Important year-end reminder October 2021

As the year end approaches, our focus will be on helping you place as many life insurance policies as possible to meet, or surpass, your 2021 business goals. Please note the deadlines provided below. Any submissions received after these dates may not allow adequate time for the policy to be issued by December 31, 2021.

New business and underwriting deadlines	Submission details
December 10	Submission of all outstanding underwriting and administrative requirements on your pending cases to Life New Business.
December 21	All checks to put policies in force received in Life New Business.

Compensation deadlines	Submission details
December 23	Year-end close for compensation paid through the system: • Firms who receive commissions through DTCC settlement will have their accounts credited Monday, December 27. • Statements and checks will be sent via regular mail Wednesday, December 29. • Firms who receive commissions via ACH/EFT will have their accounts credited by Wednesday, December 29.
December 31	Year-end close for sales credit.

Please note: All New Business production generated up to and including Friday, December 31 will be included in 2020 production numbers.

If we can be of any further assistance, please call 1-800-505-9427.

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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.

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