



# Crediting Rate Changes Effective June 1, 2010

APRIL 20, 2010

Effective June 1, 2010 John Hancock will be decreasing the interest crediting rate on certain in-force and new issue Universal Life insurance products. Also on June 1, 2010, the fixed account rates on certain Variable Life insurance products will also be decreasing. The attached chart details the new interest crediting rate for each product. Please call the following phone numbers if you do not see a specific product listed:

Brokerage: 1-800-505-9427

JHFN Producers: 1-800-985-0000

Protection UL-G and Protection SUL-G interest crediting rates are not changing.

## **NOTIFICATION TO CLIENTS**

The decrease will become effective on your clients' policies, starting June 1, 2010 and will be reflected on their annual statements. Clients who request in-force illustrations before they receive their anniversary statement will see the crediting rate change on the illustration.

## **ILLUSTRATION SOFTWARE**

Effective June 1, 2010 JH Illustrator (Version 6.2) and jhillustrator.com will reflect these new rates. In the meantime, we recommend you run illustrations with these new rates by entering the rate in the "Crediting Rate" entry box of the "Policy Design" input section of the system.

## **PENDING CASES IN NEW BUSINESS**

Effective June 1, 2010 a new illustration will be required on every pending case in our New Business Department reflecting the new interest rate. Our New Business Department will contact you for those cases that will require new illustrations to complete the issue process.

<b>Universal Life (Currently Marketed)</b>	<b>Non-NY Rate June 1, 2010</b>	<b>NY Rate June 1, 2010</b>
Accumulation UL 09	5.10%	4.85%
Performance UL 09	4.80%	4.55%
Performance SUL 06	4.60%	4.60%
<b>Universal Life (In-Force)</b>		
Accumulation UL 06	5.10%	4.85%
Performance UL 06/07/08	4.35%	4.10%
Performance UL (issued 11/1/04 thru 7/28/06)	4.45%	4.45%
Performance UL (issued prior to 11/1/04)	4.70%	4.70%
Performance UL Core (issued 5/1/05 or after)	3.95%	3.95%
Performance UL Core (issued 11/1/04 thru 4/30/05)	4.20%	4.20%
Performance UL Core (issued prior to 11/1/04)	4.45%	4.45%
Performance SUL (issued 11/1/04 or after)	4.45%	4.45%
Performance SUL (issued prior to 11/1/04)	4.70%	4.70%
Protection UL	4.35%	4.35%
MUL-G 2004	4.85%	4.60%
MUL-G 2003	4.85%	4.60%
UL-LC	4.85%	4.60%
Protection SUL	4.35%	4.35%
High Band UL	4.35%	4.35%
Universal Life Estate Protection	4.00%	4.00%
Performance Exec UL	4.35%	4.35%
SUL-G 2004	4.85%	4.60%
Universal Life Insurance (issued 1/89-9/98)	4.15%	4.15%
Universal Life Insurance (issued 3/4/85-12/31/88)	4.50%	4.50%
Universal Life Insurance (issued 1/83-12/84)	4.15%	4.15%
<b>Variable Life Fixed Account (Currently Marketed)</b>		
Protection VUL	6.60%*	6.35%*
Accumulation VUL	6.60%*	6.35%*
Protection SVUL	6.60%*	6.35%*
Accumulation SVUL	6.60%*	6.35%*
Corporate VUL 09	4.85%	4.60%
<b>Variable Life Fixed Account (In-Force)</b>		
Accumulation VUL 06	4.60%	4.35%
Protection VUL 05	4.60%	4.35%
Corporate VUL 05	4.50%	4.25%
Corporate VUL 04	4.50%	N/A
VUL Protector	4.10%	4.00%
VUL Accumulator	3.00%	No change
SVUL (formerly Venture SVUL)	4.10%	4.00%
SPVL	4.00%	No change
MVL Plus & Edge	4.35%	4.35%
VEP Plus & Edge	4.35%	4.35%
MVL Edge II	4.35%	4.35%
Performance Executive VL	4.35%	4.35%
Performance SVUL	4.35%	4.35%
Medallion Executive VL III	4.35%	4.35%
Medallion Executive VL I	4.35%	4.35%
FlexV, MVL, VEP 1, and VLI	4.35%	4.35%

\*Includes a 2% enhancement through December 31, 2010.

Products and features may not be available in all states.

**For Broker/Dealer Use Only. This material may not be used with the public.**

Variable universal life insurance has annual fees and expenses associated with it in addition to life insurance related charges (which differ with the product chosen), including surrender charges and investment management fees. Variable universal life insurance products are long-term contracts and are sold by prospectus. They are subject to market risk due to the underlying sub-accounts, and are unsuitable as a short term savings vehicle. The primary purpose of variable universal life insurance is to provide lifetime protection against economic loss due to the death of the insured person. Cash values are not guaranteed if the client is invested in the investment accounts. There are risks associated with each investment option, and the policy may lose value.

*Please contact 1-888-266-7498, option 2 to obtain product and fund prospectuses or if you are interested in obtaining a selling agreement with John Hancock Distributors LLC (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 advise your clients to carefully read the prospectuses which contain this and other information on the product and the underlying portfolios, and consider these factors carefully before investing.*

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 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 02116.

MLINY04131012874 04/10

