

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

Filing at a Glance

Company: John Hancock Life Insurance Company (U.S.A.)
 Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
 State: Arkansas
 TOI: L09I Individual Life - Flexible Premium Adjustable Life
 Sub-TOI: L09I.001 Single Life
 Filing Type: Form
 Date Submitted: 12/28/2012
 SERFF Tr Num: MANU-128827755
 SERFF Status: Closed-Approved-Closed
 State Tr Num:
 State Status: Approved-Closed
 Co Tr Num: PAGE 3B (03/2013) SPEC PAGE UPDATE FOR 11INDUL
 Implementation: On Approval
 Date Requested:
 Author(s): Helene Landow, Arlene Laws, Karren Phair, Debbie Tom, Jacqueline Lau
 Reviewer(s): Linda Bird (primary)
 Disposition Date: 01/07/2013
 Disposition Status: Approved-Closed
 Implementation Date:
 State Filing Description:

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

General Information

Project Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Project Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:
Deemer Date:
Submitted By: Karren Phair

Status of Filing in Domicile: Pending
Date Approved in Domicile:
Domicile Status Comments: State of Domicile: Michigan
Market Type: Individual
Individual Market Type:
Filing Status Changed: 01/07/2013
State Status Changed: 01/07/2013
Created By: Karren Phair
Corresponding Filing Tracking Number:

Filing Description:

INDIVIDUAL LIFE

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

Policy:

Form 11INDUL

Flexible Premium Adjustable Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

We are submitting to your office notification of a rate change to Policy Form 11INDUL which was approved by your state on August 2, 2011 under SERFF Tracking # MANU-127335216. This new 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 Guaranteed Interest Account Annual Rate on Page 3B from 2.5% to 2%. Please find enclosed revised Policy Specification Page 3B bearing a revision date (03/2013), wherein this change is reflected. This revised Specification Page is meant to replace the existing corresponding page that was previously filed and approved with the policy update to form 11INDUL. This revision is due to changes in the market conditions.

Enclosed for your review is an Addendum to Actuarial Memorandum dated December 19, 2012 amending the previously filed Actuarial Memorandum of July 20, 2011 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.

Enclosures:

Addendum to Actuarial Memorandum for form 11INDUL

Revised Page 3B (03/2013)

Company and Contact

Filing Contact Information

Arlene Laws, Senior Contract Analyst arlene_laws@jhancock.com

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

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: \$50.00 per form
 Per Company: No

Company	Amount	Date Processed	Transaction #
John Hancock Life Insurance Company (U.S.A.)	\$50.00	12/28/2012	66075621

SERFF Tracking #: MANU-128827755

State Tracking #:

Company Tracking #:

PAGE 3B (03/2013) SPEC PAGE UPDATE
FOR 1...

State: Arkansas

Filing Company:

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

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life

Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL

Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	01/07/2013	01/07/2013

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL
Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

Disposition

Disposition Date: 01/07/2013

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	Health - Actuarial Justification		No
Supporting Document	Outline of Coverage		No
Supporting Document	Addendum to Actuarial Memorandum		No
Supporting Document	Cover Letter		Yes
Form	Specifications Page		Yes

State: Arkansas

Filing Company:

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

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life

Product Name: Page 3B (03/2013) - Specifications Page Update for 11INDUL

Project Name/Number: Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

Form Schedule

Lead Form Number:

Item No.	Schedule Item Status	Form Name	Form Number	Form Type	Form Action	Action Specific Data	Readability Score	Attachments
1		Specifications Page	3B (03/2013)	SCH	Initial			11INDUL-AR_page 3B.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		\$ 100,000
Minimum Base Face Amount		\$ 100,000
Minimum Total Face Amount Decrease		\$ 50,000
No-Lapse Guarantee Period		
Base Face Amount	First [5] Policy Years from Policy Date	
Supplemental Face Amount (if elected)	First 5 Policy Years from Policy	
Date		
Minimum Guaranteed Interest Account Annual Rate		2.0%
Cumulative Guaranteed Interest Rate		2.0%
Index Appreciation Account Values (continued)	See Specification Pages 3C and 3C	
Maximum Rate of Loan Interest Charged		As defined in Section 19
Maximum Loan Interest Credited Differential		
Policy Years 1-10		1.25%
Policy Years 11+		.25%
Minimum Loan Amount		\$ 500
Minimum Withdrawal Amount		\$ 500
Death Benefit Discount Factor		1.0024663
Surrender Charge Calculation Limit		\$ [4,475.00]
Partial Surrender Charge Decrease Exemption		10%

SERFF Tracking #:

MANU-128827755

State Tracking #:

Company Tracking #:

PAGE 3B (03/2013) SPEC PAGE UPDATE FOR 1...

State:

Arkansas

Filing Company:

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

TOI/Sub-TOI:

L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life

Product Name:

Page 3B (03/2013) - Specifications Page Update for 11INDUL

Project Name/Number:

Page 3B (03/2013) - Specifications Page Update for 11INDUL/Page 3B (03/2013) - Specifications Page Update for 11INDUL

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-128827755

Arlene Laws
Senior Contract Analyst

December 27, 2012

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

Attention: Linda Bird

Dear Ms. Bird:

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

Policy:
Form 11INDUL
Flexible Premium Adjustable Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

We are submitting to your office notification of a rate change to Policy Form 11INDUL which was approved by your state on August 2, 2011 under SERFF Tracking # MANU-127335216. This new 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 Guaranteed Interest Account Annual Rate on Page 3B from 2.5% to 2%. Please find enclosed revised Policy Specification Page 3B bearing a revision date (03/2013), wherein this change is reflected. This revised Specification Page is meant to replace the existing corresponding page that was previously filed and approved with the policy update to form 11INDUL. This revision is due to changes in the market conditions.

Enclosed for your review is an Addendum to Actuarial Memorandum dated December 19, 2012 amending the previously filed Actuarial Memorandum of July 20, 2011 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 11INDUL
Revised Page 3B (03/2013)