

## **Thomas Nikles, Managing Partner of Allentown-based Keystone Financial Management, Receives National Award for Excellence from John Hancock Financial Network**

**BOSTON, MA, May 20, 2009**—Thomas Nikles, ChFC, Managing Partner of Keystone Financial Management in Allentown, PA, was recognized with the John Hancock Financial Network (JHFN) Growth Award for the firm's growth in insurance protection and wealth management business, the largest percentage growth over last year's business across all John Hancock Financial Network national network of independent firms. Keystone Financial Management has offices in Allentown, Lancaster, Harrisburg, Media and Moosic, PA.

"This achievement by Keystone Financial Management is a reflection of the high level of professionalism, respect, integrity and real value that the firm delivers to clients every day," said Brian Heapps, Executive Vice President of Sales and Business Development for John Hancock Financial Network. "To that end, and especially given the difficult financial environment, Tom has led everyone in Keystone Financial Management to go above and beyond to serve their clients."

"I am very proud to accept this recognition on behalf of the entire team at Keystone Financial Management," said Nikles. "We are dedicated to bringing added value to companies and individuals by helping them create a unified financial approach to accumulating and preserving wealth. Being honored by John Hancock Financial Network shows that our approach to serving clients and supporting financial representatives is a successful one."

### **About Keystone Financial Management**

Keystone Financial Management, a member of John Hancock Financial Network, is a family of companies that offer a wide range of products and services for wealth management, business and succession planning, retirement planning and compensation design solutions. These products and services become tools in helping our clients achieve clear and meaningful goals.

### **About John Hancock Financial Network**

John Hancock Financial Network is a national network of independent firms with over 1,800 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 [www.jhnetwork.com](http://www.jhnetwork.com).

### **About John Hancock and Manulife Financial**

John Hancock is a unit of Manulife Financial Corporation (the Company), a leading Canadian-based financial services group serving millions of customers in 19 countries and territories worldwide. Operating as Manulife Financial in Canada and in most of Asia, and primarily as John Hancock in the United States, the Company 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 Cdn \$405.3 billion (U.S. \$321.7 billion) as at March 31, 2009. 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 [www.manulife.com](http://www.manulife.com).

The John Hancock unit, through its insurance companies, comprises one of the largest life insurers in the United States. John Hancock offers a broad range of financial products and services, including life insurance, fixed and variable annuities, fixed products, mutual funds, 401(k) plans, long-term care insurance, college savings, and other forms of business insurance. Additional information about John Hancock may be found at [www.johnhancock.com](http://www.johnhancock.com).

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