



# Ciao Italia!

SILVERSEA'S® SILVER SPIRIT MAY 2 - 9, 2019

Join John Hancock for a luxurious adventure aboard the Silver Spirit cruise ship and visit some of the most beautiful and intriguing ports in Italy.

Our seven-night journey sets sail from Rome, and makes its way to **PORTOFERRAIO • LIPARI • NAPLES • PORTOVENERE • PORTOFINO • MONTE CARLO.**

**BUILDING A STRONG PARTNERSHIP FOR SUCCESS**



PORTOVENERE



PORTOFINO



LIPARI



PORTOFERRAIO



MONTE CARLO

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**QUALIFICATIONS\***

Producer Qualification is banded as indicated below with a minimum of \$300,000 target premium from the sale of individual and survivorship non-variable life insurance products from 1/1/2018 through 12/31/2018. \$400,000 target premium from the sale of individual and survivorship non-variable life insurance products from 1/1/2018 through 12/31/2018 will guarantee you an invitation. Open to independent producers.

**\*QUALIFICATION BANDING:**

**Tier 1/Top 25 producers:** \$2,500 Airfare allowance per couple and \$600 allowance for shore excursions per person

**Tier 2/Top 26 – 50 producers:** \$2,000 Airfare allowance per couple and \$200 allowance for shore excursions per person

**Tier 3/Top 51 – 75 producers:** \$1,500 Airfare allowance per couple

**Tier 4/Top 76 – 100 producers:** \$1,000 Airfare allowance per couple

Recipients will be determined as of February 1, 2019. Open to independent producers only. Participants must be at least 21 years of age. Attendance is by invitation only and John Hancock retains the sole right to determine awards. Producers must meet production requirements, hold a current contract, and be in good standing with John Hancock at the time of the incentive. No substitution, transfer, or cash in lieu of award is allowed. New York production is not included in determining awards.

John Hancock Life Insurance Company (U.S.A.), Boston, MA 02210 (not licensed in New York) and John Hancock Life Insurance Company of New York, Valhalla, NY 10595.