



# Key year-end reminders — 2022

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 2022 business goals. Please note the deadlines provided below. Any submissions received after these dates may not allow adequate time for the policy to be placed by December 30, 2022.

New business and underwriting deadlines	Submission details
December 9	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: <ul style="list-style-type: none"><li>• Firms who receive commissions through DTCC settlement will have their accounts credited Monday, December 26.</li><li>• Statements and checks will be sent via regular mail Tuesday, December 27.</li><li>• Firms who receive commissions via ACH/EFT will have their accounts credited by Wednesday, December 28.</li></ul>
December 30	Year-end close for sales credit.

*Please note:* All New Business production generated up to and including Friday, December 30 will be included in 2022 production numbers.

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

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

Insurance products 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.

LIFE-1716 9/22 MLINY091922192-1