

INNOVATIVE UNDERWRITERS

1700 Market Street, Suite 3232, Philadelphia, PA 19103

215-875-8650 800-4-INSURANCE Fax 215-875-3594

www.Innovativeunderwriters.com

John Hancock of New York

(formally known as Manulife)

LICENSING

All Agents

Please Complete, Sign and return the following:

- 1 Appointment Data Sheet 1 copy
- 2 Current E&O Certificate (minimum of \$1,000,000 required) 1 copy
- 3 Copy of State License Personal/Corporate 1 copy each
- 4 Anti-Money Laundering Training - if initial training was completed between 1/1/06 and 12/31/07 you must submit evidence of renewal training

Are you a Guardian Agent? Yes or No

If yes, who is your Guardian General Agent? _____

Are you an Innovative Agent? Yes or No

Email address _____

as of 3/05



Reminder of Requirements for Anti-Money Laundering Renewal Training

April 2009

What do you need to know about our AML Training policy?

When: AML training must be completed prior to *soliciting and writing any new business*. If the application date is prior to the producer's AML training course completion, the application will be rejected and a new application must be completed and resubmitted prior to issue of the new policy.

Frequency: The USA Patriot Act requires that your knowledge on AML remains current; therefore you will be required to periodically complete refresher training. See chart below to understand timeline. As with our originally offered training, you can complete the appropriate LIMRA course or provide evidence of other acceptable AML training.

Effective Date of Training	Date Renewal Training Required
January 1, 2006 to December 31, 2007	Before May 2, 2009
January 1, 2008 or later	Before May 2, 2012

Reminder: If you completed your initial AML training between January 1, 2006 and December 31, 2007, evidence of renewal training is required before May 2, 2009.

Evidence: John Hancock will accept evidence of AML training obtained through either of the following ways:

- If you've been enrolled by John Hancock, LIMRA will send us a record of completion and we will update our records automatically: OR
- Producer submits a letter or certification from other AML training vendor or their compliance personnel that contains the date the AML training was completed and the name of the producer. We do not accept self-certification.

How: You can satisfy our AML training requirement in either of the following ways:

- For your convenience, John Hancock provides, at no cost, online AML training through LIMRA. This is a course that will satisfy AML training for John Hancock and many other insurance companies that subscribe to LIMRA service; OR
- Complete an acceptable AML course offered by another training provider.

To easily access the LIMRA course, please follow the instructions below:

1. Go to: <https://aml.limra.com/>
2. Enter your username (the first four characters of last name in lowercase, plus the last six digits of your social security number (SSN)).
3. Enter your password in all lowercase
 - a. First-time users: Your initial password is your last name, or
 - b. Returning users: use the password you already created (if needed, a "forgotten password" link is available on the sign-on screen).

4. Use all lowercase when entering the letters in your username and password.
5. Click the "Log In" button and follow the instructions to change your password if you are a first-time user.
6. Select the appropriate AML course. First time users of LIMRA must complete the base course titled "Anti-Money Laundering for Insurance Producers." Producers who have previously completed the base course in 2006 or 2007 are required to complete only one refresher course (2008 or later version). First-time users completing the base course are not required to also immediately take a refresher course.
7. Click on "Need additional help" if you are having problems logging in, or contact CFM Network, LIMRA's hosting partner at (866) 364-2380.

For more information, contact your Case Manager at 1-800-505-9427, option 2 or the AML Hotline at 1-800-854-9979.

For agent use only. This material may not be used with the public.

Insurance products are issued by John Hancock Life Insurance Company (U.S.A.) (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595. MLINY04020910889





Agent License / Appointment Data Sheet
John Hancock Life Insurance Company of New York
(hereinafter referred to as John Hancock New York or The Company)

Forward all Agent Licensing/Appointment paperwork to:

Regular Mail:
 John Hancock Life Insurance Company of New York
 Licensing Department
 P.O. Box 55013
 Boston MA 02205-5013

Overnight Mail:
 John Hancock Life Insurance Company of New York
 Licensing Department
 601 Congress Street
 Boston MA 02210-2805

For Inquiries:
 Telephone: 1-800-551-2078 (Option 5)
 Fax: 1-617-663-3719

To sell The Company's products, an agent/broker must:

- be a Life Agent (LA) license holder and then appointed by The Company in the State of New York
- be an NASD Registered Representative (if selling variable products)
- have Errors and Omissions Insurance coverage (required in order to be appointed with The Company)

Note: The Company will NOT accept any business until licensing and appointment procedures have been completed and approved by The Company's licensing department. This application for Licensing/Appointment will only be processed if the General Agency and/or Broker-Dealer with whom you are affiliated has executed a Selling Agreement with The Company.

Section A - Personal Data

Name Last, First and Middle Initial

Are you a Representative of a General Agency? No Yes - If Yes, please indicate Name of General Agency.

Date of Birth

Month	Day	Year
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 Social Security Number

Home Address Street No. and Name and Apt No.
City State Zip Code

Mailing Address Street No. and Name and Suite No.
City State Zip Code

E-Mail Address Client Service Telephone No.

Fax No. Business Telephone No.

Home Telephone No. Cell No.

Professional Designation(s)

Do you have E & O coverage? Yes - If Yes, please attach a copy of the specifications page for your policy.
 No - If No, are you covered under your employer's General Agency/Broker-Dealer's E & O policy? Yes No

Section B - Current License Status for New York State - Please attach a current copy of your Life Agent (LA) New York Insurance License.

Resident Non-Resident Currently licensed? Yes No Life Health V.A. License Number: LA -

John Hancock New York products you will be actively selling - Please check where applicable.

Life (Fixed and/or Variable) Annuities (Fixed and/or Variable) Group Products (e.g. 401K, ARA)

Section C - Broker-Dealer Data

Are you NASD registered? No Yes - If Yes, please indicate: CRD No.

Broker-Dealer Name

Broker-Dealer Home Office Address Street No. and Name and Suite No. City State Zip Code