




Definition of replacement


New York State Insurance Department


Important information

In order to determine whether you are replacing or otherwise changing the status of existing life insurance policies or annuity contracts, and in order to receive the valuable information necessary to make a careful comparison if you are contemplating replacement, your financial professional is required to ask you the following questions and explain any items that you do not understand.

Contact information

 **Website:**
johnhancock.com/annuities

 **Phone:** 800-344-1029
TTY: 800-555-1158

 **Mail:**
See return instructions at end of this form.

As part of your purchase of a new life insurance policy or a new annuity contract, please answer the following.

- Yes No Has your existing coverage been, or is it likely to be, lapsed, surrendered, partially surrendered, forfeited, assigned to the insurer replacing the life insurance policy or annuity contract, or otherwise terminated?
- Yes No Has your existing coverage been, or is it likely to be, changed or modified into paid-up insurance; continued as extended term insurance or under another form of non-forfeiture benefit; or otherwise reduced in value by the use of non-forfeiture benefits, dividend accumulations, dividend cash values, or other cash values?
- Yes No Has your existing coverage been, or is it likely to be, changed or modified so as to effect a reduction either in the amount of the existing life insurance or annuity benefit or in the period of time the existing life insurance or annuity benefit will continue in force?
- Yes No Has your existing coverage been, or is it likely to be, reissued with a reduction in amount such that any cash values are released, including all transactions wherein an amount of dividend accumulations or paid-up additions is to be released on one or more of the existing policies?
- Yes No Has your existing coverage been, or is it likely to be, assigned as collateral for a loan or made subject to borrowing or withdrawal of any portion of the loan value, including all transactions wherein any amount of dividend accumulations or paid-up additions is to be borrowed or withdrawn on one or more existing policies?
- Yes No Has your existing coverage been, or is it likely to be, continued as a stoppage of premium payments or reduction in the amount of premium paid?

If you have answered yes to any of the questions above, a replacement as defined by New York State Insurance Department Regulation 60 has occurred, or is likely to occur. By signing below, you understand that your financial professional is required to provide you with a completed disclosure statement and the important notice regarding replacement or change of life insurance policies or annuity contracts.

SIGN HERE _____
Signature of applicant Today's date (MM/DD/YYYY)

SIGN HERE _____
Signature of co-applicant (if applicable) Today's date (MM/DD/YYYY)

FOR FINANCIAL PROFESSIONAL ONLY.

Yes No **To the best of my knowledge, a replacement is involved in this transaction.**

SIGN HERE _____
Signature of financial professional Today's date (MM/DD/YYYY)

