

Service Office: Life New Business 30 Dan Rd, Suite 55765 Canton, MA 02021-2809

Application For Individual Life Insurance

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)
(hereinafter referred to as The Company)

If applying for Survivorship Coverage, please also complete *Survivorship Supplement for Second Life NB5211*. Print and use black ink. Any changes must be initialed by the Proposed Insured and the Policy Owner.

IMPORTANT NOTICE: Your application is a critical source of information for consideration of your request for insurance coverage. Therefore:

- We strongly urge you to be complete and accurate in your responses so that we may provide you with the best coverage we can.
- If we determine that your answers on this application are incorrect, incomplete, or untrue, it will delay your application, and The Company may have the right to deny benefits or terminate coverage.

SECTION A: Proposed Insu	red						
1. Name FIRST	MIDDLE	LAST			2. Sex		
					☐ Male ☐ Female		
3. Date of Birth MONTH DAY YEAR	4. Place of Birth	STATE/CC	Security Number				
6. Driver's License Number/State	7. Citizensh ☐ US	•	JS - Country of Citizenship				
	Type of G	ireen Card	d/VISA				
8. Primary Residence STREET ADDRESS		CITY STATE ZIP CODE					
9. Telephone Numbers PERSONAL BUSINESS	with your about your action and in						
11. Occupation							
☐ Job/Duties			Employed by				
☐ Student ☐ Homemaker ☐ L	Jnemployed 🗌 Retir	ed 🗆 C	Other				
12. Are you currently a member of the	armed forces, includ	ling the r	reserves?				
☐ Yes ☐ No ① If Yes, complete	e Military Personnel F	inancial S	Services Disclosure Regardi	ing Insurar	nce Products NB5109		
13. Gross Annual Household Income 14. Household Net Worth							
Salary \$ Other \$ \$							
15. In the last 5 years, has the Propose had any liens, judgements or othe ☐ Yes ☐ No - If Yes, provide deta	r similar financial diff		which he/she is a partner/c	owner/exec	cutive been bankrupt,		

• Complete if	Policy Owner Policy Owner is someone other than the Policy Owners and details in SECTIO						
If Trust	Type ☐ Business ☐ Existing Trust ☐ Trust Owner, complete the Trust Certification P. ership Owner, complete the Partnership S	S5101	☐ Business Partner	nild 🗆 Trust			
c. Name or Enti	ty/Trust Name FIRST	MI	DDLE LAST				
	or Trust Date (if applicable) ONTH DAY YEAR MONTH DAY YEAR		e. Social Security OR Tax ID				
f. Address	STREET ADDRESS	CITY	STATE	ZIP CODE			
g. Telephone N	umber	h. Email Addres	S				
17. Multiple Policy (Owners - Type of Ownership 🔲 Joint v	with right of sur	rvivorship 🗌 Tenants in com	mon			
	rner a Non US Person or a Non Resident A If Yes, Complete IRS Form W-8BEN for						
This section iBeneficiary I	Beneficiary Information s to be completed by Policy Owner sted in question 19 is always assigned al beneficiaries in SECTION K: ADDITIO		ATION				
19. a. Name or Enti	ty/Trust Name FIRST	MIDDLE	LAST	b. Percentage			
	to Proposed Insured Child Trust Business Partner Other	d. Date of B	Birth or Trust Date (if applicable MONTH DAY YEAR MONTH DAY YEAR Date)			
e. Social Securit	y OR Tax ID	f. Telephone	e Number				
☐ SSN		g. Email Add	drocs				
☐ Tax ID ☐ h. Address	STREET ADDRESS	CITY	STATE	ZIP CODE			
20. a. Name or Enti	ty/Trust Name FIRST	MIDDLE	LAST	b. Percentage %			
c. □ Primary □ Secondary	d. Relationship to Proposed Insured ☐ Spouse ☐ Child ☐ Trust ☐ E ☐ Employer ☐ Other	Business Partner	e. Date of Birth or Trust Dominated DOB MONTH DAY				
f. Social Securit □ SSN	y OR Tax ID	g. Telephon	g. Telephone Number				
☐ Tax ID		h. Email Address					
i. Address	STREET ADDRESS	CITY	STATE	ZIP CODE			

SECTION D: Coverage Details • This section is to be completed by Policy Owner • Refer to your illustration for riders and benefits selected 21. Product Name (see Policy Illustration Summary Page) 22. Flexible Premium Products a. Single Life ☐ Survivorship **①** Complete Survivorship Supplement for Second Life NB5211 b. ☐ Base Face Amount \$ ☐ Supplemental Face Amount \$ (not available with all products) ☐ Level ☐ Increasing by % for Years c. Death Benefit Option ☐ Option 1 (Death Benefit = Face Amount) ☐ Option 2 (Death Benefit = Face Amount + Policy Value) d. Life Insurance Qualification Test ☐ Guideline Premium Test (GPT) ☐ Cash Value Accumulation (CVAT) e. Riders and Benefits (Refer to instruction page for riders and benefits available per product) ☐ Healthy Engagement Rider (Vitality) Long-Term Care Rider 🕕 Complete Application Supplement (Long-Term Care Rider) NB5018 ☐ Accelerated Death Benefit (for terminal illness) **①** Complete Summary and Disclosure Statement for Accelerated Benefit NB1237 ☐ Cash Value Enhancement Rider ☐ Disability Payment of Specified Premium Rider Monthly Specified Amount \$ ☐ Disability Waiver of Monthly Deductions Rider ☐ Estate Preservation Rider ☐ Extended No-Lapse Guarantee Rider **①** Not all fund investment options are available with this rider ☐ Overloan Protection Rider ☐ Policy Split Option Rider ☐ Return of Premium Rider (Death Benefit Option 1 only) Percentage of premiums to be returned at death (Whole numbers only. Maximum 100%) ☐ Other 23. Term Products ☐ Term: ☐ 10 Years ☐ 15 Years ☐ 20 Years ☐ Other ☐ Healthy Engagement (Vitality) Term: ☐ 10 Years ☐ 15 Years ☐ 20 Years ☐ Other _____ a. Face Amount \$ b. Riders and Benefits (if applicable) ☐ Total Disability Waiver ☐ Accelerated Death Benefit (for terminal illness)

b. Riders and Benefits (if applicable)

Total Disability Waiver

Accelerated Death Benefit (for terminal illness)

Omplete Summary and Disclosure Statement for Accelerated Benefit NB1237

Unemployment Protection Rider
Other

24. If an additional or optional policy is being applied for by the Policy Owner in a separate application, state plan and face amount.

Plan Name
Face Amount \$

	cices and Correspondence			ddress provided in Section B		
5. a. Billing Method □ Pre-Authorized Payment Plan • Complete Request for Pre-Authorized Payment Plan NB5087 □ Direct Bill (not available for monthly billing)						
b. Please select billir ☐ Annual ☐ S	ng frequency iemi-Annual	☐ Monthly (Pre-A	uthorized Payment P	lan only)		
	Owner have any existing life					
☐ Yes ① If Yes, I	refer to the Instructions for Ap	pplication for Individua	l Life Insurance regardii	ng additional required Replacement forms		
	e replace any existing life in existing policies or annuitie			ou, the Policy Owner, considering		
☐ Yes ① If Yes, ☐ No	refer to the Instructions for Ap	oplication for Individua	l Life Insurance regardi	ing additional required Replacement forms		
27. Purpose of Insurance ☐ Income Replacen ☐ Business Insurance ☐ Other - give deta	nent	upplement for Busine	ess Insurance NB5124	1		
	ee: In addition to the Policy			ces for overdue premiums to any mation for the Secondary Addressee:		
a. Name FIRST	MIDDLE	LAS	Т	b. Date of Birth MONTH DAY YEAR		
c. Address street	ADDRESS	CITY	STATE	ZIP CODE		
any right, title or	interest in any policy issued		•	oes or will any person or entity have		
	f Yes, give details	ideration by any ner	on or ontity in conne	setion with this application?		
•	ffered money or other consi		•	• •		
30. Premium (Payment) ☐ Income	f Yes, give details Source					
☐ Liquidated Asset	s - give details					
☐ Proceeds from So	old or Viaticated policy - giv	e details				
☐ Loan ① If you c	hecked Loan, complete Que	estion 31 a, b, and c	on next page			
\square Other - give deta	ails					

SECTION E: Purpose and Funding Information

• This section is to be completed by Policy Owner

SECTION E: Purpose And Funding Information continues on next page

SECTION E: Purpose And Funding Information (continued)												
Only complete question 31, a, b and c if 'Loan' was selected in question 30												
b. What amount and type of collateral is required to secure the loan and/or loans?						loan						
	Amount \$Type of collateral											
c. In addition to repayment of principal and interest, are there other fees, charges or other consideration to be paid? □ Yes □ No - If Yes, give details												
• This section is to be co	SECTION F: Existing, Replacement, And Pending Insurance Information • This section is to be completed by Proposed Insured • List additional policies in SECTION K: ADDITIONAL INFORMATION											
32. a. Is the Proposed Insured under this application also an insured on any other existing life insurance policy, including any policy that has been sold, assigned, transferred or settled?												
b. If Yes, provide details for	or each exi	sting Life	Insuranc	e policy	on the	Propo	sed In	sured	with a	II compa	anies	
	INSURANC	e purpose	YEAR	SURVIV	ORSHIP		BE ACED		35 ANGE	TRA	ASSIGNED NSFERRED SETTLED	FACE AMOUNT INCLUDING RIDERS
INSURANCE COMPANY	PERSONAL	BUSINESS	ISSUED	YES	NO	YES	NO	YES	NO	YES	YEAR	
												\$
												\$
33. a. If life insurance coverage of all applications and if "None" check this bo	name of th										ovide the fa	ce amount
INSURANCE COMPANY FACE AMOUNT INCLUDING RIDERS												
							\$					
							\$					
b. What is the total amou application? \$	nt of new	Life Insur	ance cov	erage t	hat you	plan t	o acce	ept wit	h all c	ompani	es including	this

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SECTION G: Personal Information • This section is to be completed by Proposed Insured as it pertains to his or her own personal history 34. The information you provide in this application is critical to our consideration of your request for insurance coverage. You are strongly urged to answer all questions completely and accurately so that we may provide you with the best coverage we can. We will seek information from other sources to assist us with evaluating your application, potentially including your health care provider. If your answers are incorrect, incomplete or untrue, it will delay your application, and The Company may have the right to deny benefits or terminate coverage. Please know that your personal information, including health information, is protected by The Company and only used by The Company to do business with you, and as permitted or required by law. Initial here to acknowledge that you have carefully reviewed and fully understand the above statement. 35. a. Primary Physician Name LAST ☐ Check if Proposed Insured does not have a physician b. Address STREET ADDRESS CITY STATE 7IP CODE c. Telephone Number d. Date of last visit e. Reason for last visit, outcome and treatment prescribed MONTH 36. a. Name of Medical Group/Health Care Provider (if applicable) b. Name of Health Insurance Provider (if applicable) 37. Provide name, address, and phone number of any other specialists or member of the medical profession consulted in the past 24 months. • If you need more space, continue listing in SECTION K: ADDITIONAL INFORMATION. 38. In the past 18 months, have you visited a dentist or hygienist for routine dental care? ☐ Yes ☐ No 39. Describe your complete tobacco/nicotine products usage history, including but not limited to: cigarettes, e-cigarettes, cigars, pipe, chewing tobacco, snuff, hookah, nicotine patch, nicotine gum. NOTE: Tobacco use does not automatically nor necessarily result in denial of coverage. If products used exceed the allotted space below, list the remainder in SECTION K: ADDITIONAL INFORMATION **OUANTITY AND UNIT** DATE LAST USED

SECTION G: Personal Information continues on next page

☐ Year

☐ Year

(MONTH/YEAR)

FREQUENCY

☐ Month

☐ Month

☐ Day

Dav

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(Ex. Packs, cigarettes, patches, etc.)

Unit Type

Unit Type

TYPE OF PRODUCT

☐ I have never used nicotine/tobacco products

SECTION G: Personal Information ((continued)							
0. Describe your marijuana use in the past 5 years.								
NOTE: Marijuana use does not automatically	NOTE: Marijuana use does not automatically nor necessarily result in denial of coverage							
PURPOSE	PURPOSE Date Last Used							
☐ Recreational/Social			MONTH YEAR					
☐ Medicinal – Provide Prescription Card ID_								
FREQUENCY		DELIVERY METHOD						
times per $\ \square$ Day $\ \square$ Month $\ \square$] Year	☐ Ingested ☐ Vapor	rized 🗌 Inhaled					
\square I have not used marijuana in the past 5 ye	ears							
SECTION H: Lifestyle Information • This section is to be completed by Prop	osed Insured as it pertains to	his or her own lifesty	le history					
41. Describe your exercise routine, such as walking, running, treadmill, swimming, aerobics, strength training, cycling, sports or yoga.								
• If exercises exceed the allotted space below	v, list the remainder in SECTION	K: ADDITIONAL INFORI	MATION					
TYPE OF EXERCISE	TYPE OF EXERCISE FREQUENCY TIME SPENT PER SESSION							
	☐ Daily ☐ 1-3 x/week ☐	4-6 x/week	hours minutes					
	☐ Daily ☐ 1-3 x/week ☐	4-6 x/week	hours minutes					
\square I do not participate in an exercise routine								
42. Have you ever had an application for life insupremium, or offered less than applied for by ☐ Yes ☐ No If Yes, give details of decision type, reason an	any company?	ed substandard, modifie	ed, requiring extra					
43. In the past 12 months, have you missed mor because of illness, injury, or medical treatment		work, school, or your da	ily/regular activities					
☐ Yes ☐ No								
If Yes, provide details								

SECTION H: Lifestyle Information continues on next page

	SECTION H: Lifestyle Information (continued)								
44.	44. Do you expect to travel outside the U.S. or Canada, or change your country of residence in the next 2 years? ☐ Yes ☐ No If Yes, give details of location (city/country), purpose, frequency and duration								
45.	45. Have you ever flown or intend to fly in the next 2 years as a student pilot, licensed pilot, or crew member in any aircraft, including ultralight planes?								
	☐ Yes ☐ No ① If Yes, complete	Aviation Questionnaire NB5009							
46.	46. Please indicate any of the following activities you participate in or have participated in, within the last 2 years: Motorcycle racing Scuba diving Power boat racing Skydiving/Parachuting Ballooning Hang-gliding Backcountry skiing/snowmobiling Bungee/base jumping Heli skiing Motor vehicle racing I do not participate in any of these activities								
47.	47. Please indicate which of the following apply to your driving history: ☐ Cited for 1 or more moving violations in the past 2 years ☐ License is currently revoked or suspended ☐ None of these apply to me								
48.	48. Have you ever been convicted of, imprisoned for, or are you currently awaiting trial for any infraction, misdemeanor or felony? ☐ Yes ☐ No If Yes, give details of type, date, city/state of felony and/or crime and if currently on probation or parole								
	SECTION I: Juvenile Insurance • Complete only if Proposed Insur								
49.	49. a. Are all siblings equally insured? ☐ Yes ☐ No If No, give details								
	b. Amount of life insurance currently	in force or pending for:							
	Mother \$	If none, provide reason:							
	Father \$	If none, provide reason:							
	Guardian \$	If none, provide reason:							

SECTION J: Temporary Life Insurance Agreement Application

• You may be eligible for Temporary Life Insurance Coverage. Please speak with your Agent/Representative for details on the amount and benefit period. This section is to be completed only if you are applying for Temporary Life Insurance.

Instructions for Agent/Representative

- Money may only be collected with this application and the Temporary Life Insurance Receipt and Agreement NB5004 may only be issued if:
 - 1. questions 50, 51 and 52 are answered "No"
 - 2. the Proposed Insured is age 20 to 70
 - 3. the amount applied for under this application is not greater than \$10,000,000 (single life) or \$15,000,000 (survivorship)

Note: Temporary Life Insurance questions must be answered by both insureds if Survivorship coverage is being applied for. See *Survivorship Supplement for Second Life NB5211*.

applied for. See Survivorship Supplement for Second Life NB5211.									
50. Within the last	24 months, has the	Proposed Insured under this application:	PROPOSED INSURED						
a. consulted a member of the medical profession for, been diagnosed with or been treated for any heart problem, stroke or cancer?									
	b. received a recommendation (excluding HIV) from a member of the medical profession for any consultation, testing, investigation or surgery that has not yet been completed?								
c. been decline	ed for life insurance?		☐ Yes ☐ No						
	51. Other than planned routine check-ups, are there pending medical tests or follow-up for medical concerns or symptoms (excluding HIV) for which a medical professional should be consulted?								
52. Does the Propo	osed Insured reside o	utside the United States more than 6 months per year?	☐ Yes ☐ No						
• This is an ac	s from SECTION C, I	rmation more space is required for any of the previous sections, e.g. listing isting additional policies from SECTION F, listing additional tobac							
SECTION QUESTION DETAILS									
SECTION I :	Spacial Instructi								
SECTION L.	Special Instructi	Olis							

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Read the following carefully and sign next page

DECLARATIONS

The Proposed Insured (or Parent or Guardian) and Policy Owner declare that the statements and answers in this application and any form that is made part of this application are complete and true to the best of their knowledge and belief. All such statements and answers are representations, not warranties.

In addition, I/we understand and agree that:

1. **Policy Application:** The statements and answers in this application, which include any supplemental form relating to health, aviation practices or lifestyle of the Proposed Insured, will become part of the insurance policy issued as a result of this application. No information about me will be considered to have been given to The Company unless it is stated in the application or any form that is made part hereof.

2. Policy Effective Date:

- a) Any life insurance policy issued as a result of this application will be effective on the later of the date the first premium has been paid in full and the date the policy has been delivered to the Policy Owner, provided that the Proposed Insured is still living and nothing has occurred that would require a change in any statement or answer in any part of the application, including any supplemental forms, in order to make the statement or answer true and complete as of the date this policy becomes effective. If there has been such an occurrence: (i) if there is no Temporary Life Insurance Agreement (TIA) coverage, the policy will not be put into effect, and (ii) if there is TIA coverage and the TIA has not ended, the policy will be put into effect but only to the limit of the TIA coverage amount.
- **b)** If premiums are paid prior to delivery of the policy and the terms and conditions of the TIA are satisfied, insurance prior to the effective date shall be provided under the TIA and according to its terms.
- c) Only an officer of The Company may make, modify, or discharge any insurance contract on its behalf. No agent has the authority to: (i) accept risks; (ii) determine insurability; (iii) make or modify any contractual provision; or (iv) waive any of The Company's rights or requirements.
- 3. Employer Owned Policies: The Proposed Insured confirms that they have received, prior to issue, written notice that indicates: (i) the employer's intent to insure the Proposed Insured, (ii) the maximum amount of the insurance to be issued on the life of the Proposed Insured and (iii) that the employer will be the beneficiary of the new policy. The Proposed Insured also confirms that they have provided written consent to being insured and that such coverage may continue after employment terminates.
- **4. Fraud Warning:** Any person who knowingly presents a false statement in an application for insurance may be guilty of a criminal offense and subject to penalties under state law.
- 5. Variable Policies: I/We acknowledge that the policy values that are based on the separate account assets are not guaranteed and will decrease or increase with investment experience. I/We acknowledge receipt of the current prospectuses and supplements that describe the variable life insurance policy applied for and the sub-accounts of the separate account that are available under this policy. I/We have reviewed the prospectuses and supplements and believe that the variable life policy is consistent with my/our insurance needs, investment objectives and investment risk tolerance.
- **6. Flexible Premium Policies**: I/We understand that I/we may need to pay additional premiums in addition to the Planned Premium if the current policy charges or actual interest rate credited/investment performance are different from the assumptions used in the illustration (assuming the requirements of any applicable guaranteed death benefit feature have not been satisfied).
- **7. Temporary Insurance Coverage:** If coverage under a TIA is applied for, I have received, read and understand the terms and conditions of the Temporary Life Insurance Receipt and Agreement NB5004.
- 8. Healthy Engagement Benefit: If a policy is issued with the Healthy Engagement rider or benefit (the Benefit), the Proposed Insured will receive a membership in a healthy engagement program offered by a third party program provider. By applying for the Benefit, the Proposed Insured authorizes The Company to share his/her personal information, including certain health information, with the provider in connection with the registration for the program and administration of the Benefit. The Proposed Insured understands and agrees that (i) his/her program membership will be subject to the provider's privacy policy and terms and conditions of membership, which the Proposed Insured should read prior to joining the program, and (ii) he/she will be asked to authorize the provider to share his/her health, lifestyle, medical or other personal information with The Company. The Proposed Insured will not be eligible to participate in the program if the terms and conditions of membership are not accepted. Upon termination of the policy or rider, as applicable, the program membership will terminate and access to further benefits and incentives, if any, will cease as provided in the terms and conditions. The Company is not responsible or liable for any damage, loss or injury arising out of the Proposed Insured's participation in any third party healthy engagement programs or receipt of any products or services provided through such programs.

Read carefully and sign below

I, THE PROPOSED INSURED, AUTHORIZE:

- **1.** The Company to obtain consumer reports including but not limited to motor vehicle records and investigative consumer reports on me.
- **2.** Any medical professional, medical care provider, hospital, clinic, laboratory, pharmacy or pharmacy benefit manager, electronic health record provider, insurance company, the MIB, Inc. ("MIB") or any other similar person or organization to disclose health information about me or any minor child who is to be insured. Health information includes: (i) my entire medical record and medical history, prescription history, and other health information; (ii) confidential information related to Human Immunodeficiency Virus (HIV), other communicable diseases and mental illness (excluding psychotherapy notes) and (iii) genetic information and genetic test results, to the extent permitted by law.
- **3.** Any financial professional, CPA, attorney, personal banker or any other similar person or organization to disclose financial/net worth information about me.

Such disclosure of my information may be made to The Company, its affiliated companies, agents, service providers, reinsurers, MIB or any person or entity entitled to receive such information by law or as I may further consent.

Information collected under this authorization will be used to evaluate my application for insurance, identify any misrepresentation in the information provided by me in this application, administer coverage, evaluate a claim for benefits, for reinsurance or other insurance purposes, or to conduct other legally permissible activities. I authorize The Company, or its reinsurers, to make a brief report of my health information to MIB

This authorization is valid for 24 months from the date shown below or for the time limit, if any, permitted by applicable law in the state where the policy is delivered or issued for delivery, whichever period is shorter. A photocopy of this authorization will be as valid as the original. I am entitled, or my authorized representative is entitled, to a copy of this authorization.

I understand that I can revoke this permission to collect information at any time by providing written notification to John Hancock Life Insurance Company (U.S.A.) at the Service Office address (page 1) Attention: Chief Underwriter, but any revocation will not affect such information that has already been collected and relied on by The Company.

I acknowledge receipt of the Notice of Disclosure of Information relating to the underwriting process, investigative consumer reports and the MIB.

SIGNATURES — If Proposed Insurea relationship	l is under age 1	5, Parent or Guardi	an must sign	on the Proposed Ir	nsured Signature Line and include
X					
SIGNATURE OF POLICY OWNER (P	ROVIDE TITLE O	r corporate seal,	IF SIGNING O	FFICER)	
DOLLGV OWNER CICNED AT	CITY	CTATE	TUIC	DAY OF	VEAD
POLICY OWNER - SIGNED AT	CITY	STATE	THIS	DAY OF	YEAR
X					
SIGNATURE OF PROPOSED INSURE	D IF OTHER THA	AN POLICY OWNER (PARENT OR G	Jardian if Under	AGE 15)
AGENT SIGNATURE					
I certify that all the information supplication.	upplied by the	Proposed Insured	and Owner(s) has truly and acc	curately been recorded on the
X					
SIGNATURE OF AGENT/REPRESENT	ATIVE			DAT	E

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