

*John Hancock*  
LIFE INSURANCE

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2012 BROKERAGE INCENTIVE CONFERENCE

*Far East*

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You'll experience  
**intriguing adventure**  
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most **exciting and exotic**  
destinations in the world.

MARCH 19-28, 2012

DAY	PORT	COUNTRY
1	Hong Kong	China
2	Day at Sea	
3	Haiphong (Hanoi)	Vietnam
4	Ha Long Bay	Vietnam
5	Chan May (Hue/Da Nang)	Vietnam
6	Nha Trang	Vietnam
7	Ho Chi Minh City	Vietnam
8	Ho Chi Minh City	Vietnam
9	Day at Sea	
10	Singapore	Singapore

**Producer qualification is \$550,000 target premium from the sale of individual and survivorship non-variable life insurance products during the 2011 production year. Open to independent producers only. Attendance is by invitation only, is not transferable and all participants must be at least 21 years of age. To receive this non-cash award, qualifiers must meet the production requirements, hold a current contract, and be in good standing with the company at the time of the incentive.**

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Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA