

John Hancock | CAREER PATH



LOCAL OFFICE SUPPORT

- Comprehensive Training Programs
- Prospecting and Market Development
- Practice Management
- Product Knowledge
- Professional Development
- Mentoring
- Joint Work

PHASE IV

General Practitioner/
Specialist

- Estate Planning
- Retirement Planning
- Employee Benefits
- Business Market
- Product Specialist
- Financial Planner

Management
Path

- Local Office
 - Managing Partner
 - Sales Manager/
Managing Associate
- Home Office
 - Executive
 - Marketing/Training

Personal
Success

PHASE I

New Associate

- Licensing
- Market Development
- Client Centered Sales System
- Joint Work

PHASE II and III

Development

- Selling Skills
- Advanced Marketing
- Product Knowledge
- Practice Management
- Compliance
- Professional Designations

HOME OFFICE SUPPORT

- Professional Designations
- Career Schools
- JHFN Virtual University
- Web-based Training
- Leadership Development Program
- Videoconference Network
- Practice Advancement Conferences
- Top Producer Conferences and Workshops
- Study Groups

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