

John Hancock Simplifies Life Insurance Application Process for Producers

by Yahoo-Finance

New JH Illustrator System Pre-Fills Client Information Into Applications

BOSTON, Aug. 24 /PRNewswire-FirstCall/ -- John Hancock has just made life insurance -- and life -- easier for clients and producers. The company has enhanced its JH Illustrator software system and made it even easier for producers to obtain, complete and produce a John Hancock application for life insurance for their clients to complete.

"Entering data for a product illustration and then filling out a life insurance application, especially for more complex life products, historically has been a fairly time consuming process. With John Hancock's enhancement to its JH Illustrator system, it essentially is all one process now," said Naveed Irshad, Vice President of Product Management, John Hancock Life Insurance. "This should be a great time saver for both the producer and the client."

With the enhanced JH Illustrator system, the producer enters the data to create a policy illustration for the client. Once the decision is made to proceed with an application, the producer may then select an option that will provide and pre-fill the necessary application forms with the information already provided in JH Illustrator.

Beyond that, however, the enhancement also enables the producer to enter key additional information that is not required during the illustration process and this information also is then pre-filled in the necessary application forms. The system also pre-fills most of the product information on the Policy Details page. In addition, the enhancement will reduce errors caused by incorrect forms or forms improperly filled out.

The application is downloaded and saved directly to the producer's computer. It can then be printed, completed and submitted to John Hancock at the producer's convenience.

"John Hancock is committed to providing clients and producers with the highest quality customer service and making it as easy as possible to do business with us," Mr. Irshad said. "Our enhancements to JH Illustrator are another sign of our commitment."

John Hancock Life Insurance offers a comprehensive life product portfolio, including universal, variable, whole, and term life insurance, distributed through producer groups, brokerage general agencies, independent broker dealers, wirehouses, banks and its career agency system, John Hancock Financial Network.

About John Hancock and Manulife Financial

John Hancock is a wholly-owned subsidiary of Manulife Financial Corporation, a leading Canadian-based financial services group serving millions of customers in 19 countries and territories worldwide. Operating as Manulife Financial in Canada and Asia, and primarily through John Hancock in the United States, the Company offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. Funds under management by Manulife Financial and its subsidiaries were Cdn\$370 billion (US\$332 billion) as at June 30, 2006.

Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '0945' on the SEHK. Additional information about Manulife Financial may be found at <http://www.manulife.com>. Additional information about John Hancock may be found at <http://www.JohnHancock.com>.

The John Hancock unit, through its insurance companies, comprises one of the largest life insurers in the United States. John Hancock offers a broad range of financial products and services, including universal life insurance, variable life, term life and whole life, as well as college savings products, fixed and variable annuities, long-term care insurance, mutual funds, 401(k) plans and various forms of business insurance.

Insurance products issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02117

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