

Introducing the Preliminary Funding Account
An easy way to fund a policy
Now available on Accumulation IUL'18

The **Preliminary Funding Account (PFA)** is a new tool to help your clients fund their policies. Now your clients can provide the full premium amount at the time the policy is issued, and we will automatically transfer the scheduled premium from the PFA into the policy each year. Best of all, your clients will earn a competitive guaranteed rate on the amount in the Preliminary Funding Account, while their policies are being funded.

Key advantages of the Preliminary Funding Account

Tax efficiency:

The PFA can help the policy avoid being classified as a Modified Endowment Contract (MEC) and maintain the tax advantages of a life insurance policy.

Simple and convenient:

Amounts in the PFA are automatically transferred into the policy to pay the annual Planned Premium as scheduled, simplifying the management of the policy for both you and your clients.

The bottom line:

The PFA makes the premium payment process easier and more reliable for you and your clients.

INTEREST RATES OFFERED BY INSURANCE CARRIERS (PREMIUM FUNDING ACCOUNTS)

INSURANCE CARRIER	GUARANTEED INTEREST RATE
Minnesota Life	3% - 4% ¹
John Hancock	2.5%
Nationwide	2.5%
Penn Mutual	2.5%
Pacific Life	2.0%
Allianz	2.0%
Symetra	2.0%
Lincoln	1.0%
Prudential	N.A. ²
Transamerica	N.A. ²

Competitor information is current and accurate to the best of our knowledge as of August 2018.

See how the new **Preliminary Funding Account** can help your clients fund their policies. **Run an Illustration today.**

1. Interest Rate varies by premium duration and issuing state.
 2. These carriers do not offer preliminary funding account (or similar products)

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Insurance products are issued by John Hancock Life Insurance Company (U.S.A.), Boston, MA 02210 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

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