



# SPOTLIGHT

YOUR SOURCE FOR THE LATEST JOHN HANCOCK INSURANCE NEWS

March 16, 2015

## **NEW Performance LTC**

### ***A New Approach to Long-Term Care Insurance***

John Hancock is pleased to introduce Performance LTC™ – our newest long-term care insurance product. Performance LTC offers the most competitively-priced premiums on the market today, along with flexible features and options that will give your clients greater control over their premiums and benefits.

For more details about this exciting new product, including where it's approved for sale, as well as the marketing collateral available to support your sales efforts, please click [here](#).

### **Attend a Performance LTC Overview in March**

To learn more about Performance LTC, click on one of the links below to sign up for one of the product overviews being conducted this month.

Register for a session now:

[Tuesday, March 17, 2015 1:30 pm ET](#)

[Thursday, March 19, 2015 1:30 pm ET](#)

[Tuesday, March 24, 2015 1:30 pm ET](#)

[Friday, March 27, 2015 1:30 pm ET](#)

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## **JH LTC Illustrator to replace Hansel as the LTC Quoting Tool, Effective Today**

A new platform, JH LTC Illustrator, is being introduced to run illustrations for all long-term care insurance products; CC III with Benefit Builder, Partnership Products in Connecticut and Indiana, and the new Performance LTC product. This new system has a streamlined design and a more enhanced user experience. Simply sign in to [www.jhltc.com](http://www.jhltc.com) and Run a Quote to access JH LTC Illustrator.

## **John Hancock to Suspend Sales of its Individual Long-Term Care Insurance Product in New Hampshire**

John Hancock has made the difficult decision to suspend sales of our individual long-term care insurance product portfolios, including Custom Care III and Performance LTC in the State of New Hampshire effective March 31, 2015 due to recent regulatory changes. Please [click here](#) for a more complete explanation.

[JHLife.com](http://JHLife.com)

[JHSalesNet.com](http://JHSalesNet.com)

[JHAdvancedMarkets.com](http://JHAdvancedMarkets.com)

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

John Hancock Life and Long-term care insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02117 (not licensed in New York); and in New York by John Hancock Life Insurance Company of New York, Valhalla, NY 10595 (Life insurance) and John Hancock Life & Health Insurance Company, Boston, MA 02117 (Long-term care insurance).

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