What’s New

JH Illustrator was upgraded on July 17, 2023 and replaces all prior versions of the system.

Updates

In addition to regularly scheduled updates and maintenance, the following updates were made:

Product

- **New Barclays Global MA Plus Indexed Account** added to currently available IUL products offering higher participation rates with a guaranteed Indexed Performance Charge. The new account parameters vary by product. Barclays Global MA Plus Indexed Account becomes the new default illustrated indexed account. There are no changes to other available indexed accounts.

- **Improved Preliminary Funding Account illustration functionality.** When PFA is selected, LifeTrack Billing will be turned off removing unnecessary illustration failures. In addition, validations have been improved and messages have been made clearer.

Advanced Markets

- **NEW - Three Buy-Sell Concepts!** Now available Entity Purchase Buy-Sell & three new Buy-Sell options as follows:
  - **Cross Purchase Buy-Sell.** A traditional technique where multiple owners of the business own a corresponding policy. Each business owner purchases, and is the beneficiary of, a life insurance policy on the life of each of the other business owners. This module illustrates up to 3 business owners
  - **Cross Endorsement Buy-Sell (CEBS).** A unique technique where multiple owners of the business can each own a life insurance policy on his/her own life, and endorse death benefit to the other owners to satisfy the buy-sell need. Each business owner pays and collects rental charges for the endorsed death benefit amounts and can also customize the life insurance policy for personal planning needs. This module illustrates up to 5 business owners.
  - **One-Way Buy-Sell.** Used when there is one owner of the business who wants to sell the business to an employee/family member upon a triggering event, such as retirement, disability, or death. The employee purchases a life insurance policy on the life of the business owner. The business owner provides a bonus to the employee to pay for the premium on the life insurance policy.

All these modules are available under "Buy-Sell" in the Concept menu.
- **Updated Spousal Lifetime Access Trust (SLAT)** offers a new option for the “Annual ILIT Income to Beneficiaries” field. Select “Equal to Policy” if you want the income to the trust beneficiaries to be equal to the distributions from the policy cash value that you input in the “Distributions” field on the “Policy Options” tab.

- **Updated Gifting and Gifting-Single Life/Married Couple** includes a new “Solve” option in the “Annual Gift Option” field. The new option will solve for the annual gifts needed for the specified number of years (or remaining premium years) to achieve the specified trust side fund amount in the specified year.

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**Terms of Use**

JH Illustrator users are expected to support John Hancock’s commitment to customer information privacy and security. Users will be asked to agree to the following terms of use when sending life insurance illustrations or policy summaries electronically.

"You are solely responsible for your conduct and communications with others while using a JH Illustrator system, including but not limited to your obligation to protect personal, sensitive, privileged or confidential information. This obligation includes ensuring that all illustrations and other content emailed from a JH Illustrator system containing personal, sensitive, privileged or confidential information is transmitted via a secure encrypted connection."

The disclosure agreement will display in a pop-up window the first time a user accesses the following systems: JH Illustrator, JHIllustrator.com, InforceManager.com. The user will be asked to re-agree to the terms of use once a year in January.
Tips for Windows 10 and Windows 11 Users

Windows 10 and Windows 11 Operating Systems have security features that require the user to be an "Administrator" in order to install an application. If you are using one of these operating systems:

When installing JH Illustrator
These instructions apply to installation of the full system or installation of a downloaded update (Service Pack) file:

You must right click on the installation file and choose "Run as Administrator". You will then see a "User Account Control" window (produced by the Operating System). Click Yes in this window and the install will proceed.

Receiving automatic system Updates:
These instructions apply to processing an update (Service Pack) triggered by launching JH Illustrator.

If there is a JH Illustrator Update available, when you launch JH Illustrator, you will see the following message:

As noted in this message, you must close JH Illustrator, right-click on the JH Illustrator icon and choose "Run as Administrator":

After you click Yes in the User Account Control window, JH Illustrator will open, and the update will be installed.
Support

**New Business – Product/Sales Support**
National Sales Support Team  1-888-266-7498 Option 2

**Inforce Illustration Support**
  1-800-387-2747

**Inforce Illustration Password Only**
  1-877-472-5005

**Concept Questions**
Advanced Markets  1-888-266-7498 Option 3
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There is a minimum and maximum funding amount for the PFA as well as a minimum and maximum funding period. Interest earned in the PFA will be taxable. Partial withdrawals are not available from the PFA and if a full withdrawal is requested, the PFA will terminate, and an early termination fee will apply. Refer to the PFA Agreement for more information.

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