

**Mark H. Wilson, FLMI, LTCP**  
**Underwriting Executive**  
**John Hancock Financial Services**

Mark has been with John Hancock since 1981 and has been working in LTC Underwriting since 1989. Mark is a member of John Hancock's LTC management team. He is responsible for Corporate Solutions (multi-life) underwriting, field relations, and is involved in special operations and projects.