

John Hancock

LIFE INSURANCE

Advanced Markets

Client Navigator



INSURANCE PRODUCTS:

Not FDIC Insured	Not Bank Guaranteed	May Lose Value
Not a Deposit	Not Insured by Any Government Agency	

SUCCESSION PLANNING NEEDS

Owns family business	How to transfer the family business to heirs	<ul style="list-style-type: none"> • What do you want to have happen to your business when you die or retire? • Do you have a continuation plan and/or exit strategy in place? • Do you want to pass the business on to your children? • What role, if any, do your children play in the business currently? • When do you think they will be ready to run the business on their own? • Are you aware that the non-voting shares of a business can be transferred to your children now while you continue to retain control of the business during your lifetime? • How is the business structured? • Do you have children who do not participate in the business that you want to plan for? 	
Owns a closely held business interest (FLP, LLC, S-corp, or C-corp stock) with one or more partners	How to exchange business interest for cash between other partners in the event of disability or death of one of the owners	<ul style="list-style-type: none"> • Who will inherit your business share should something happen to you? • How is the business structured? • Are your children/spouse capable of taking over your role in the business? • Are they participating in the business now? • Would your current partners feel comfortable having them assume your role? • Do you have a Buy-Sell Plan currently? • Is it funded? 	
Employer who has a key employee that is important to the continuation of the business or who brings in a significant portion of revenues	How to retain the key person so he or she does not leave; how to transfer business interests to the key person; how to replace the key person in the event of premature death	<ul style="list-style-type: none"> • How long has the key person worked in the business? • Is he a revenue-producer or part of the business's operations? • Does the key employee want a stake in the business? • Would it be difficult to replace the key employee? • Do you provide special benefits for the employee currently? 	

Client Profile

Concerns/Objectives

Questions to Ask

Client List/Notes

TAX PLANNING NEEDS BASED ON ASSET TYPE

<p>Owns annuities/IRAs in excess of \$500,000</p>	<p>How to minimize additional income taxation on an asset that is intended to be passed onto heirs</p>	<ul style="list-style-type: none"> • What are your intentions for your annuity/IRA assets? • When do you plan to retire? • Do you plan on spending all assets you've accumulated in retirement? • How important is leaving a family legacy to your children and/or grandchildren? • Have you designated this or any other asset for charity? 	
<p>Owns low-cost basis stock or a concentrated stock position</p>	<p>How to diversify assets to generate income but avoid capital gain hit all at once on appreciation</p>	<ul style="list-style-type: none"> • What is your goal for this investment? • Do you have a favorite charity? 	
<p>Owns rental property</p>	<p>Needs liquidity to pay for estate taxes, or wants to use the rental income to fund financial needs</p>	<ul style="list-style-type: none"> • How long have you owned this property? • Where is it located? • Is it held in a partnership? • How is the property titled currently if it is not in a partnership or a corporation? • If you had to sell the property quickly, would you take a loss, or do you have any cash designated to pay for taxes? • What are your intentions for the rental property in the short term and at retirement? • Do any family members help you manage the property? • Do you support a favorite charity? 	
<p>Owns assets from recent inheritance</p>	<p>How to maximize the inheritance and reduce taxation</p>	<ul style="list-style-type: none"> • What are your plans for the inheritance with regard to spending and saving? • Do you currently support a favorite charity? 	
<p>Owns collectible art work</p>	<p>How to pass on collectible art work when family members who are due to inherit it do not want to preserve it</p>	<ul style="list-style-type: none"> • What are your plans for the art work you have collected? • Would you like a museum or charity to receive it at any point? • Do your heirs appreciate the art work? • Would you mind if they sell it upon your death? • Would you like to learn more about the options you have to satisfy your personal objectives for the art work? 	

Client Profile

Concerns/Objectives

Questions to Ask

Client List/Notes

TAX PLANNING NEEDS BASED ON ASSET TYPE (continued)

<p>Owns various CDs, savings</p>	<p>How to pass money to the next generation as simply as possible</p>	<ul style="list-style-type: none"> • How have you titled your accounts (STWRs, UTMA, TRUST)? • What are your intentions for this money? Who do you want benefitting from this? 	
----------------------------------	---	--	--

RETIREMENT PLANNING NEEDS BASED ON LIFE STAGE

<p>Owns or sponsors a 401(k) and/or pension accounts</p>	<p>How to save more for retirement as a highly compensated employee, restricted by employer sponsored retirement plan limits</p>	<ul style="list-style-type: none"> • Are you able to maximize your contributions to your retirement account? • Have you ever received an excess contribution due to plan restrictions? • As an employer, are you concerned about recruiting, retaining or rewarding key executives? 	
<p>Corporate executives, age 55+, high net worth</p>	<p>Will never spend entire benefits from employer sponsored non-qualified plan</p>	<ul style="list-style-type: none"> • Do you have a non-qualified plan at work? Is your employer contributing to the plan for you? • How are you planning to spend those non-qualified plan assets? • Has the non-qualified plan been included as a funding vehicle for your estate plan? • Do you have charities you support? • Would you like to maximize the current gifts you make to charity? 	
<p>Corporate executives, age 30–50, high income</p>	<p>Need to save more but are restricted by retirement plan limits</p>	<ul style="list-style-type: none"> • Does your employer offer a non-qualified plan for retirement? • Do you want to save more for retirement? • Are you able to maximize your retirement savings through your employer? • Do you have permanent life insurance protection to replace your current income for your survivors? 	
<p>Affluent, age 30–50, high income, high net worth</p>	<p>How to generate efficient retirement income, especially for surviving spouse</p>	<ul style="list-style-type: none"> • When would you like to retire? • How much would you like to receive in retirement? • Are you able to maximize your retirement savings through your employer? • Are you concerned about the income or protection needs of your spouse or a loved one you would like to plan for? • Do you make gifts to charity currently? 	

Client Profile	Concerns/Objectives	Questions to Ask	Client List/Notes
----------------	---------------------	------------------	-------------------

RETIREMENT PLANNING NEEDS BASED ON LIFE STAGE (continued)

Doctors/Professionals age 50+	Concerned about effects of taxes on distributions and on protecting personal assets from creditors	<ul style="list-style-type: none"> • When would you like to retire? • Have you thought about how to distribute your retirement income? • Do you have a plan to offset the tax on your retirement distributions from tax-deferred accounts? 	
Doctors/Professionals age 30–50	Need for additional contributions for sufficient retirement and concerned about protecting assets from creditors	<ul style="list-style-type: none"> • When do you plan to retire? • Do you want to save more for retirement? • Are you concerned about protecting your personal assets? 	
High income earners of \$250k+ and have investment horizon of 10 years+	Concerned about having enough tax-favored savings for retirement	<ul style="list-style-type: none"> • Do you want to save more retirement dollars on a tax-advantaged basis? 	
Corporate executives and/or successful business owners	Need to offer attractive compensation plans to recruit and reward key employees	<ul style="list-style-type: none"> • Would you be interested in providing a selective benefit plan for senior management or key players in the business? • Do you want to save more retirement dollars on a pre-tax basis? • Do you have charities you personally support? • Would you like to maximize your gifts to charity? 	
High-income breadwinner	Need for survivor income protection	<ul style="list-style-type: none"> • Have you thought about how your spouse would pay for expenses if you were not able to? • What type and how much life insurance do you have? • Have you reviewed your policy and insurance plans lately in light of the interest rate environment? 	

PLANNING FOR UNIQUE NEEDS

Families caring for a special needs child	Providing for the care needs of a loved one with a disability or special need	<ul style="list-style-type: none"> • Have you considered how your loved one with special needs will be taken care of if something should happen to you? • Have you created a daily lifecare plan and a letter of intent for alternative caregivers to have in your unexpected absence? • Have you considered special needs trusts to help ensure your child is taken care of in your absence? 	
---	---	--	--

Client Profile

Concerns/Objectives

Questions to Ask

Client List/Notes

PLANNING FOR UNIQUE NEEDS (continued)

<p>Landowners</p>	<p>Holding onto farmland, ranchland, timberland or parcels of land</p>	<ul style="list-style-type: none"> • What type of land do you own and how much acreage? • Does it currently have an operating business or generate income? • Is it situated near other conservation land? • Did you purchase the land or receive it as an inheritance? • What are your intentions for the land? • Have you considered formally protecting the land to keep it from being irresponsibly developed in the future? • Have conservationists approached you about your land? 	
<p>Non-citizen spouse</p>	<p>Marital deduction is unavailable</p>	<ul style="list-style-type: none"> • Is your spouse a U.S. citizen? • Are you aware that a non-U.S. citizen spouse does not automatically receive your assets at your death? • Would you like to learn more about your options to maximize the amount your spouse has to live on in the event of your premature death? 	
<p>Surviving spouses</p>	<p>Funded Credit Shelter Trust (CST or B-Trust) at death of a spouse is not needed for income</p>	<ul style="list-style-type: none"> • What would you like your heirs to inherit? • Is your intention to pass the assets in your B-Trust (CST) to your heirs? • What is the B-Trust currently invested in? 	

PLANNING LIFETIME GIFTS

<p>Making gifts</p>	<p>To make additional gifts without being subject to gift tax</p>	<ul style="list-style-type: none"> • Are you currently making annual gifts? • Who are you making the gifts to? • What are your goals for making the gifts? • Are you currently taking advantage of your maximum annual gift exclusion? 	
<p>Funding a large premium need</p>	<p>How to fund large premiums without incurring gift taxes</p>	<ul style="list-style-type: none"> • How liquid are your assets currently? • Do you currently have income-producing assets, such as a business interest or an investment portfolio that generates income? • Are you aware that you can keep your assets within the family while using the income from the asset to fund your estate cash needs? 	

PLANNING LIFETIME GIFTS (continued)

Grandparent gifts	How to leave a legacy for grandchildren while living comfortably in retirement	<ul style="list-style-type: none"> • Do you make cash gifts to your children or grandchildren currently? • What are your intentions for the gifts? • Do you feel that you have any grandchildren that need more than others or do you want each to have an equal inheritance? • Do you have assets you have set aside as the inheritance vehicle for your grandchildren already? 	
Charitably inclined	Wants to maximize gifts to charity; may want to coordinate charitable gifts with gifts to heirs	<ul style="list-style-type: none"> • Do you currently make gifts to charity? • What types of charities do you support? • How do you currently make gifts to charity, through foundations, donor advisor funds, annual cash gifts? • Are you interested in maximizing gifts you currently make to charities? • Is your objective to also maximize or designate specific amounts of gifts for your heirs? • Are you aware that you can make gifts to charity while maximizing or designating an inheritance you leave for your heirs? 	

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

This material does not constitute tax, legal or accounting advice and neither John Hancock New York nor any of its agents or employees are in the business of offering, and none of them offers, such advice. It cannot be used by any taxpayer for the purpose of avoiding any IRS penalty. It was written to support the marketing of the transactions or topics it addresses. Anyone interested in these transactions or topics should seek advice based on his or her particular circumstances from independent tax and/or legal advisors.

Insurance products are issued by: John Hancock Life Insurance Company (U.S.A.), Boston, MA 02116 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.

© 2011 John Hancock. All rights reserved.

MLINY02171114327 04/11

