



Submitting a new life insurance case?

Select the option that works best for you — and take advantage of John Hancock ExpressTrack®!

John Hancock offers you several choices for submitting new life insurance cases — opt for the method that works best for you.

Plus, when you use one of the submission methods below, proposed insureds ages 18-60, applying for up to and including \$3 million, will be considered for an ExpressTrack underwriting decision (no labs required¹, with decisions in as little as three days²). See page 3 for additional information.

Electronic ticket options³

All required forms are incorporated, and no upfront signatures are required; includes a telephone interview with the client to complete medical questions.

New business submission method	Product availability	How to get started
iPipeline Drop Ticket	All single-life term and permanent products	Accessible via your firm's website. (Please note: firm must be an iPipeline customer.)
ApplicInt Express Complete Multi-Carrier Ticket	Single-life term products (i.e., John Hancock Protection Term and John Hancock Vitality Term)	Accessible via your firm's website. (Please note: firm must be an ApplicInt customer.)

Paper ticket option³

Any applicable replacement forms as well as the Agent Report must be submitted with the JH Life Paper Ticket, and upfront signatures are required; includes a telephone interview with the client to complete lifestyle and medical questions.

New business submission method	Product availability	How to get started
JH Life Paper Ticket	All single-life term and permanent life insurance products	<ul style="list-style-type: none"> • Log in to JHSalesHub.com, go to the "New Business forms" page and select "JH Life Paper Ticket" from the menu, or • Access via any of the forms' vendors we support

Traditional application

To be considered for ExpressTrack when using the paper application, the application (“Part I”), Medical Supplement (“Part II”), and any other applicable authorizations must be **submitted simultaneously**.

New business submission method	Product availability	How to get started
iPipeline iGO eApp Note: The Part II will need to be downloaded from JHSalesHub or through the forms’ vendors we support, signed and then attached in iGO before the submission is locked, eSigned and eSubmitted.	All John Hancock life insurance products	<ul style="list-style-type: none">• Accessible via your firm’s website. (Please note: firm must be an iPipeline customer.)
Full paper application	All John Hancock life insurance products	<ul style="list-style-type: none">• Log in to JHSalesHub.com, go to the “New Business forms” page and select “Application Kit and Blank Forms.” Search from the menu, then select the applicable product and state, or• Access via any of the forms’ vendors we support

John Hancock ExpressTrack

ExpressTrack offers key advantages to eligible clients:

- No in-person medical screenings, lab work, or pre-issue medical requirements¹
- Underwriting decisions (Standard to Super Preferred) in as little as three days²

Eligibility parameters⁴

- Ages 18-60
- Face amounts up to and including \$3 million
- Single-life term and permanent products (including the Long-Term Care rider)
- Generally considered Standard or better risk class
- U.S. permanent residents

Examples that will prompt full underwriting with ExpressTrack

Medical impairments⁵

- Diabetes/gestational diabetes
- Moderate to severe Asthma
- Moderate/Severe Sleep Apnea
- Cancer history (other than basal and squamous cell skin cancers)
- Stroke/TIA
- Lupus/autoimmune disorders
- COPD/emphysema
- CAD
- Moderate/severe ulcerative colitis
- Fatty liver
- Heart murmurs, valvular disease
- Hepatitis
- Rheumatoid arthritis

Non-medical impairments⁵

- Aviation & hazardous sports (resort diving is eligible)
- Professional athletes & entertainers
- Hazardous occupations
- History of DUI or bankruptcy
- Criminal histories
- Premium financing
- Increasing riders
- Prior submissions, including trial or formal applications, received in the past 12 months
- Previously rated or declined
- Histories of substance abuse
- Complex ownerships such as charities or “to-be-established” Trusts

For more information, please contact
your John Hancock salesperson.

1. John Hancock will be requesting post-issue attending physician statements (APS) on ExpressTrack cases for quality assurance review purposes.
2. Elapsed time to generate underwriting decision from the time Underwriting receives the interview results. Policy issuance is not guaranteed as any life insurance purchase is subject to completion of an application, including health questions, and underwriting approval.
3. Please note the ticket process is not available for use in New York.
4. ExpressTrack is not available in the state of New York.
5. The considerations listed above are illustrative only and not exhaustive, and John Hancock reserves the right to require additional underwriting requirements in connection with any application for insurance.

For agent use only. Not for use with the public.

Insurance policies and/or associated riders and features may not be available in all states.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

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