



The right price is what you and your clients get with Leading Edge

THE LATEST JOHN HANCOCK NEWS AND IDEAS TO GROW YOUR LTC INSURANCE BUSINESS

Leading Edge, John Hancock's newest innovation in long term care (LTC) insurance is now available for you to sell in 35 states! To help you raise awareness about its competitive pricing and greater affordability for consumers, we are pleased to share with you a number of customizable tools to help spread the good news!

The Right Price Flier (LTC-3076) - This customizable producer flier highlights the competitiveness of *Leading Edge* compared to all major LTCI carriers, showing premium comparisons that include innovative approaches to lifetime coverage and compound inflation.

Training Invitation Fliers (LTC-3075; LTC-3075B) – Whether you are hosting an internal training meeting or teleconference event about *Leading Edge*, you can maximize participation with these customizable fliers.

Leading Edge approved states effective October 2, 2006.

Alabama	Kentucky	New Hampshire	South Dakota
Arizona	Louisiana	New Mexico	Tennessee
Colorado	Michigan	New York	Utah
Delaware	Minnesota	Nevada	Virginia
District of Columbia	Mississippi	Ohio	Washington
Idaho	Missouri	Oklahoma	Wisconsin
Iowa	Montana	Oregon	West Virginia
Kansas	North Dakota	Rhode Island	Wyoming
Maine	Nebraska	South Carolina	