



## Brian Heapps

President, John Hancock Financial Network  
John Hancock Financial Services



Brian Heapps is President, John Hancock Financial Network (JHFN), for John Hancock Financial, the U.S. division of Toronto-based Manulife Financial Corporation.

Mr. Heapps, who took on his current role in 2011, is responsible for all aspects of JHFN, the company's national network of independent firms, and its broker-dealer, Signator Investors, Inc. JHFN includes nearly 1,900 financial representatives.

Previously, Mr. Heapps, who joined JHFN in 1987 as a financial representative, was JHFN's Executive Vice President of sales and business development since 2007.

He was a sales manager for JHFN and, in 1997, founded Keystone Financial Management, an independent firm of JHFN, which he ran until moving to the home office 10 years later.

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

John Hancock Financial is a unit of Manulife Financial Corporation, a leading Canada-based financial services group serving millions of customers in 21 countries and territories worldwide.

In 2012, John Hancock celebrates 150 years of serving clients across the United States, while Manulife celebrates its 125th anniversary.

Operating as Manulife Financial in Canada and in most of Asia, and primarily as John Hancock in the United States, Manulife Financial Corporation offers clients a diverse range of financial protection products and wealth management services through its extensive network of employees, agents and distribution partners. 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, 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).