

**UL-G 12/ UL-G 11 CLOSE-OUT**

<b>STATE</b>	<b>UL-G 12 LAUNCH ON JH ILLUSTRATOR</b>	<b>NEW BUSINESS APPLICATION DEADLINE FOR UL-G 11*</b>	<b>ISSUE DEADLINE FOR UL-G 11**</b>
Alabama	3-Jan-12	13-Jan-12	2-Mar-12
Alaska	3-Jan-12	13-Jan-12	2-Mar-12
Arizona	17-Jan-12	10-Feb-12	13-Apr-12
Arkansas	3-Jan-12	13-Jan-12	2-Mar-12
California			
Colorado	3-Jan-12	13-Jan-12	2-Mar-12
Connecticut	3-Jan-12	13-Jan-12	2-Mar-12
DC	3-Jan-12	13-Jan-12	2-Mar-12
Delaware	17-Jan-12	10-Feb-12	13-Apr-12
Florida	3-Jan-12	13-Jan-12	2-Mar-12
Georgia	3-Jan-12	13-Jan-12	2-Mar-12
Guam			
Hawaii	3-Jan-12	13-Jan-12	2-Mar-12
Idaho	3-Jan-12	13-Jan-12	2-Mar-12
Illinois	3-Jan-12	13-Jan-12	2-Mar-12
Indiana	3-Jan-12	13-Jan-12	2-Mar-12
Iowa	3-Jan-12	13-Jan-12	2-Mar-12
Kansas	3-Jan-12	13-Jan-12	2-Mar-12
Kentucky	3-Jan-12	13-Jan-12	2-Mar-12
Louisiana	3-Jan-12	13-Jan-12	2-Mar-12
Maine	3-Jan-12	13-Jan-12	2-Mar-12
Maryland	3-Jan-12	13-Jan-12	2-Mar-12
Massachusetts	3-Jan-12	13-Jan-12	2-Mar-12
Michigan	3-Jan-12	13-Jan-12	2-Mar-12
Minnesota	3-Jan-12	13-Jan-12	2-Mar-12
Mississippi	3-Jan-12	13-Jan-12	2-Mar-12
Missouri	3-Jan-12	13-Jan-12	2-Mar-12
Montana	30-Jan-12	2-Mar-12	4-May-12
Nebraska	3-Jan-12	13-Jan-12	2-Mar-12
Nevada	3-Jan-12	13-Jan-12	2-Mar-12
New Hampshire	3-Jan-12	13-Jan-12	2-Mar-12
New Jersey	3-Jan-12	13-Jan-12	2-Mar-12
New Mexico	3-Jan-12	13-Jan-12	2-Mar-12
New York			
North Carolina	3-Jan-12	13-Jan-12	2-Mar-12
North Dakota	3-Jan-12	13-Jan-12	2-Mar-12
Ohio	3-Jan-12	13-Jan-12	2-Mar-12
Oklahoma	3-Jan-12	13-Jan-12	2-Mar-12
Oregon	17-Jan-12	10-Feb-12	13-Apr-12
Pennsylvania	3-Jan-12	13-Jan-12	2-Mar-12
Puerto Rico	3-Jan-12	13-Jan-12	2-Mar-12
Rhode Island	3-Jan-12	13-Jan-12	2-Mar-12
South Carolina	3-Jan-12	13-Jan-12	2-Mar-12
South Dakota	3-Jan-12	13-Jan-12	2-Mar-12
Tennessee	3-Jan-12	13-Jan-12	2-Mar-12
Texas	3-Jan-12	13-Jan-12	2-Mar-12
Utah	3-Jan-12	13-Jan-12	2-Mar-12
Vermont	3-Jan-12	13-Jan-12	2-Mar-12
Virginia	3-Jan-12	13-Jan-12	2-Mar-12
Washington	3-Jan-12	13-Jan-12	2-Mar-12
West Virginia	3-Jan-12	13-Jan-12	2-Mar-12
Wisconsin	3-Jan-12	13-Jan-12	2-Mar-12
Wyoming	3-Jan-12	13-Jan-12	2-Mar-12

\*Applications for UL-G 11 will continue to be accepted until this date provided the following requirements are in our New Business & Underwriting Dept.:

- application and/or tentative underwriting offer, and
- an illustration

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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 MLINY11151115884

**SUL-G 12/ SUL-G 11 CLOSE-OUT**

STATE	SUL-G 12 LAUNCH ON JH ILLUSTRATOR	NEW BUSINESS APPLICATION DEADLINE FOR SUL-G 11*	ISSUE DEADLINE FOR SUL-G 11**
Alabama	3-Jan-12	13-Jan-12	2-Mar-12
Alaska	3-Jan-12	13-Jan-12	2-Mar-12
Arizona	17-Jan-12	10-Feb-12	13-Apr-12
Arkansas	3-Jan-12	13-Jan-12	2-Mar-12
California			
Colorado	3-Jan-12	13-Jan-12	2-Mar-12
Connecticut	3-Jan-12	13-Jan-12	2-Mar-12
DC	3-Jan-12	13-Jan-12	2-Mar-12
Delaware	17-Jan-12	10-Feb-12	13-Apr-12
Florida	3-Jan-12	3-Jan-12	3-Jan-12
Georgia	3-Jan-12	13-Jan-12	2-Mar-12
Guam			
Hawaii	3-Jan-12	13-Jan-12	2-Mar-12
Idaho	3-Jan-12	13-Jan-12	2-Mar-12
Illinois	3-Jan-12	13-Jan-12	2-Mar-12
Indiana	3-Jan-12	13-Jan-12	2-Mar-12
Iowa	3-Jan-12	13-Jan-12	2-Mar-12
Kansas	3-Jan-12	13-Jan-12	2-Mar-12
Kentucky	3-Jan-12	13-Jan-12	2-Mar-12
Louisiana	3-Jan-12	13-Jan-12	2-Mar-12
Maine	3-Jan-12	13-Jan-12	2-Mar-12
Maryland	3-Jan-12	13-Jan-12	2-Mar-12
Massachusetts	3-Jan-12	13-Jan-12	2-Mar-12
Michigan	3-Jan-12	13-Jan-12	2-Mar-12
Minnesota	3-Jan-12	13-Jan-12	2-Mar-12
Mississippi	3-Jan-12	13-Jan-12	2-Mar-12
Missouri	3-Jan-12	13-Jan-12	2-Mar-12
Montana	30-Jan-12	2-Mar-12	4-May-12
Nebraska	3-Jan-12	13-Jan-12	2-Mar-12
Nevada	3-Jan-12	13-Jan-12	2-Mar-12
New Hampshire	3-Jan-12	13-Jan-12	2-Mar-12
New Jersey	3-Jan-12	13-Jan-12	2-Mar-12
New Mexico	3-Jan-12	13-Jan-12	2-Mar-12
New York			
North Carolina	3-Jan-12	13-Jan-12	2-Mar-12
North Dakota	3-Jan-12	13-Jan-12	2-Mar-12
Ohio	3-Jan-12	13-Jan-12	2-Mar-12
Oklahoma	3-Jan-12	13-Jan-12	2-Mar-12
Oregon	17-Jan-12	10-Feb-12	13-Apr-12
Pennsylvania	3-Jan-12	13-Jan-12	2-Mar-12
Puerto Rico	3-Jan-12	13-Jan-12	2-Mar-12
Rhode Island	3-Jan-12	13-Jan-12	2-Mar-12
South Carolina	3-Jan-12	13-Jan-12	2-Mar-12
South Dakota	3-Jan-12	13-Jan-12	2-Mar-12
Tennessee	3-Jan-12	13-Jan-12	2-Mar-12
Texas	3-Jan-12	13-Jan-12	2-Mar-12
Utah	3-Jan-12	13-Jan-12	2-Mar-12
Vermont	3-Jan-12	13-Jan-12	2-Mar-12
Virginia	3-Jan-12	13-Jan-12	2-Mar-12
Washington	3-Jan-12	13-Jan-12	2-Mar-12
West Virginia	3-Jan-12	13-Jan-12	2-Mar-12
Wisconsin	3-Jan-12	13-Jan-12	2-Mar-12
Wyoming	3-Jan-12	13-Jan-12	2-Mar-12

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**PROTECTION UL 12/ PROTECTION UL 11 CLOSE-OUT**

STATE	PROTECTION UL LAUNCH ON JH ILLUSTRATOR	NEW BUSINESS APPLICATION DEADLINE FOR PERFORMANCE UL10*	ISSUE DEADLINE FOR PERFORMANCE UL10**
Alabama	8-Feb-12	15-Mar-12	15-May-12
Alaska	8-Feb-12	15-Mar-12	15-May-12
Arizona	8-Feb-12	15-Mar-12	15-May-12
Arkansas	8-Feb-12	15-Mar-12	15-May-12
California			
Colorado	8-Feb-12	15-Mar-12	15-May-12
Connecticut			
DC	8-Feb-12	15-Mar-12	15-May-12
Delaware	8-Feb-12	15-Mar-12	15-May-12
Florida	8-Feb-12	15-Mar-12	15-May-12
Georgia	8-Feb-12	15-Mar-12	15-May-12
Guam			
Hawaii	8-Feb-12	15-Mar-12	15-May-12
Idaho	8-Feb-12	15-Mar-12	15-May-12
Illinois	8-Feb-12	15-Mar-12	15-May-12
Indiana	8-Feb-12	15-Mar-12	15-May-12
Iowa	8-Feb-12	15-Mar-12	15-May-12
Kansas	8-Feb-12	15-Mar-12	15-May-12
Kentucky	8-Feb-12	15-Mar-12	15-May-12
Louisiana	8-Feb-12	15-Mar-12	15-May-12
Maine	8-Feb-12	15-Mar-12	15-May-12
Maryland	8-Feb-12	15-Mar-12	15-May-12
Massachusetts	8-Feb-12	15-Mar-12	15-May-12
Michigan	8-Feb-12	15-Mar-12	15-May-12
Minnesota	8-Feb-12	15-Mar-12	15-May-12
Mississippi	8-Feb-12	15-Mar-12	15-May-12
Missouri	8-Feb-12	15-Mar-12	15-May-12
Montana			
Nebraska	8-Feb-12	15-Mar-12	15-May-12
Nevada	8-Feb-12	15-Mar-12	15-May-12
New Hampshire	8-Feb-12	15-Mar-12	15-May-12
New Jersey	8-Feb-12	15-Mar-12	15-May-12
New Mexico	8-Feb-12	15-Mar-12	15-May-12
New York			
North Carolina	8-Feb-12	15-Mar-12	15-May-12
North Dakota	8-Feb-12	15-Mar-12	15-May-12
Ohio	8-Feb-12	15-Mar-12	15-May-12
Oklahoma	8-Feb-12	15-Mar-12	15-May-12
Oregon	8-Feb-12	15-Mar-12	15-May-12
Pennsylvania	8-Feb-12	15-Mar-12	15-May-12
Puerto Rico	8-Feb-12	15-Mar-12	15-May-12
Rhode Island	8-Feb-12	15-Mar-12	15-May-12
South Carolina	8-Feb-12	15-Mar-12	15-May-12
South Dakota	8-Feb-12	15-Mar-12	15-May-12
Tennessee	8-Feb-12	15-Mar-12	15-May-12
Texas	8-Feb-12	15-Mar-12	15-May-12
Utah	8-Feb-12	15-Mar-12	15-May-12
Vermont	8-Feb-12	15-Mar-12	15-May-12
Virginia	8-Feb-12	15-Mar-12	15-May-12
Washington	8-Feb-12	15-Mar-12	15-May-12
West Virginia	8-Feb-12	15-Mar-12	15-May-12
Wisconsin	8-Feb-12	15-Mar-12	15-May-12
Wyoming	8-Feb-12	15-Mar-12	15-May-12

\*Applications for Protection UL 11 will continue to be accepted until this date provided the following requirements are in our New Business & Underwriting Dept.:

- application and/or tentative underwriting offer, and
- an illustration

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**PROTECTION SUL / PERFORMANCE SUL 10 CLOSE-OUT**

STATE	PROTECTION SUL LAUNCH ON JH ILLUSTRATOR	NEW BUSINESS APPLICATION DEADLINE FOR PERFORMANCE SUL10*	ISSUE DEADLINE FOR PERFORMANCE SUL10**
Alabama	12-May-11	17-Jun-11	15-Aug-11
Alaska	12-May-11	17-Jun-11	15-Aug-11
Arizona	12-May-11	17-Jun-11	15-Aug-11
Arkansas	12-May-11	17-Jun-11	15-Aug-11
California	23-May-11	30-Jun-11	31-Aug-11
Colorado	12-May-11	17-Jun-11	15-Aug-11
Connecticut	23-May-11	30-Jun-11	31-Aug-11
DC	12-May-11	17-Jun-11	15-Aug-11
Delaware	12-May-11	17-Jun-11	15-Aug-11
Florida	12-May-11	17-Jun-11	15-Aug-11
Georgia	12-May-11	17-Jun-11	15-Aug-11
Guam			
Hawaii	12-May-11	17-Jun-11	15-Aug-11
Idaho	12-May-11	17-Jun-11	15-Aug-11
Illinois	12-May-11	17-Jun-11	15-Aug-11
Indiana	12-May-11	17-Jun-11	15-Aug-11
Iowa	12-May-11	17-Jun-11	15-Aug-11
Kansas	12-May-11	17-Jun-11	15-Aug-11
Kentucky	12-May-11	17-Jun-11	15-Aug-11
Louisiana	12-May-11	17-Jun-11	15-Aug-11
Maine	12-May-11	17-Jun-11	15-Aug-11
Maryland	12-May-11	17-Jun-11	15-Aug-11
Massachusetts	12-May-11	17-Jun-11	15-Aug-11
Michigan	12-May-11	17-Jun-11	15-Aug-11
Minnesota	12-May-11	17-Jun-11	15-Aug-11
Mississippi	12-May-11	17-Jun-11	15-Aug-11
Missouri	12-May-11	17-Jun-11	15-Aug-11
Montana	12-May-11	17-Jun-11	15-Aug-11
Nebraska	12-May-11	17-Jun-11	15-Aug-11
Nevada	23-May-11	30-Jun-11	31-Aug-11
New Hampshire	12-May-11	17-Jun-11	15-Aug-11
New Jersey	12-May-11	17-Jun-11	15-Aug-11
New Mexico	12-May-11	17-Jun-11	15-Aug-11
New York			
North Carolina	12-May-11	17-Jun-11	15-Aug-11
North Dakota	12-May-11	17-Jun-11	15-Aug-11
Ohio	12-May-11	17-Jun-11	15-Aug-11
Oklahoma	12-May-11	17-Jun-11	15-Aug-11
Oregon	12-May-11	17-Jun-11	15-Aug-11
Pennsylvania	12-May-11	17-Jun-11	15-Aug-11
Puerto Rico	12-May-11	17-Jun-11	15-Aug-11
Rhode Island	17-May-11	17-Jun-11	15-Aug-11
South Carolina	12-May-11	17-Jun-11	15-Aug-11
South Dakota	12-May-11	17-Jun-11	15-Aug-11
Tennessee	12-May-11	17-Jun-11	15-Aug-11
Texas	12-May-11	17-Jun-11	15-Aug-11
Utah	12-May-11	17-Jun-11	15-Aug-11
Vermont	12-May-11	17-Jun-11	15-Aug-11
Virginia	12-May-11	17-Jun-11	15-Aug-11
Washington	12-May-11	17-Jun-11	15-Aug-11
West Virginia	12-May-11	17-Jun-11	15-Aug-11
Wisconsin	12-May-11	17-Jun-11	15-Aug-11
Wyoming	12-May-11	17-Jun-11	15-Aug-11

\*Applications for Performance SUL 10 will continue to be accepted until this date provided the following requirements are in our New Business & Underwriting Dept.:

- application and/or tentative underwriting offer, and
- an illustration

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### TERM TRANSITION RULES

STATE	TERM 11 LAUNCH ON JH ILLUSTRATOR	NEW BUSINESS APPLICATION DEADLINE FOR TERM 10
Alabama	3-Oct-11	31-Oct-11
Alaska	3-Oct-11	31-Oct-11
Arizona	3-Oct-11	31-Oct-11
Arkansas	3-Oct-11	31-Oct-11
California	3-Oct-11	31-Oct-11
Colorado	3-Oct-11	31-Oct-11
Connecticut	3-Oct-11	31-Oct-11
DC	3-Oct-11	31-Oct-11
Delaware	3-Oct-11	31-Oct-11
Florida	3-Oct-11	31-Oct-11
Georgia	3-Oct-11	31-Oct-11
Guam		
Hawaii	3-Oct-11	31-Oct-11
Idaho	3-Oct-11	31-Oct-11
Illinois	3-Oct-11	31-Oct-11
Indiana	3-Oct-11	31-Oct-11
Iowa	3-Oct-11	31-Oct-11
Kansas	3-Oct-11	31-Oct-11
Kentucky	3-Oct-11	31-Oct-11
Louisiana	3-Oct-11	31-Oct-11
Maine	3-Oct-11	31-Oct-11
Maryland	3-Oct-11	31-Oct-11
Massachusetts	3-Oct-11	31-Oct-11
Michigan	3-Oct-11	31-Oct-11
Minnesota	3-Oct-11	31-Oct-11
Mississippi	3-Oct-11	31-Oct-11
Missouri	3-Oct-11	31-Oct-11
Montana	3-Oct-11	31-Oct-11
Nebraska	3-Oct-11	31-Oct-11
Nevada	17-Oct-11	31-Oct-11
New Hampshire	3-Oct-11	31-Oct-11
New Jersey	3-Oct-11	31-Oct-11
New Mexico	3-Oct-11	31-Oct-11
New York	3-Oct-11	31-Oct-11
North Carolina	3-Oct-11	31-Oct-11
North Dakota	3-Oct-11	31-Oct-11
Ohio	3-Oct-11	31-Oct-11
Oklahoma	3-Oct-11	31-Oct-11
Oregon	17-Oct-11	31-Oct-11
Pennsylvania	3-Oct-11	31-Oct-11
Puerto Rico	3-Oct-11	31-Oct-11
Rhode Island	3-Oct-11	31-Oct-11
South Carolina	3-Oct-11	31-Oct-11
South Dakota	3-Oct-11	31-Oct-11
Tennessee	3-Oct-11	31-Oct-11
Texas	3-Oct-11	31-Oct-11
Utah	3-Oct-11	31-Oct-11
Vermont	3-Oct-11	31-Oct-11
Virginia	3-Oct-11	31-Oct-11
Washington	3-Oct-11	31-Oct-11
West Virginia	3-Oct-11	31-Oct-11
Wisconsin	3-Oct-11	31-Oct-11
Wyoming	3-Oct-11	31-Oct-11

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