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CONTACT:

Susan Bumstead Chanley
(781) 587-0115
sbumsteadchanley@comcast.net

Joseph J. Oakes IV, Managing Partner of Acorn Financial Services Based in Roseland, NJ, Receives National Award for Excellence from John Hancock Financial Network

BOSTON, MA, April 21, 2010—Joseph J. Oakes IV, Managing Partner of Acorn Financial Services based in Roseland, NJ, was recognized by John Hancock Financial Network (JHFN) with the *Leading with Excellence (LEX) Award*. The LEX Award recognizes outstanding leadership in building and growing a successful financial services organization, maintaining a culture where financial professionals and advisors can best succeed, and demonstrating a strong commitment to providing clients with exceptional levels of service. Acorn Financial Services also has offices in Paramus and Morristown, NJ, and Yardley, PA.

Acorn Financial has won numerous awards from both JHFN and other industry organizations, including being named JHFN's *Trophy Award* winner for exceptional leadership and client service excellence in 2006 and 2008 and being a perennial Master Agency Award Winner from GAMA International.

"This achievement by Acorn Financial Services 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. "Especially through these challenging economic times, Joe has led everyone at the firm to go above and beyond to serve their clients."

"I am very proud to accept this recognition on behalf of the entire team at Acorn Financial Services," said Oakes. "We are committed to helping all of our clients – companies, families, and individuals – create a unified approach to accumulating and preserving wealth. Being recognized nationally by John Hancock Financial Network shows that our highly personalized approach to serving clients and supporting financial professionals and advisors is a successful one."

About Acorn Financial Services

Acorn Financial Services is a thriving financial services firm that through its associates lives and breathes a passion for helping others. The firm's focus has always been on the financial and personal well-being of its clients. At Acorn Financial Services, the dedicated, knowledgeable, and experienced team of financial professionals strives to meet the needs of its diverse clientele. In addition, the firm is a multiple winner of JHFN's highest honor, *The Trophy Award*. Visit www.acornfs.com.

About John Hancock Financial Network

John Hancock Financial Network is a national network of independent firms with approximately 1,900 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.

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 22 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 \$440 billion (U.S. \$420 billion) as at December 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.

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.

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