

*John Hancock*  
the future is yours®

## Attorney Fees



JOHN HANCOCK ATTORNEY FEE ANNUITY

Enjoy a lifetime  
of stable income

## **A GUARANTEE IS ONLY AS GOOD AS THE GUARANTOR**

The keys to success in the annuity market are reliability and established strength — confidence in the insurer's ability to make payments for a lifetime. At John Hancock, trust is our most valuable asset and the reason we are in business.

John Hancock's strong financial position is a competitive advantage, supporting our ability to meet obligations today and in years to come. This financial strength is demonstrated by our company's claims-paying ability ratings, which are based on our business performance and the quality of our investments.

We are also known for our investment experience and success in asset/liability matching. In addition, John Hancock also enjoys top ratings for administrative expertise and customer service.

John Hancock's long history of excellence demonstrates long-term commitment to the security of your investment.

## ATTORNEY FEES

### **A structured settlement created for you**

For personal injury attorneys, working on a contingency basis has its own special hazards — an inconsistent income stream compounded by potential major tax bites of settlement fees.

### **The solution**

A guaranteed Attorney Fee Annuity from John Hancock.

### **John Hancock's Attorney Fee Annuity can provide:**

- A stable income stream past the age of 65 that include options such as a lifetime benefit and a joint survivor benefit for a spouse.
- Substantial tax-deferral advantages.
- Options to provide funds for your children's college education, or to pay your home or business mortgage, or even help your firm prosper with guaranteed payments now and in the years to come.
- The ability to protect against inflation by including an annual cost-of-living increase of up to 6% on your scheduled guaranteed payments.
- A low-risk foundation for a diversified investment portfolio.
- A death benefit allowing your beneficiary to receive any remaining guaranteed payments should you die prematurely.

## How the Attorney Fee Annuity works

John Hancock's Attorney Fee Annuity Program offers one of the most flexible plans to create a steady income stream in lieu of a lump-sum payout, with competitive annuity rates backed by a company recognized as a financial services leader.

John Hancock places the fee you receive today into a fixed-return annuity product that provides a structured payment schedule. (These guaranteed payments can begin immediately or be deferred for up to 20 years.) Since John Hancock Assignment Company is the owner of the contract, you are not subject to taxation on the "inside build up" and will not encounter exclusion ratios based on the cost of the annuity.

- There is no lump-sum impact.
- You pay taxes on the money only in the year you receive it.
- Your income may be taxed at a lower rate after retirement.

## Other advantages

- John Hancock's Attorney Fee Annuity is a stand-alone product — it does not require any other portion of your client's settlement funds.
- In the event of premature death, the proceeds may avoid probate.

## Benefits of tax deferral

Payments from the Attorney Fee Annuity are only taxed in the years they are received. The Attorney Fee Annuity contract has an internal rate of return which will increase the value of the initial premium paid. As the tax on that increase is deferred, you would have to realize a significantly higher return on a taxable investment to match the payout value of a tax-deferred Attorney Fee Annuity.

## TO EQUAL A TAX-DEFERRED YIELD OF:<sup>1</sup>

	<b>4%</b>	<b>4.5%</b>	<b>5%</b>	<b>5.5%</b>	<b>6%</b>	<b>6.5%</b>	<b>7%</b>
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And your tax bracket is...

You must earn a taxable yield of:

<b>25%</b>	5.33%	6.00%	6.67%	7.33%	8.00%	8.67%	9.33%
<b>28%</b>	5.56%	6.25%	6.94%	7.64%	8.33%	9.03%	9.72%
<b>33%</b>	5.97%	6.72%	7.46%	8.21%	8.96%	9.70%	10.45%
<b>35%</b>	6.15%	6.92%	7.69%	8.46%	9.23%	10.00%	10.77%

## 2010 FEDERAL TAX RATES<sup>2</sup>

**INDIVIDUAL**

**JOINT**

**MARRIED**

FILING SEPARATELY

<b>25%</b>	\$34,001 – 82,400	\$68,001 – 137,300	\$34,001 – 68,650
<b>28%</b>	\$82,401 – 171,850	\$137,301 – 209,250	\$68,651 – 104,625
<b>33%</b>	\$171,851 – 373,650	\$209,251 – 373,650	\$104,626 – 186,825
<b>35%</b>	\$373,651+	\$373,651+	\$186,826+

<sup>1</sup> Please note: These are tax-free yields but income tax will be applied to payments in the year you receive them.

<sup>2</sup> Source: Internal Revenue Service.

## Why John Hancock?

Now more than ever, it is important to partner with a company that is prepared to meet the promises it makes, both today and in the future.

From our conservative product design, to our prudent investment philosophy, our approach has helped protect the financial future of our clients since 1862.

John Hancock Assignment Company is the assignee obligated to make the payments to you backed by an insurance policy issued by John Hancock Life Insurance Company (U.S.A.) (not licensed in New York) or John Hancock Life Insurance Company of New York.

Products and features may not be available in all states.

An annuity is a long-term contract designed for retirement purposes such as asset accumulation and distribution, and may not be suitable for meeting short-term objectives.

All guarantees are subject to the claims-paying ability of the issuing insurance company.

Comments on taxation are based on John Hancock's understanding of current tax law, which is subject to change. Please consult your tax advisor for guidelines specific to your situation.



John Hancock Life Insurance Company (U.S.A.)  
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