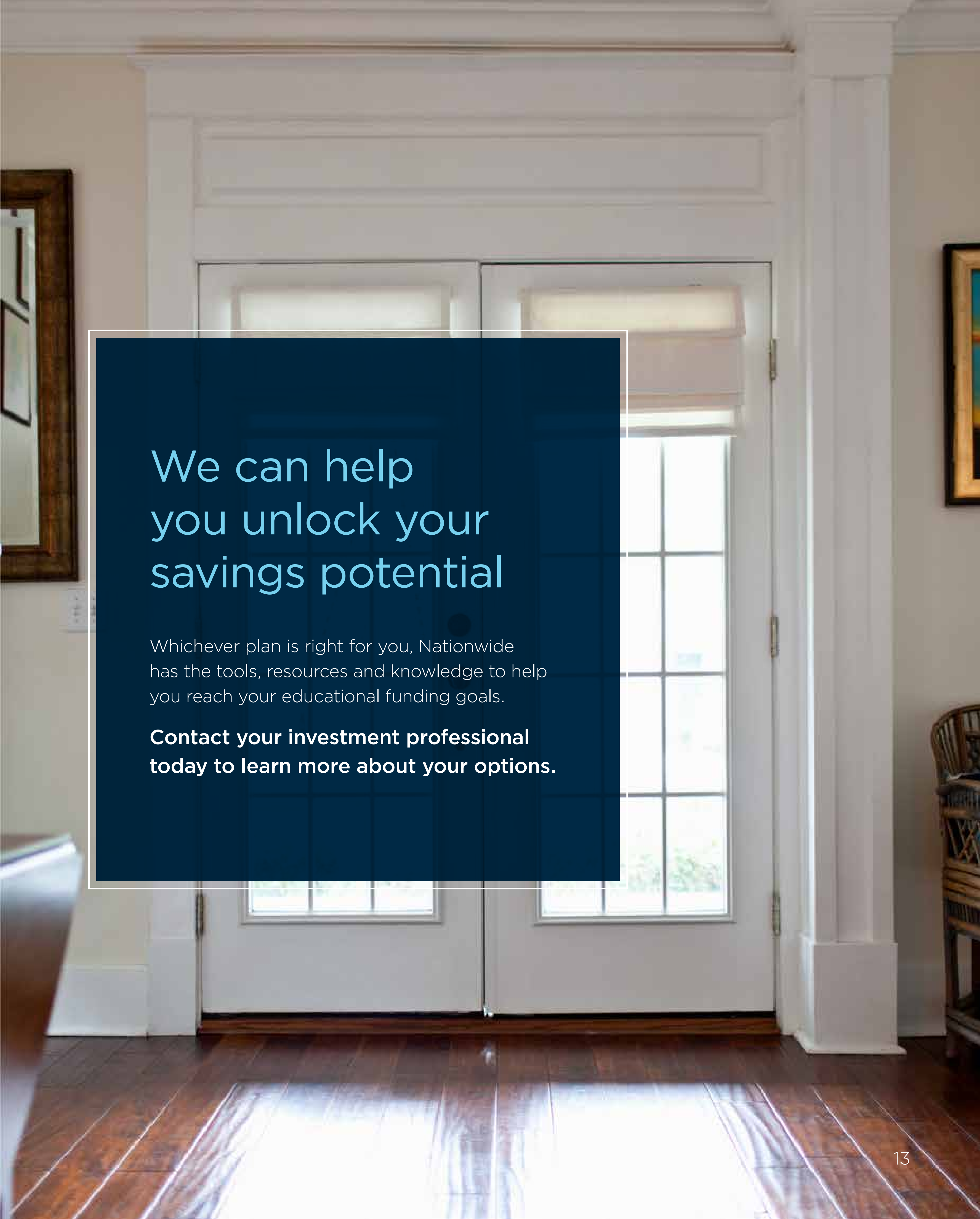
Tax-advantaged funding options aren't the only way to help make the most of your college funding resources. By starting early and regularly adding to your college funding account, you can put the power of compounding to work for you.

The benefits of starting early

This hypothetical illustration assumes a 6% rate of return compounded one time annually. Totals are rounded to the nearest dollar.



In this example, the parent of the 10-year-old would need to make monthly contributions of more than $595 to have the same amount saved at age 18 as the parent of the 5-year-old. So, don't delay — the sooner you start investing, the more opportunity you have to benefit from compound growth.



We can help you unlock your savings potential

Whichever plan is right for you, Nationwide has the tools, resources and knowledge to help you reach your educational funding goals.

Contact your investment professional today to learn more about your options.

Principal®

Principal Universal Life Accumulation II℠

Save today — so you can savor tomorrow

BB10843-04

Protect your family or business

You have many people in your life who depend on you. Are you confident they'll be taken care of financially when you pass away? Don't worry — help is available.

The death benefit[1] provided through permanent life insurance offers protection for your lifetime, as long as you make sufficient payments to keep the policy active. Plus, the benefit paid to beneficiaries is generally free of income tax and potentially estate tax, as well.

This tax-advantaged financial support can help:

Ensure a more comfortable retirement

Pay final expenses and any remaining debts

Pay for your children's college

Enable a family business to continue in your absence

Build more for retirement

As you save for retirement, do you envision a future in which you have the financial freedom to do what you choose? That's a worthy goal. But sometimes traditional retirement savings plans aren't enough to make this possible.

Principal Universal Life Accumulation II (UL Accumulation II) can help. It offers the potential to accumulate cash and access it later in a tax-friendly way.

When you make a payment to your policy, a portion of it goes to the life insurance benefit that protects your family or business. Any remaining amount goes toward building policy value.

Your policy value grows tax-deferred, so it accumulates faster than if earnings were taxed each year. And when you make a withdrawal later, it's received income tax-free. This can help diversify your retirement income from taxable sources and allow you to draw down your assets in a tax-efficient manner.

Plus, unlike other types of tax-deferred assets such as Individual Retirement Accounts and 401(k) plans, there's no penalty for withdrawals prior to age 59½.

Growth you can count on

Your policy's cash value earns interest based on a rate set by us. This rate can change over time, but it's guaranteed to never be less than 2%. So you get the certainty of steady, predictable growth — unlike some life insurance policies whose cash value is based on stock market performance.

Take cash when you need it

From financing that kitchen makeover you've been planning to funding your kids' college tuition, your insurance can help you meet a variety of needs that may come up.

The accumulated funds in your policy are available to you using partial surrenders and/or policy loans.[2] And withdrawals are generally received free of income tax, so you keep more of what you've earned.

Your policy can help you deal with unexpected challenges, too. The **Chronic Illness Death Benefit Advance Rider**[3] allows you, under certain conditions, to take an advance against your policy's death benefit (an accelerated benefit) and use it for your own needs. There's nothing extra you have to do to get the rider. It's automatically added to your policy as long as you qualify.

About 80% of older adults have one chronic disease.*

* NCOA.org, Chronic Disease Self-Management Facts, October 2016

What you should know about taking accelerated benefits

- Each accelerated benefit payment reduces your policy's death benefit by the amount requested. An administrative fee is also applied.
- The accumulated value and policy surrender charges are reduced proportionately.
- Any outstanding loan is proportionately repaid from the proceeds of the accelerated benefit payment.
- Taking an accelerated benefit could be taxable, so consult with your personal tax advisor before making a claim.

Enjoy more flexibility

When you purchase your policy, you can choose the amount of coverage you want, the length of time you wish the coverage to be guaranteed for and the frequency of your payments.

We offer three death benefit options. The one you select determines what your beneficiary will receive[4] and the cost of your policy:

- Option 1 = the face amount (the initial amount of your coverage)
- Option 2 = the face amount plus any accumulated cash value
- Option 3 = the face amount plus premiums you've paid less withdrawals you've taken

If your situation changes over time, you can raise or lower your death benefit amount[5], within limits.

A young family's story

A husband and wife in their late 40s have three children. Both of them work full time, and they've made progress toward their financial goals. However, they still have concerns.

Goals	Concerns
They want to provide for their family if something happens to either of them.	They both have term life insurance through work that expires if they leave their employers or when they reach a certain age.
They want to help the kids with the costs of college.	Other assets they have are taxable and potentially count against qualification for college financial aid.
They want to save for the retirement they've dreamed of — lots of travel and time with family.	• Despite contributing the maximum to their employer-sponsored 401(k) plans, they may not be able to save enough because of contribution limits based on their income. • At retirement, taxes on income from the 401(k) plans can erode gains and leave them with less.

A solution

They consult with their financial professional and agree that a UL Accumulation II policy can help them meet their goals.

They get ...	And the benefit is ...
Permanent life insurance	As long as they pay sufficient premium, coverage won't expire.
An additional savings source	• An income tax-free asset they can use to supplement their taxable qualified assets. • Steady cash-value growth not affected by stock market swings. • No penalty on withdrawals prior to age 59½ or limits to how much they can pay into their policy based on income. • Access to cash should they be affected by a chronic illness, allowing them to leave other retirement assets intact.

Customize your policy

A package of base riders is automatically included on the policy, as well as some optional riders.[6] A rider is an additional benefit added to the policy to expand or enhance your coverage. Your financial professional can help you identify the right ones for your unique needs.

Base riders: Automatically included on the policy, subject to state availability and qualification requirements, at no additional charge unless used.

Change of Insured Rider — Permits you to replace the current insured with a new insured in business situations.

Chronic Illness Death Benefit Advance Rider — Allows you to receive some of the death benefit early if diagnosed with a chronic illness.

Cost of Living Increase Rider — Helps you keep pace with inflation by allowing you to increase your insurance coverage with no additional underwriting.

Life Paid-Up Rider — Helps protect your policy from lapsing if you have a large policy loan, subject to the conditions of the policy.

Terminal Illness Death Benefit Advance Rider — Allows you to receive some of the death benefit early if diagnosed with a terminal illness.[7]

Optional riders: May be added to your policy, subject to state availability, at a cost.

Children Term Insurance Rider — Provides term insurance coverage for all your children, within covered ages.

Salary Increase Rider — Provides the option to increase your insurance coverage to keep up with your rising salary. It's only available for business cases.

Surrender Value Enhancement Rider — Waives a portion of the cash surrender charges if the policy is terminated within the first seven years, except in cases of policy replacement. It's only available for business cases.

Waiver of Monthly Policy Charge Rider — Waives the monthly charges for your policy (not the full premium amount) if you become disabled.

What happens next if I decide to purchase?

If this policy is the right choice for you, your financial professional will work with you to get started. Here's what you can expect next:

- You'll review an illustration to see how your policy might perform in different hypothetical scenarios based on the level of premium payment you're comfortable with.
- You'll complete an application.
- You'll begin the underwriting process. It may sound intimidating, but it's really not.
  - It's simply a way to determine an appropriate risk class for you based on factors such as your age, gender, current physical condition and medical history, financial background, personal habits, occupation and relevant hobbies (such as aviation or scuba diving). Your risk class determines the cost of your insurance.
  - Depending on your personal situation, you may qualify for a faster underwriting process known as Principal Accelerated Underwriting℠, which means we gather less information from you and the process is usually quicker.
- After you've been approved and we receive your initial payment, you'll receive your policy. It contains all the detailed information — kind of like the owner's manual for your car. Keep it somewhere safe.
- As a courtesy at the end of each policy year, you'll receive an annual statement.

Contact your financial professional today to learn more about UL Accumulation II.

A quick review

This type of insurance product may be a good fit if you:

- Need life insurance coverage that provides the opportunity to save more for the future.
- Desire a back-up plan to help with additional expenses in the event of a long-term medical condition.
- Prefer the predictable growth of a policy with a fixed interest rate to the potential volatility of an account whose performance is based on the stock market.

Principal®

principal.com

All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company.

[1] In exchange for the death benefit, life insurance products charge fees such as mortality and expense risk charges and surrender fees.

[2] Withdrawals and loans may decrease the amount of death benefit and cash accumulation value. Surrender charges and other policy charges may apply to distributions taken from the policy.

[3] Availability varies by state.

[4] The death benefit paid to your beneficiary would be reduced by any partial withdrawals, policy loans or accelerated benefits taken.

[5] Increasing the face amount after policy issue may be subject to additional underwriting and surrender charges.

[6] The policy rider description is not intended to cover all restrictions, conditions or limitations that may apply. See the rider for full details. Riders are subject to state variations. Some riders may not be available in all states. Some riders may require additional premium. Riders issued by Principal Life Insurance Company are available in New York only.

[7] There is no charge to have the rider. However, the benefit is considered a lien against the policy and accrues interest, which will reduce the amount of death benefit paid to your beneficiary.

Principal National Life Insurance Company and Principal Life Insurance Company, Des Moines, Iowa 50392-0002

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Principal National Life Insurance Company Policy Form: SN 76; Rider Forms: SN 7, SN 8, SN 9, SN 10, SN 11, SN 25, SN 38, SN 41 A, SN49, SN 54, ICC14 SN 92/SN 92 and ICC14 SN 93/SN 93

Principal Life Insurance Company Policy Form: SF 913NY/SF 913NY U; Rider Forms: SF 612NY, SF 729NY A, SF 794NY, SF 803NY/SF 803NY U, SF 804NY, SF 879 A, SF 892NY, SF 898NY, and SF 933NY

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Not FDIC or NCUA insured

May lose value • Not a deposit • No bank or credit union guarantee
Not insured by any Federal government agency

Need Help Funding College Expenses?
Life Insurance Can Help

If you're looking for a smart way to help pay for a child's college education, here's an approach you might not have considered. It's a cash value life insurance policy called Freedom Global IUL II℠ from Transamerica Life Insurance Company.

Why life insurance is a smart choice

First, since it's a life insurance policy, the tax-free death benefit can help guarantee that there will be funds to put toward college tuition in the event of the unexpected. But, it also has built-in flexibility, so it can be a source of funds while you're living – funds that can be used for many purposes, including college expenses or retirement. The Freedom Global IUL II℠ from Transamerica Life is an excellent choice to protect your family today and help ensure a brighter tomorrow.

Some of the advantages a Freedom Global IUL II offers:

- No exposure to market declines
- Deferred taxes on any earnings
- Tax-free withdrawals and loans[1]
- Federal income tax-free death benefit to help ensure funds are available to help pay for college, or supplement the income of surviving spouse should a premature death occur
- Flexibility to use the policy's cash value for any purpose.

How does it work?

Meet Ken, 55, and Rita, 53, who have one granddaughter, Emma, age 3. Ken and Rita would like to help Emma pay for a 4-year public college education. However, Ken also hopes to retire at age 65. Although he currently has a pension and 401(k) account, Ken is concerned about having enough income for when he retires as well as providing for loved ones in the event of his premature death.

Ken and Rita worry about:

- Helping Emma pay for college since college expenses keep rising every year
- Depleting Ken's retirement assets due to economic changes and stock market volatility.
- Being able to access funds for any purpose, if Emma decides not to go to college.

Ken and Rita realize that life insurance is a smart way to help pay for college for their granddaughter in case one or both of them aren't around. They also like the idea of cash value life insurance to help fulfill both the need to fund their granddaughter's college tuition and to have access to the funds in case they need to supplement their retirement income. They generally have a conservative outlook when deciding what to do with their money, and they know that finding the right life insurance product can be critical to their long-term success. Ken and Rita like the idea that a Freedom Global IUL II from Transamerica Life offers them a death benefit while at the same time, lets them accumulate cash value without any exposure to market declines.

With the Freedom Global IUL II, Ken and Rita can plan for their granddaughter's future while building in flexibility and control should their plans change.

What can Freedom Global IUL II do for you?

The Freedom Global IUL II builds on the solid management, sound decisions and consumer confidence Transamerica Life has developed for over a century.[2] This product offers potential for Excess Index Interest, up to a specified Cap along with the downside protection of a guaranteed minimum interest rate.[3] Moreover, this product offers interest crediting methods based, in part, on changes in the S&P 500® Index, EURO STOXX 50® Index, and the Hang Seng Index. These three indexes reflect not just U.S. stocks, but two additional markets that are key to our increasingly global economy.

For more information on the Freedom Global IUL II, contact us today.

The Freedom Global IUL II is an excellent choice to protect your family and help ensure a brighter tomorrow.

[1] Distributions such as loans and withdrawals can only be made if the policy has been in force long enough to accumulate sufficient value. Loans and withdrawals will reduce the policy value and death benefit. Loans are subject to interest charges. If a policy lapses while a loan is outstanding, adverse tax consequences may result. Policy loans are generally not taxable when taken and cash withdrawals are not taxable until they exceed basis in the policy. However, if the policy is treated as a modified endowment contract (MEC) by IRC Sec. 7702A, withdrawals and loans are taxable at an ordinary income tax rate when taken to the extent of gain in the contract and may also be subject to a 10% federal income tax penalty if taken prior to age 59½. Cash distributions associated with benefit reductions, including reductions caused by withdrawals during the first 15 years, may be taxable. Policy owners should consult with their tax advisor regarding their particular situation.

[2] Transamerica Life Insurance Company continues the tradition of service established in 1906, when the original Transamerica life insurance company was founded.

[3] All guarantees are based on the claims-paying ability of Transamerica Life Insurance Company.

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Please read the full disclaimer in the Freedom Global IUL II policy regarding the Hang Seng Index in relation to the policy.

Note that even though the interest credited to an Index Account Option may be affected by stock indexes, index universal life insurance policies are not an investment in the stock market or the indexes and do not participate directly in any stock or investments.

Please see the consumer brochure for the Freedom Global IUL II for an overview of the policy, including fees and charges. Freedom Global IUL II℠ (Policy Form # IUL05) is an index universal life insurance policy issued by Transamerica Life Insurance Company, Cedar Rapids IA 52499. Policy form and number may vary, and this policy may not be available in all jurisdictions.

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TRANSAMERICA®

Positioning Freedom Global IUL II℠ with Clients

PRODUCT

Economic conditions and market volatility have many clients wondering how to help secure their family's financial future since their investments alone might not be enough. A Freedom Global IUL II product from Transamerica Life Insurance Company can be an ideal solution. There's a guaranteed, federal income tax-free death benefit to help support their family if they were no longer around. Compared to traditional UL policies, there is the potential for greater cash value accumulation through interest crediting based, in part, on three global stock indexes, excluding dividends. And, there is no exposure to market declines as well as a guaranteed minimum interest rate.

Benefits of Freedom Global IUL II

Freedom Global IUL II is a customer-friendly, flexible product with a number of attractive benefits:

- Credits Excess Index Interest based, in part, on three well-known global indexes: the S&P 500®, EURO STOXX 50®, and the Hang Seng
- Greater policy value accumulation potential compared to traditional UL
- Low current and guaranteed net loan rates (see chart below)[1]
- Short 10-year surrender charge schedule
- Competitive compensation

Options for Added Guarantees, Flexibility, and Control

- The **Income Protection Option (IPO)** provides the flexibility to structure the death benefits as a guaranteed monthly income stream with optional initial and final lump sum payments to one or more beneficiaries.
- The **Overloan Protection Rider** prevents the policy from lapsing due to outstanding loans, which could trigger a taxable event. If certain requirements are met, the rider may be exercised and the policy will become a paid up policy with a small death benefit. The decision to exercise the rider is irrevocable. There is no charge for the rider until it is exercised. See rider form for complete details.

Easy-to-Understand Excess Index Interest Crediting Method

- Annual point-to-point crediting
- The Index Account is credited with interest up the specified Cap rate
- The current Cap rate for Freedom Global IUL II is 13.25%

Low Current and Guaranteed Net Loan Rates

Loan Rates	Current			Guaranteed		
	Credit	Charge	Net Rate	Credit	Charge	Net Rate
Years 1-10	2.00%	2.75%	0.75%	2.00%	3.00%	1.00%
Years 11+ on Cost Basis	2.00%	2.75%	0.75%	2.00%	3.00%	1.00%
Years 11+ on Gain	2.00%	2.00%	0.00%	2.00%	2.25%	0.25%

Additional Product Features & Available Riders

- No-Lapse Guarantee[2]
  - Issue Ages 0-60: lesser of 20 years or until age 65
  - Issue Ages 61-85: 5 years
- Low Minimum Face Amount starting at $25,000
- Income Protection Option (IPO)
- Overloan Protection Rider (OPR)
- Base Insured Rider
- Additional Insured Rider
- Children's Benefit Rider
- Disability Waiver of Monthly Deductions Rider
- Disability Waiver of Premium Rider
- Accidental Death Benefit Rider
- Guaranteed Insurability Benefit Rider
- Terminal Illness Accelerated Death Benefit Rider

Suggested Client Profile

- Younger clients, 30 to 50 years old who need life insurance coverage and may be seeking additional ways to help fund college savings or supplement retirement income.
- Younger premium finance candidates, 35 to 60 years old who expect to fund the insurance with short pay scenarios and have the ability to post outside collateral.[3]
- Small business owners interested in buy-sell agreements, key person insurance, non-qualified deferred compensation, and executive bonus plans.

[1]Distributions such as loans and withdrawals can only be made if the policy has been in force long enough to accumulate sufficient value. Loans and withdrawals will reduce the policy value and death benefit. Loans are subject to interest charges. If a policy lapses while a loan is outstanding, adverse tax consequences may result. Policy loans are generally not taxable when taken and cash withdrawals are not taxable until they exceed basis in the policy. However, if the policy is treated as a modified endowment contract (MEC) by IRC Sec. 7702A, withdrawals and loans are taxable at ordinary income tax rates when taken to the extent of gain in the contract and may also be subject to a 10% federal income tax penalty if taken prior to age 59½. Cash distributions associated with benefit reductions, including reductions caused by withdrawals during the first 15 years, may be taxable. Policy owners should consult with their tax advisor regarding their particular situation.

[2]Risk of policy lapse increases if the minimum no-lapse premium set forth in the policy is not paid regularly. If a cash withdrawal or a loan is taken, the Face Amount is increased, the death benefit option is changed, or if a rider is added or the amount of a rider is increased, additional premiums may be required in order to keep the No-Lapse Guarantee in effect. After the No-Lapse Guarantee Period or if the cumulative Minimum Monthly No-Lapse Premium requirements are not met, then fluctuations in interest rates and/or policy charges may require the payment of additional premiums to keep the policy in force.

[3]Premium finance candidates typically have a net worth of at least $10 million with assets available for use as collateral and require life insurance with annual premiums of $100,000 or more. They should have a general understanding of, and be comfortable with the reasons for financial leverage and the benefits of premium financing. A short pay scenario typically involves paying somewhat larger life insurance premiums annually during the first 10–15 years policy years versus paying smaller premiums annually for life. There is no assurance that additional premiums will not be required to support the policy later.

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Please read the full disclaimer in the Freedom Global IUL II policy regarding the Hang Seng Index in relation to the policy.

Even though the interest credited to the policy's Global Index Account may be affected by the stock indexes, this life insurance policy is not an investment in the stock markets or the indexes and does not participate in any stock or investments.

Any guarantees associated with this policy are based on the claims paying ability of the insurance company.

Policy Form # IUL05, Base Insured Rider: BIR07, Additional Insured Rider: AIR13, Children's Benefit Rider: CR01 0305, Disability Waiver of Monthly Deductions Rider: WMD01 0305, Disability Waiver of Premium Rider: WPR02 0305, Accidental Death Benefit Rider: ADR01 0305, Guaranteed Insurability Benefit Rider: GIR02 1006, Terminal Illness Accelerated Death Benefit Rider: TI01 0305, Income Protection Option: IPO02, Overloan Protection Rider: OPR01.

Not available in New York.

This is a brief overview of the Freedom Global IUL II. For complete details, including fees and charges, please refer to the consumer brochure and the agent guide.

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INSURANCE

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Pinney Insurance

Founded in 1972 as a Transamerica branch office and later incorporated as Pinney Insurance Center, Inc., we are headquartered in our own building in Roseville, California. We provide a small local agency feel with the power of a major national firm.

Pinney has expanded into a national distributor with thousands of contracted agents and offices in California, Illinois, Maryland, North Carolina, Oklahoma, Pennsylvania, Texas, Washington, and Mississippi. Pinney represents over 100 life, annuity, disability, and long-term care companies with the intent of providing our clients & partners with the best possible product solutions at the lowest possible costs. Email Brokerage Sales Support or contact one of our Brokerage Directors today at 800-823-4852.

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