

**For Immediate Release  
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## **Manulife Hong Kong's MDRT membership climbs 16%**

***And the company will host MDRT Peak Convention in Bangkok***

**Hong Kong** — The number of Manulife Hong Kong advisors qualifying for the world-renowned Million Dollar Round Table (MDRT) membership grew by 16% year-on-year in 2014, the fourth consecutive year that its numbers have risen. Among them, five are Top of the Table members and 22 are Court of the Table members, representing a group of the industry's most successful life insurance professionals within Manulife.

Michael Huddart, Manulife's Executive Vice President and General Manager, Greater China, remarked: "Our continuing success in having our advisors qualify for MDRT membership reflects their increasingly client-centric focus and high standards of service. Recognised as the global financial-industry benchmark for the highest levels of professionalism, productivity and client service, MDRT represents the elite of financial-services professionals around the world."

Mr. Huddart continued: "We are very pleased to see our MDRT numbers growing so consistently in Hong Kong and are determined to build on this. Our advisors play a key role in serving our clients. As we always put customers' needs first, we demand of ourselves the highest service standards and this commitment has won us many awards down the years, including being named the "Company For Financial Planning Excellence Of The Year" in the insurance category at the SCMP/IFPHK Financial Planner Awards for the eighth consecutive year."

"We are proud of having such a strong team of professional advisors who are dedicated to helping customers with their financial decisions," said Lawrence Nutting, Chief Distribution Officer, Manulife (International) Limited. "In an era when mobile technology is changing the way our advisors live and work, clients also expect to obtain financial-planning services in a convenient and efficient way. At Manulife, we believe in enhancing our customers' experience with us and to this end our advisors are equipped with state-of-the-art sales tools so that they can streamline the whole financial-planning process — from needs-based analysis to personalised solutions."



## Manulife to host special Bangkok MDRT convention

As a sign of its commitment to the MDRT, Manulife will host the exclusive Manulife MDRT Peak Convention, its biggest-ever agency-distribution event globally, which will take place in Bangkok, Thailand, from February 28 to March 3 this year. Approximately 2,000 Manulife advisors and executives from across Asia will head to the educative convention, dedicated to building the skills and knowledge of the company's highest-performing advisors in the region. Top advisors will be recognised at a special gala dinner.

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## About Manulife (International) Limited

Manulife (International) Limited is a member of the Manulife group of companies.

Manulife is a leading Canada-based financial services group with principal operations in Asia, Canada and the United States. We operate as John Hancock in the U.S. and as Manulife in other parts of the world. We provide strong, reliable, trustworthy and forward-thinking solutions for our customers' significant financial decisions. Our international network of employees, agents and distribution partners offers financial protection and wealth management products and services to millions of clients. We also provide asset management services to institutional customers. Assets under management by Manulife and its subsidiaries were approximately C\$691 billion (HK\$4,618 billion) as at December 31, 2014.

Manulife Financial Corporation trades as 'MFC' on the TSX, NYSE and PSE, and under '945' on the SEHK. Manulife can be found on the Internet at [manulife.com](http://manulife.com)

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## About MDRT

Founded in 1927, the Million Dollar Round Table is a global, independent association of more than 42,000 of the world's leading life-insurance and financial-services professionals from more than 470 companies in 71 countries and territories. MDRT members must demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service and the organisation has therefore come to be recognised internationally as a benchmark standard of excellence in the life-insurance and financial-services businesses.

Million Dollar Round Table's Top of the Table is an exclusive forum for the world's most successful life insurance and financial services professionals. These MDRT members are committed to providing exemplary client service while displaying the highest standards of ethics and professional knowledge, producing at a level six times that of MDRT membership requirements.

Court of the Table members distinguish themselves within the industry through their superior performance by producing at a level three times that of MDRT membership requirements.



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