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Client 1st Financial of Fogelsville One of Top Firms Recognized as John Hancock Financial Network's "Practice of the Year"

*Firm Recognized for Excellence in Several Key Areas of Practice Management and Client Service
As Reviewed by Independent International Management Consulting Firm*

BOSTON, MA, (February 7, 2012) — Michael Fischer, founder and president of Client 1st Financial in Fogelsville, PA, earned one of the top rankings in John Hancock Financial Network's inaugural "Practice of the Year" award for his firm's excellence in several key areas of practice management and client service.

Client 1st Financial and more than 65 other JHFN firms underwent a rigorous assessment conducted by the international management consulting firm Business Health, which reviewed client management, internal planning and structure, external relations, staffing and technology capabilities, and overall practice performance.

"We congratulate Michael and all of our finalists for their outstanding work serving their clients and managing their firms," said Brian Heapps, CLU, ChFC, president of JHFN. "JHFN launched Practice of the Year in 2011 to recognize the most well-run practices across our network and to celebrate and share the best practices that helped them achieve such high standards for their clients."

"The team at Client 1st Financial has a strong commitment to regular and comprehensive business planning and a clear vision of the future," said Rod Bertino, principal, Business Health. "With Client 1st having only been established in 2010, being a very serious contender to win this year's competition is an enormous achievement and a true credit to Michael's leadership abilities."

In order to be considered, JHFN's financial professionals and advisors registered and completed Business Health's HealthCheck, a web-based business assessment tool that benchmarks a practice in several areas. Among all HealthChecks received, 10 semi-finalists were selected to receive a site visit from Business Health in the fall. Business Health and a panel of JHFN and outside experts then narrow the field to one winner and four finalists.

"Practice of the Year is valuable not only in recognizing the entrepreneurial spirit in our winners, but also to every one of the practices that took part," said Bruce Harrington, vice president of sales and business development. "An outside assessment is extremely helpful and what we learn and share will help all our independent advisors as JHFN continues to grow as a network of successful financial services practices, centered on providing exceptional client service."

About Business Health

Business Health is an international consulting firm specializing in the financial services industry. Business Health has developed and marketed a suite of unique and exclusive business diagnostic tools which are supported by a range of specialized consultancy services.

About John Hancock Financial Network

John Hancock Financial Network is a national network of independent firms with approximately 1,900 financial professionals across the U.S. A leader with the stability and scale to offer an innovative business model, John Hancock Financial Network gives entrepreneurial financial professionals the power to effectively build unique businesses, based on their own vision and market opportunity. For more information on John Hancock Financial Network and its national network of independent firms, visit <https://www.johnhancockfinancialnetwork.com>.

About John Hancock Financial and Manulife Financial Corporation

John Hancock Financial is a unit of Manulife Financial Corporation, a leading Canada-based financial services group serving millions of customers in 21 countries and territories worldwide. In 2012, John Hancock celebrates 150 years of serving clients across the United States, while Manulife celebrates its 125th anniversary. Operating as Manulife Financial in Canada and in most of Asia, and primarily as John Hancock in the United States, Manulife Financial Corporation 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 C\$492 billion (US\$473 billion) as at September 30, 2011. Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife Financial can be found on the Internet at manulife.com.

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