



Appointment Data Information

- This is an application for appointment to sell life insurance, annuity and/or long-term care products with the John Hancock companies shown below.
- Before submitting, please ensure that the Firm and/or Broker-Dealer you are affiliated with has a Selling Agreement with the corresponding John Hancock company.
- Sub-producers appointed through Brokerage General Agency must have Errors and Omissions insurance coverage - minimum \$1Million. A copy of the declaration page is required.

Section A - Personal Information

Name	Last Name, First Name, Middle Initial				
Date of Birth	Month	Day	Year	Social Security Number	
Home address	Street No. and Name, Apt No.				
	City		State		Zip Code
Branch/Mailing address	Street No. and Name, Suite No.				
	City		State		Zip Code
Contact numbers	Business Telephone No.		Fax No.		Cell /Pager No.

Section B - Firm Affiliate Information

Check all that apply ☐ Broker/Dealer ☐ Brokerage General Agency ☐ Insurance Agency

Affiliate Name	Tax ID	Telephone Number

Licensing Contact Name	Last Name, First Name, Middle Initial	Telephone Number	
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Section C - Product Information

Please check off all products you intend to sell on behalf of John Hancock.

Company Name	Products						
	Life	* Variable Life	** Long Term Care (LTC)	Fixed Annuities	* Variable Annuity	** LTC Partnership	401K
John Hancock Life Insurance Company (U.S.A.)	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>
John Hancock Life Insurance Company	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	
John Hancock Variable Life Insurance Company	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>		

All NEW LIFE INSURANCE products introduced in 2005 will be sold through John Hancock Life Insurance Company (U.S.A.).

* Please include a copy of your U-4 printout form WebCRD showing your active registration with your Broker/Dealer. If you are selling variable or fixed annuity business in California please provide proof you have completed the annuity training requirement.

** Provide a copy of your Continuing Education Qualification if you are selling LTC in the following states - CA, CO, CT, IL, IN, MA, MD, NC, WA

Section D - John Hancock Statutory Companies

Please check mark all applicable companies you require an appointment through.

- ☐ John Hancock Life Insurance Company
- ☐ John Hancock Variable Life Insurance Company
- ☐ John Hancock Life Insurance Company (U.S.A.) - (formerly The Manufacturers Life Insurance Company U.S.A.)
Appointments previously active with The Manufacturers Life Insurance Company (U.S.A.) will remain active under the new company name.
No new filing is required.