

Unlimited Opportunities, Unlimited Rewards
A Career with John Hancock Financial Network

Is a career in financial services right for you?

A financial services career can be extremely rewarding, from both a financial and personal satisfaction perspective. As a John Hancock Financial Network¹ (JHFN) associate, you have an opportunity to make a difference in other people's lives, providing independent, objective financial guidance and support. You'll become an advocate for your clients and prospects, helping to ensure that they and those they care about are protected, now and in the future.

You don't need a financial background to enjoy a successful career at JHFN. What you do need is the desire to become a trusted financial professional, the ability to listen and empathize with someone's hopes, dreams, concerns, and responsibilities, and the passion to be a life-long learner and problem solver. To succeed, you need an entrepreneur's fire in the belly combined with the ability to develop and nurture long-term relationships.

Traits of our most successful associates include:

- **Discipline:** the ability to stay focused on your career goals and on what you need to do to achieve them.
- **Self confidence:** a overarching belief in yourself, your abilities, and your vision of success.
- **Determination:** a refusal to be discouraged or distracted as you pursue your vision.
- **Integrity:** a deep-seated commitment to honesty and to always acting in the best interests of your clients.
- **Curiosity:** the desire to learn more about your chosen markets and to pursue continuing education and professional self-development in your chosen field.
- **Initiative:** the ability to work on your own, manage your own time, and seek help from others.
- **Team spirit:** a commitment to work with others in your local office for mutual satisfaction and success.

The advantages of a career with JHFN are very real. While you'll enjoy unlimited income potential, based on your efforts and success, you can also set the pace for the development of your business, making time for family and other interests if you wish. You'll also have the satisfaction of working for a company with a prestigious brand name and a 140-year history of financial strength and stability. And you'll discover that you not only play an important role in the lives of your clients — helping them achieve financial security — you also make a significant contribution to your community.

At JHFN, we are committed to providing the support you need to achieve your vision of success:

- A proven Marketing System to help you identify individuals who would value your guidance and support in meeting their financial needs
- Industry-leading training and practice-building tools and resources
- Comprehensive benefits, recognition programs, and generous new-associate compensation
- A comprehensive suite of competitive products and services — with continuous product innovation

1. John Hancock Financial Network is a servicemark of John Hancock Life Insurance Company and its affiliated companies.

- Access to a team of professionals providing continuous support and guidance in the development of your own entrepreneurial business
- An innovative local organization backed by solid home office support
- A business partner backed by the strength, stability, and resources of one of the most innovative and recognized financial services companies in the world — John Hancock

Ask yourself these questions to find out if an entrepreneurial career with JHFN is right for you.

Can you set priorities?

Are you able to manage your time effectively and focus your time and energy on getting things done?

Are you good with people?

Do you have solid people skills? The ability to correctly read body language and build rapport? To probe beyond what people say to get at what they really mean? To talk with people honestly about deeply personal, emotional topics?

Are you passionate about what you value?

Do you have the conviction to do what is right for your clients, to be their advocate?

Can you see yourself helping individuals, families, and businesses achieve financial security and success?

Are you a good communicator?

Can you present the image of a credible, consultative financial services professional?

Will you be able to demonstrate your knowledge and educate your clients and prospects about a range of financial topics?

Can you accept rejection?

Selling is a key aspect of your job, and salespeople have to be prepared to hear the word “no” more often than the word “yes.” Do you have the ability to bounce back and keep trying?

Do you enjoy learning?

The financial services market is one of constant change. Are you willing to keep up with changing markets, products, sales techniques, and technology?

Do you have a vision of your success?

Can you see where you want your career to take you? Can you see yourself succeeding and making that vision a reality?

If you've answered yes to these questions, take the next step. Talk to us today about a career with JHFN.

For additional recruiting information, call 800-803-5194 or e-mail us at jclark@jhancock.com.

Insurance products offered through John Hancock Life Insurance Company, Boston, MA 02117. Securities and Investment Advisory Services are offered through Signator Investors, Inc., Member NASD, SIPC, a Registered Investment Advisor, Boston, MA 02116.

For recruiting purposes only. John Hancock Financial Network is strongly committed to diversity and equal opportunity.

www.jhnetwork.com

John Hancock[®]

FINANCIAL NETWORK