



## Introducing a valuable benefit from John Hancock

### Producer Discount<sup>1</sup> on Long-Term Care (LTC) Insurance for *Extended Family Members*

As a financial professional, you understand the importance of planning ahead — making sure that you and your family members take the right steps to help secure your future. This includes taking into account how the future need for long-term care may impact your assets, your quality of life, and your family's well-being.

That is why John Hancock offers you and your eligible family members the opportunity to be proactive in planning ahead for your own long-term care needs — with the **5% Producer Discount Program**.

*Eligible family members include spouses or partners, parents, grandparents, children, siblings, and all in-laws and step-equivalents.*

When you own an LTC insurance policy, your clients will appreciate that you speak from personal experience when discussing the importance of the coverage. By offering a 5% discount on policy premiums, John Hancock is making LTC insurance protection more affordable to you and the people you care about most.

**For more information on how you and your eligible family members can access this discount, please contact**

LONG-TERM CARE  
INSURANCE

1. 5% Sponsored Group Discount applies.

This is an insurance solicitation. An insurance agent may contact you.

Long-term care insurance is underwritten by John Hancock Life Insurance Company, Boston, MA 02117 and in New York by John Hancock Life & Health Insurance Company, Boston, MA 02117.

LTC-6034 9/09

Policy Series: LTC-03, LTC-06  
In ID: LTC-03 ID, LTC-06 ID  
LTC-CPP1 1/08, LTC-CPP2 1/08  
In NY: SG-03 NY, SG-06 NY  
In NC: LTC-03 NC 1/08, LTC-06 NC  
In OK: LTC-03 OK 10/03, LTC-06 OK  
In PA: LTC-03FR PA, LTC-06FR PA