



*Solid performance
for your retirement plan*

GPA Plus



Insurance product issued by
John Hancock Life Insurance Company
Boston, Massachusetts 02117
www.jhancock.com



GPA Plus Fixed Annuity

Guaranteed Principal Annuity (GPA) Plus
Fixed Annuity

MAKE THE MOST OF YOUR
FUTURE. GUARANTEED.

Not FDIC Insured	Not Bank Guaranteed
May Lose Value	Not a Deposit
Not Insured by Any Federal Government Agency	

An annuity is a long-term contract designed for retirement purposes such as asset accumulation, distribution and transference, and may not be suitable for meeting short-term objectives.

When you're searching for a reliable financial product, don't choose the one with competitive rates. Or the one that offers guarantees. Or even the one that has secure financial backing. Choose the one that offers all of these — and more.

With John Hancock's Guaranteed Principal Annuity (GPA) Plus, you'll get the security of a guaranteed interest rate, plus the exceptional strength and stability that John Hancock is known for. Better still, you'll enjoy a variety of added benefits such as tax-deferred earnings, multiple-year rate guarantees and the ability to earn higher interest rates at certain breakpoints.

A valuable addition to any portfolio, GPA Plus Fixed Annuity can provide the assurance and flexibility you need as you plan for the future.

ABOVE AND BEYOND

GPA Plus is a fixed annuity you can rely on. It provides you with a competitive interest rate that's guaranteed for one, three or six years — whichever you choose. You'll also enjoy tax-deferred growth, a benefit not available with other financial products, that allows your earnings to remain invested free from current taxes for potentially greater returns.¹

And since GPA Plus is a guaranteed principal annuity, you get the security of knowing that you'll never get back less than you put in (less withdrawals and any applicable premium taxes).²

A fixed annuity can give your hard-earned assets the predictability you're looking for and it may help offset risks associated with your stock market-based investments.

¹ Withdrawals of taxable amounts will be subject to ordinary income tax and, if taken prior to age 59½, a 10% IRS tax penalty may apply.

² The total of any charges assessed on full or partial withdrawals over the life of the annuity will never exceed the total interest credited. Some states impose a tax on premiums. In certain unusual circumstances, the deduction of state premium taxes may reduce the amount you receive below the full value of your premium.

HIGHER INTEREST RATES —
EARN MORE

GPA Plus provides you with the flexibility of multiple-year rate guarantees — one, three or six — and the potential to earn higher interest rates as your contract value grows over time.

You may earn higher interest rates if your premium falls within the dollar breakpoints displayed below.³

PREMIUM AMOUNT OR
CONTRACT VALUE

\$25,000 – \$99,999

\$100,000 or greater

Additional premiums that increase your current contract value to a higher breakpoint will receive the interest rate available for that breakpoint. Your financial professional can review the latest interest rates available when you purchase John Hancock's GPA Plus Annuity.

³ Dollar breakpoints are subject to change and availability. In addition, based on availability, future renewal rates may also qualify for higher interest rates at certain dollar breakpoints.

GUARANTEED RATES — ADDED ASSURANCE

GPA Plus allows you to choose, at the time of purchase, one of three rate guarantee periods depending on your view of current interest rates and your time horizon.⁴

ONE-YEAR guarantees the interest rate for one full year and allows you the opportunity to take advantage of a rising interest rate environment. This option also includes a *bonus interest rate* in the first year to jump-start your earnings.⁵ Each year, your premium will automatically renew on a year-to-year basis.

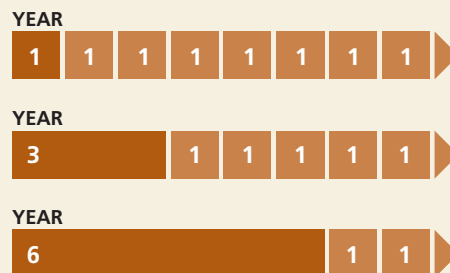
THREE-YEAR⁶ locks in the rate for three full years, which gives you the confidence of knowing exactly what your investment will grow to after a specific time period. After three years, your premium will reset to a one-year renewal rate.

SIX-YEAR⁶ promises the interest rate for six full years to provide you with a stable, guaranteed rate for a longer time horizon. After six years, your premium will reset to a one-year renewal rate.

With so many uncertainties in today's financial markets, it's comforting to know that 100% of your money is growing at a stable rate. Plus, with no upfront sales charges or fees, your entire premium begins working for you immediately.

Interest rates over time

Interest rates reset to a one-year renewal rate at the end of the guarantee period. Renewal rates may differ from your initial interest rate.



Any subsequent premiums, if available in your state, will receive the same rate guarantee period as your initial premium.

⁴ Guaranteed rates are subject to the claims-paying ability of the issuing insurance company.

⁵ Bonus interest rates are subject to availability and are available in the first year only. Renewal rates do not include a bonus interest rate.

⁶ Currently, the three- and six-year rate guarantees do not include a bonus interest rate.

BUILT-IN FEATURES — UNCOMMON PROTECTION

With GPA Plus, you get access to an array of benefits that will help you protect yourself and your loved ones.

PROTECTION FOR YOUR FAMILY

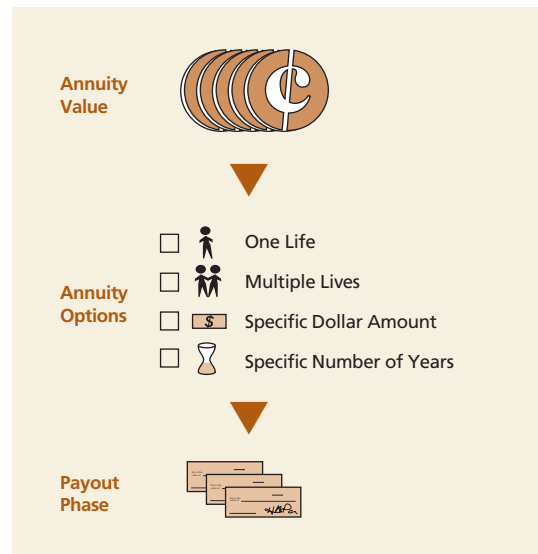
Your beneficiary will receive the full value of your annuity if you pass away (less any applicable taxes). All withdrawal charges will be waived to maximize the amount your beneficiary receives. The proceeds avoid the costs and delays of probate when you name a specific beneficiary — allowing your money to reach your family quickly.

ESTATE PLANNING ADVANTAGES FOR SPOUSES:

A spouse who is named the sole beneficiary can continue the annuity contract after your death and receive the annuity's tax deferral benefits throughout the life of the contract. The spouse can retain the annuity for their future retirement plans. Optional riders may not be transferrable upon spousal continuation.

RELIABLE INCOME FOR LIFE

When you decide to receive income from your annuity, also known as the payout phase, you can choose to receive checks regularly for the rest of your life or several other annuity options — whatever best fits your plan. This is a unique advantage only an annuity can provide. The amount you receive will be based on several factors, including the value of your annuity at the time of the payout phase, your age and the type of annuity option you choose.



ACCESS TO YOUR MONEY —
IF AND WHEN YOU NEED IT

Regardless of which rate guarantee period you select, you will have access to your money each year. You can make free withdrawals of up to 10% of the contract value. Withdrawals that exceed the free amount are subject to the following charges.⁷ Each premium has its own withdrawal charge schedule.

Year:	1	2	3	4	5	6	7+
Withdrawal	▼	▼	▼	▼	▼	▼	▼
Charge (%):	7	7	6	6	5	4	0

Plus, you will have 100% access, with no withdrawal charges, to any premium held longer than six full years.

EXTRA BENEFITS FOR LIFE’S UNCERTAINTIES

CAREsolutionsSM combines easy access to your money when you need it with valuable access to referral services and programs to help you cope with a challenging care situation. This innovative feature provides three unique benefits at no additional cost.⁸

NURSING HOME/CRITICAL ILLNESS WAIVER:^{7,9}

If you — or your spouse — are ever confined to a nursing home or diagnosed with a critical illness, you’ll be able to access 100% of your money with no withdrawal charges.

RESOURCE AND CONSULTATION SERVICE:

A national eldercare program, called *Seniorlink*,¹⁰ provides personalized advice on a variety of age-related care issues, services and resources (such as assisted living, home health care, home maintenance and repair services, and legal services). Simply call a toll-free number to receive support for yourself or a close family member.

COMPETITIVE RATES: John Hancock’s *Advantage List*¹¹ offers competitive rates at thousands of nursing homes and home health care agencies across the country — to help stretch your dollars further.

7 Withdrawals of taxable amounts will be subject to ordinary income tax and, if taken prior to age 59½, a 10% IRS tax penalty may apply.

8 Owner and their spouse must be less than age 80 at time of issue to receive CAREsolutions. Please consult the contract or your financial professional for details and restrictions that may apply.

9 Waiver of withdrawal charges due to a critical illness may not be available in all states and benefit triggers may vary by state.

10 *Seniorlink* is the current referral service provider for John Hancock. This program may be changed or discontinued at any time. *Seniorlink* is not affiliated with John Hancock Life Insurance Company and our subsidiaries.

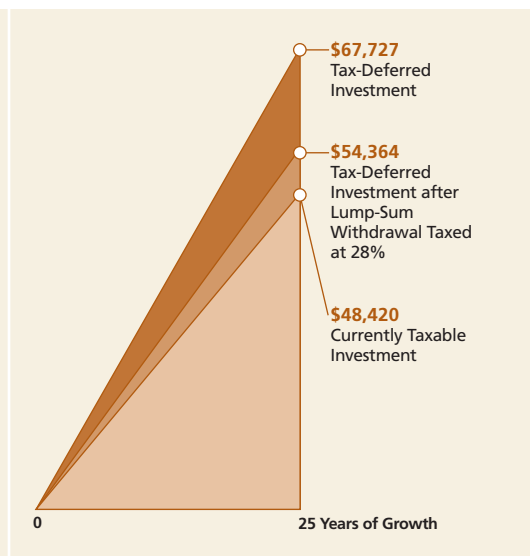
11 Not available in Puerto Rico.

TAX-DEFERRED EARNINGS — ENHANCED GROWTH

GPA Plus offers powerful advantages provided by tax deferral, as shown in the chart below. (Of course, your returns may vary.)¹² The chart below assumes the following:

- Two hypothetical \$20,000 investments are made, one currently taxable and the other tax-deferred.
- Each earns a 5% rate of return annually.
- Investors are each subject to a combined federal and state tax rate of 28%.

As you can see, the tax-deferred investment grows to \$67,727. That's \$19,307 more than the currently taxable investment. Even if the tax-deferred investment is liquidated in year 25, the after-tax amount is \$54,364 — which is \$5,944 more than the currently taxable investment. Of course, returns may vary based on each client's circumstances.



¹² The hypothetical illustration does not include withdrawal charges, penalty taxes or state premium taxes — all of which would lower the illustrated performances. The withdrawal charge schedule for GPA Plus declines over six full years for each premium as follows: 7%, 7%, 6%, 6%, 5%, 4% and 0%. It is not intended to project the future performance of the GPA Plus Fixed Annuity. Withdrawals from an annuity may be subject to ordinary income tax and, if taken prior to age 59½, a 10% IRS penalty tax may apply.

JOHN HANCOCK — STRENGTH AND STABILITY

With GPA Plus, you'll have the foundation you need to help build and preserve your assets, prepare for retirement and make your long-term goals a reality. Standing behind GPA Plus is John Hancock and our rich tradition of financial strength and stability. Along with our subsidiaries, we have more than \$140.5 billion in assets under management as of June 30, 2004.¹³

As of September 2004, John Hancock has received strong ratings from the major rating agencies:¹⁴

A++ the highest of 16 possible ratings for financial performance, by A.M. Best Company

AA the third-highest of 24 possible ratings for claims-paying ability, by Fitch IBCA

Aa3 the fourth-highest of 21 possible ratings for financial strength, by Moody's Investors Service

AA the third-highest of 21 possible ratings for claims-paying ability, by Standard & Poor's

RENEWAL RATES — OPPORTUNITY FOR CHANGE

Actual renewal rates credited are based on many factors, including the current rate of return of the John Hancock annuity portfolio. As a result, rates may change periodically. This portfolio is composed of fixed-income securities such as short- and medium-term bonds, mortgages and U.S. Treasuries. John Hancock's investment team performs day-to-day management and constantly monitors current interest rate levels and economic conditions to ensure competitive rates.

¹³ Represents assets under management of John Hancock and subsidiaries. Only the issuing company has responsibility for the financial obligations under the contract.

¹⁴ Ratings do not pertain to investment portfolios.