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John Hancock
LIFE INSURANCE

The *Advisor Brief*

Building Value on the Client Advisory Team

The John Hancock Advanced Markets Group is pleased to introduce the *Advisor Brief*, a collection of reference tools to help you build relationships and value as you introduce your products and services to other professional advisors on the client advisory team. These tools will help illustrate where life insurance fits into the estate and business plan while highlighting your insurance planning expertise for other professional advisors to tap into in the future.

In the *Advisor Brief*, you will find educational tools on the applications of life insurance in a range of planning categories that are of interest to estate planning attorneys and accountants. From estate planning topics and charitable giving strategies to business succession solutions, employer owned life insurance and non-qualified benefit plans, the *Advisor Brief* addresses planning concerns and provides solutions in one convenient *on-the-go* brief case. Be sure to take a look at the selection of pieces on legislative developments surrounding estate tax reform, as well as the Case In Point summary booklet that describes real-life closed cases from start to finish.

We invite you to examine the *Advisor Brief*, available in limited supply for order. Please see your John Hancock Representative for more information.

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