



News

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William Simkins, President of Vantage Financial Solutions, Merges Firm with Capitol Financial Solutions, a Member of John Hancock Financial Network

Boston, MA (December 10, 2008) William Simkins, President of Vantage Financial Solutions, recently merged his firm with Capitol Financial Solutions, a member of John Hancock Financial Network (JHFN),* announced Peter Gordon, President of JHFN. Simkins will serve as Managing Director.

“This strategic merger brings additional scale and strength, and positions both firms to serve clients’ needs on an even higher level,” said Brian Heapps, Executive Vice President of Sales and Business Development for JHFN. “The unique combination of highly skilled specialists in their two firms helps them to further address the complex financial futures of clients in this challenging market.”

With over 18 years of experience in the insurance and financial services field, Simkins has received numerous awards and honors for building a highly successful financial services practice. He will be responsible for recruiting, training and coaching financial representatives to achieve success in helping clients meet their personal financial goals supporting the Northern Virginia/DC area. A resident of Haymarket, Virginia, he is a graduate of Morehouse College and has also earned a certificate in financial planning from the center for Corporate Education at the Virginia Commonwealth University School of Business.

“We are excited to have such a talented professional and skilled leader join our firm,” said Robert C. Turner, CLU, Managing Partner of Capitol Financial Solutions. “We pride ourselves on the high caliber of our associates and are pleased to welcome Will to our management team and to the new office located in Herndon, VA.” Capitol Financial Solutions also has main offices in Raleigh, North Carolina, and Richmond, Virginia.

About John Hancock Financial Network

John Hancock Financial Network (JHFN) is a leader with the stability and scale to offer an innovative business model that gives entrepreneurial financial professionals the power to effectively build unique businesses, based on their own vision and market opportunity. JHFN is a national network of independent career firms with over 1,800 financial professionals across the U.S. For more information on John Hancock Financial Network and its national network of independent career firms, visit www.jhnetwork.com.

About John Hancock and Manulife Financial

John Hancock is a unit of Manulife Financial Corporation (the Company), a leading Canadian-based financial services group serving millions of customers in 19 countries and territories worldwide. Operating as Manulife Financial in Canada and in most of Asia, and primarily as 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 \$385.3 billion (U.S. \$363.5 billion) as at September 30, 2008. Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '0945' on the SEHK. Manulife Financial can be found on the Internet at www.manulife.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 life insurance, fixed and variable annuities, mutual funds, 401(k) plans, long term care insurance, college savings, and other forms of business insurance. Additional information about John Hancock may be found at www.johnhancock.com.