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To: Undisclosed recipients;

Subject: New Term Application Requirement in NY - Effective 8/20

Important Update – New Term Application Requirement in New York

Effective August 20, 2018, a new form – the *Preliminary Information Statement* (NB4814NY) – will be required with all Term applications in New York. This form is required to comply with a regulation in New York.

The Preliminary Information Statement must be fully completed, signed and dated by the agent and owner **on or prior to the date of the application**, and the form must be submitted to John Hancock with the application.

The form is now available on [JHSalesHub](#) and through the other forms' vendors we support. Please note that *Preliminary Information Statement* is not currently available on some firm-specific platforms (it will be added in the coming weeks) but is still required.

- The new Preliminary Information Statement will be posted to SalesHub on August 6th
- The new form will be required on all New York Non-Vitality Term submissions effective August 20th