

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium
Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

Filing at a Glance

Company: John Hancock Life Insurance Company (U.S.A.)
 Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
 State: Arkansas
 TOI: L06I Individual Life - Variable
 Sub-TOI: L06I.002 Single Life - Flexible Premium
 Filing Type: Form
 Date Submitted: 10/03/2012
 SERFF Tr Num: MANU-128713521
 SERFF Status: Closed-Approved-Closed
 State Tr Num:
 State Status: Approved-Closed
 Co Tr Num: PAGE 3B (01/2013) SPEC PAGE UPDATE FOR 08MAJVULX

Implementation

Date Requested:
 Author(s): Nina Kassim, Helene Landow, Arlene Laws, Karren Phair, Jacqueline Lau
 Reviewer(s): Linda Bird (primary)
 Disposition Date: 10/08/2012
 Disposition Status: Approved-Closed
 Implementation Date:

State Filing Description:

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium
Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

General Information

Project Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:
Deemer Date:
Submitted By: Nina Kassim

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments: State of Domicile; Michigan
Market Type: Individual
Individual Market Type:
Filing Status Changed: 10/08/2012
State Status Changed: 10/08/2012
Created By: Nina Kassim
Corresponding Filing Tracking Number:

Filing Description:
INDIVIDUAL LIFE
John Hancock Life Insurance Company (U.S.A.)
Policy:
Form 08MAJVULX
Flexible Premium Variable Universal Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

We are submitting to your office notification of a rate change to Policy Form 08MAJVULX which was approved by your state on July, 03, 2008 under SERFF Tracking # MANU-125619957. This rate change will apply to all new policies being issued and does not affect any in-force policies.

The change relates to a reduction in the Fixed Account Annual Rate on Page 3B from 3% to 2%. Please find enclosed revised Policy Specification Page 3B bearing a revision date (01/2013), wherein this change is reflected. This revised Specification Page is meant to replace the corresponding page that was previously filed and approved with policy form 08MAJVULX. This revision is due to changes in the market conditions.

Enclosed for your review is an Addendum to Actuarial Memorandum dated September 11, 2012 amending the previously filed Actuarial Memorandum of June 27, 2008 with the update described above. We still maintain full nonforfeiture compliance.

Except for the changes outlined above, no other change has been made to the previously filed documentation.

We trust the above is satisfactory and look forward to receiving 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.

Sincerely,

Arlene Laws, AIRC, ACS, HIA
Senior Contract Analyst

Enclosures: Addendum to Actuarial Memorandum for form 08MAJVULX
Revised Page 3B (01/2013)
Filing Fee (EFT)

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L061 Individual Life - Variable/L061.002 Single Life - Flexible Premium
Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

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 (U.S.A.)	CoCode: 65838	State of Domicile: Michigan
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	
(416) 926-3000 ext. [Phone]		

Filing Fees

Fee Required? Yes
 Fee Amount: \$50.00
 Retaliatory? No
 Fee Explanation: 1 Form/Specification page X \$50.00
 Per Company: No

Company	Amount	Date Processed	Transaction #
John Hancock Life Insurance Company (U.S.A.)	\$50.00	10/03/2012	63385585

SERFF Tracking #: MANU-128713521

State Tracking #:

Company Tracking #:

PAGE 3B (01/2013) SPEC PAGE UPDATE
FOR 0...

State: Arkansas

Filing Company:

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

TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium

Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX

Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	10/08/2012	10/08/2012

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium
Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

Disposition

Disposition Date: 10/08/2012

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		No
Supporting Document	Application		No
Supporting Document	Life & Annuity - Acturial Memo		No
Supporting Document	Addendum to Actuarial Memorandum		No
Supporting Document	Cover Letter		Yes
Form	Policy Specifications Page		Yes

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium
Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX
Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

Form Schedule

Lead Form Number:

Item No.	Schedule Item Status	Form Number	Form Type	Form Name	Action/ Action Specific Data	Readability Score	Attachments
1		3B (01/2013)	SCH	Policy Specifications Page	Initial:		Page 3B_ AR.pdf

Form Type Legend:

ADV	Advertising	AEF	Application/Enrollment Form
CER	Certificate	CERA	Certificate Amendment, Insert Page, Endorsement or Rider
DDP	Data/Declaration Pages	FND	Funding Agreement (Annuity, Individual and Group)
MTX	Matrix	NOC	Notice of Coverage
OTH	Other	OUT	Outline of Coverage
PJK	Policy Jacket	POL	Policy/Contract/Fraternal Certificate
POLA	Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider	SCH	Schedule Pages

1. POLICY SPECIFICATIONS (continued) – Policy [12 345 678]

TABLE OF VALUES

Refer to your policy provisions for details on the terms and values shown in this table.

Minimum Total Face Amount	\$ 250,000
Minimum Base Face Amount	\$ 100,000
Minimum Total Face Amount Decrease	\$ 10,000
Early Lapse Protection Period Base Face Amount	First 15 Policy Years
Allocation Date	[10TH day after the Issue Date]
Fixed Account Annual Rate	Not less than 2%
Loan Interest Credited Annual Rate	3%
Maximum Loan Interest Charged Annual Rate	
Policy Years 1-10	4.25%
Policy Years 11+	3.25%
Minimum Loan Amount	\$ 500
Minimum Withdrawal Amount	\$ 500
Death Benefit Discount Factor	1.0024663
Maximum Transfer Fee (See Section 17 for Transfer Restrictions)	\$25
Fixed Account Maximum Transfer Percentage	15%
Fixed Account Maximum Transfer Amount	\$2,000
Investment Account Maximum Transfer Amount	\$ 1,000,000
Target Premium	\$ [5,189.40]

SERFF Tracking #:

MANU-128713521

State Tracking #:

Company Tracking #:

PAGE 3B (01/2013) SPEC PAGE UPDATE FOR 0...

State: Arkansas

Filing Company:

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

TOI/Sub-TOI: L06I Individual Life - Variable/L06I.002 Single Life - Flexible Premium

Product Name: Page 3B (01/2013) Spec Page Update for 08MAJVULX

Project Name/Number: Page 3B (01/2013) Spec Page Update for 08MAJVULX/Page 3B (01/2013) Spec Page Update for 08MAJVULX

Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	Cover Letter		
Comments:			
Attachment(s):			
letter ar.pdf			

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

Contracts and Compliance
P.O. Box 600
Buffalo, NY 14201-0600
Tel.: 416-926-6791
Fax: 416-926-3121
Email: arlene_laws@jhancock.com



N.A.I.C. # 65838
SERFF Tracking # MANU-128713521

Arlene Laws
Senior Contract Analyst

October 3, 2012

Hon. Commissioner of Insurance
Compliance - Life and Health
1200 West Third Street
Little Rock, Arkansas 72201-1904

Attention: Ms. Linda Bird

Dear Ms. Bird:

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

Policy:
Form 08MAJVULX
Flexible Premium Variable Universal Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

We are submitting to your office notification of a rate change to Policy Form 08MAJVULX which was approved by your state on July, 03, 2008 under SERFF Tracking # MANU-125619957. This rate change will apply to all new policies being issued and does not affect any in-force policies.

The change relates to a reduction in the Fixed Account Annual Rate on Page 3B from 3% to 2%. Please find enclosed revised Policy Specification Page 3B bearing a revision date (01/2013), wherein this change is reflected. This revised Specification Page is meant to replace the corresponding page that was previously filed and approved with policy form 08MAJVULX. This revision is due to changes in the market conditions.

Enclosed for your review is an Addendum to Actuarial Memorandum dated September 11, 2012 amending the previously filed Actuarial Memorandum of June 27, 2008 with the update described above. We still maintain full nonforfeiture compliance.

Except for the changes outlined above, no other change has been made to the previously filed documentation.

We trust the above is satisfactory and look forward to receiving 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.

Sincerely,

Arlene Laws, AIRC, ACS, HIA
Senior Contract Analyst

Enclosures: Addendum to Actuarial Memorandum for form 08MAJVULX
Revised Page 3B (01/2013)
Filing Fee (EFT)