

SERFF Tracking Number: MANU-127879984 State: Arkansas
 Filing Company: John Hancock Life Insurance Company (U.S.A.) State Tracking Number: 50451
 Company Tracking Number: 11INDUL-E
 TOI: L09I Individual Life - Flexible Premium Sub-TOI: L09I.001 Single Life
 Adjustable Life
 Product Name: 11INDUL-E
 Project Name/Number: 11INDUL-E/11INDUL-E

Filing at a Glance

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

Product Name: 11INDUL-E SERFF Tr Num: MANU-127879984 State: Arkansas
 TOI: L09I Individual Life - Flexible Premium SERFF Status: Closed-Approved- State Tr Num: 50451
 Adjustable Life Closed
 Sub-TOI: L09I.001 Single Life Co Tr Num: 11INDUL-E State Status: Approved-Closed
 Filing Type: Form Reviewer(s): Linda Bird
 Authors: Helene Landow, Arlene Disposition Date: 12/15/2011
 Laws, Karren Phair, Debbie Tom,
 Jacqueline Lau, Virginia Bove
 Date Submitted: 12/09/2011 Disposition Status: Approved-Closed
 Implementation Date Requested: Implementation Date:

State Filing Description:

General Information

Project Name: 11INDUL-E Status of Filing in Domicile:
 Project Number: 11INDUL-E Date Approved in Domicile:
 Requested Filing Mode: Review & Approval Domicile Status Comments:
 Explanation for Combination/Other: Market Type: Individual
 Submission Type: New Submission Individual Market Type:
 Overall Rate Impact: Filing Status Changed: 12/15/2011
 State Status Changed: 12/15/2011
 Deemer Date: Created By: Debbie Tom
 Submitted By: Debbie Tom Corresponding Filing Tracking Number:

Filing Description:

UNIVERSAL LIFE

Endorsement:

Form 11INDUL-E: Loan Options Endorsement

We are submitting the above form for your approval. This form is filed in accordance with the applicable statutes and regulations of your jurisdiction. The form will be laser printed, subject only to minor variations in color, paper stock, duplexing, fonts, and positioning. This is a new form and does not replace any currently approved form. The form will be effective on the date of approval. No part of this filing contains any unusual or controversial items that deviate from

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normal Company or industry standards.

Form 11INDUL-E, Loan Options Endorsement will be used with all new issues and in-force policies of Flexible Premium Indexed Universal Life Insurance Policy, form 11INDUL that was approved by your state on August 4, 2011 under SERFF Tracking Number MANU-127335216 State Tracking Number 49378.

Under previously approved policy form 11INDUL, policy owners are given a choice between two loan options (Standard Loan option and Index Loan option). The Standard Loan option is the only option available for the first 3 policy years. Once the selection is made the policyholder must remain with that loan option type until the Policy Debt is reduced to zero.

This endorsement will allow a policyholder to switch their loan option type after the third Policy Year, even if the Policy Debt is greater than zero. The switch can be made once a year on a Policy Anniversary.

Enclosed is an addendum to the policy's Actuarial Memorandum that is currently on file with you as part of your state's approval of Policy form 11INDUL. The addendum describes the changes that apply to the Actuarial Memorandum as a result of this endorsement.

We trust the form is acceptable to you and look forward to your state's approval in the usual manner. If you have any questions or concerns, please contact me at 416-926-6791 or via email at arlene_laws@jhancock.com.

Enclosures: Actuarial Addendum
Filing Fee (EFT)
Flesch Score Certificate
Compliance Certification re Regulation 19

Company and Contact

Filing Contact Information

Arlene Laws, Senior Contract Analyst arlene_laws@jhancock.com
P. O. Box 600 416-926-6791 [Phone]
Buffalo, NY 14201-0600 416-926-3121 [FAX]

Filing Company Information

John Hancock Life Insurance Company CoCode: 65838 State of Domicile: Michigan
(U.S.A.)
P. O. Box 600 Group Code: 904 Company Type: insurance/financial
Contracts and Compliance Group Name: State ID Number:
Buffalo, NY 14201-0600 FEIN Number: 01-0233346

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(416) 926-3000 ext. [Phone]

Filing Fees

Fee Required? Yes
Fee Amount: \$50.00
Retaliatory? No
Fee Explanation:
Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
John Hancock Life Insurance Company (U.S.A.)	\$50.00	12/09/2011	54407714

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved- Closed	Linda Bird	12/15/2011	12/15/2011

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Disposition

Disposition Date: 12/15/2011

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		No
Supporting Document	Health - Actuarial Justification		No
Supporting Document	Outline of Coverage		No
Supporting Document	Actuarial Addendum		No
Form	Loan Options Endorsement		Yes

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Form Schedule

Lead Form Number:

Schedule Item Status	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
	11INDUL-E	Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider	Loan Options Endorsement	Initial		46.000	IUL Loan Options Endorsement final.pdf



LOAN OPTIONS ENDORSEMENT

This endorsement is attached to and made part of your policy at issue and takes effect at the same time as your policy. However, for a policy already in effect, this endorsement takes effect on the date it is added to the policy. As described below, this endorsement amends the Guaranteed Interest Account, Index Appreciation Account, Loan Account and Loans provisions of your policy to allow you to change the loan option utilized on an existing policy loan. Should any provisions in the policy conflict with this endorsement, the provisions of this endorsement will prevail.

Section 15. GUARANTEED INTEREST ACCOUNT

The subsection titled “Guaranteed Interest Account” under Section 15 “GUARANTEED INTEREST ACCOUNT” is amended and restated as follows:

Guaranteed Interest Account

The portion of the Policy Value in the Guaranteed Interest Account at any time equals:

- (a) the portion of Net Premiums allocated to it; plus
- (b) amounts transferred to it from the Loan Account as a result of loan repayments; plus
- (c) amounts allocated to it from a maturing Segment or received from a cancellation as described in Section 18; plus
- (d) interest credited to it; less
- (e) the portion of Monthly Deductions deducted from it; less
- (f) amounts transferred from it to the Loan Account as a result of loans taken, borrowed loan interest, or a loan option change; less
- (g) the portion of withdrawals, including any applicable charges taken from it; less
- (h) amounts transferred from it to the Indexed Accounts of the Index Appreciation Account.

Section 16. INDEX APPRECIATION ACCOUNT

The subsection titled “Indexed Account” under Section 16 “INDEX APPRECIATION ACCOUNT” is amended and restated as follows:

Indexed Account

The portion of the Policy Value in an Indexed Account at any time equals:

- (a) Net Premiums allocated to it; plus
- (b) amounts transferred to it from the Guaranteed Interest Account; plus
- (c) amounts transferred to it from the Loan Account for a loan option change; plus
- (d) the portion of Segment Proceeds allocated to it from another Indexed Account on a Segment Maturity Date; plus
- (e) any Index Segment Interest Credits added to it; plus
- (f) interest credited to amounts allocated to the Indexed Account not yet designated to a Segment; less
- (g) the portion of the Monthly Deductions subtracted from it; less
- (h) the portion of Segment Proceeds reallocated from it to the Guaranteed Interest Account, Loan Account or another Indexed Account on the Segment Maturity Date; less
- (i) the amounts directed from it to the Guaranteed Interest Account due to a cancellation, as described in Section 18; less
- (j) the portion of withdrawals, and any applicable charges, subtracted from it; less
- (k) amounts transferred from it to the Loan Account for a loan option change.

Section 17. LOAN ACCOUNT

This section is amended and restated as follows:

The Loan Account reflects amounts transferred from the Guaranteed Interest Account or the Index Appreciation Account as collateral for a portion of the Policy Debt as described in Section 19.

Loan Account

The amount you have in the Loan Account at any time equals:

- (a) amounts transferred to it from the Guaranteed Interest Account or the Index Appreciation Account for loans, borrowed loan interest, or loan option change; plus
- (b) the portion of Segment Proceeds reallocated to it from an Indexed Account on the Segment Maturity Date; plus
- (c) interest credited to it; less
- (d) amounts transferred from it to the Guaranteed Interest Account for loan repayment; less
- (e) amounts transferred from it to the Index Appreciation Account for a loan option change.

For details regarding loan processing, see Section 19.

Section 19. LOANS

The subsection titled "Loan Options" under Section 19 "LOANS" is amended and restated as follows:

Loan Options

When you request a policy loan, you may choose between a Standard Loan or an Index Loan; each of these loan options is described below. Only the Standard Loan option is available during the first three Policy Years. Your choice of loan option stays in effect for as long as any Policy Debt remains, unless we receive your Written Request for a loan option change. A loan option change may only be requested once in each Policy Year.

In the case of a loan option change from the Index Loan option to the Standard Loan option, beginning on the Policy Anniversary next following your Written Request, we will first transfer an amount up to the Index Loan Principal from the Guaranteed Interest Account to the Loan Account. If the amount transferred from the Guaranteed Interest Account is less than the remaining Index Loan Principal, then we will next transfer to the Loan Account an amount up to the Index Loan Principal from any portion of the Index Appreciation Account not yet designated to a Segment. Should any Index Loan Principal remain, then on each Segment Maturity Date subsequent to this loan option change and while the Index Loan Principal is greater than zero, we will transfer to the Loan Account an amount up to the Index Loan Principal from any portion of Policy Value in the Guaranteed Interest Account, amounts allocated to the Index Appreciation Account not yet designated to a Segment, and any Segment Proceeds. The Index Loan Principal is reduced by the amount of each of the above transfers. After a transfer from maturing Segment Proceeds to the Loan Account, any remaining Segment Proceeds are then allocated according to your Segment Proceeds allocation instructions.

In the case of a loan option change from the Standard Loan option to the Index Loan option, on the Policy Anniversary next following your Written Request we will transfer the balance of the Loan Account to the Capped Indexed Account and increase the Index Loan Principal by the amount of the transfer.

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)

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Supporting Document Schedules

	Item Status:	Status Date:
Satisfied - Item: Flesch Certification		
Comments:		
Attachments:		
AR - cert re Reg19 unfair sex dis. ar.pdf		
readability cert ar.pdf		

	Item Status:	Status Date:
Bypassed - Item: Application		
Bypass Reason: not applicable		
Comments:		

	Item Status:	Status Date:
Bypassed - Item: Health - Actuarial Justification		
Bypass Reason: not applicable		
Comments:		

	Item Status:	Status Date:
Bypassed - Item: Outline of Coverage		
Bypass Reason: not applicable		
Comments:		

	Item Status:	Status Date:
Satisfied - Item: Actuarial Addendum		
Comments:		
Attachment:		

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JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)

COMPLIANCE CERTIFICATION

STATE OF ARKANSAS

Form	Description
11INDUL-E	Loan Options Endorsement

John Hancock Life Insurance Company (U.S.A.) hereby certifies to its understanding of the filing requirements of Arkansas Regulation 19 §10B re unfair sex discrimination in the sale of insurance and that this filing meets the provisions of this rule, as well as all applicable requirements of the Arkansas Insurance Department.

December 9, 2011
Date



Helene Landow, FLMI, ACP
Director, Contracts and Compliance

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)

**READABILITY CERTIFICATE
FOR THE STATE OF ARKANSAS**

I, Helene Landow, an officer of JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.), hereby certify that the form listed below has the following readability score as calculated by the Flesch Reading Ease Test and that this form meets the requirements of your readability legislation.

FORM NUMBER

11INDUL-E

READABILITY SCORE

46

December 9, 2011
Date



Helene Landow, FLMI, ACP
Director, Contracts and Compliance