

00 DEC 27 PM 5:12

**LOBBYING REPORT**

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

1. Registrant Name <b>John Hancock Financial Services, Inc.</b>			
2. Address <input type="checkbox"/> Check if different than previously reported <b>801 Pennsylvania Avenue, NW Washington, DC 20004</b> Suite 730			
3. Principal Place of Business (if different from line 2) City <b>Boston</b> State/Zip (or Country) <b>MA 02117</b>			
4. Contact Name <b>Barbara Burgess</b>	Telephone <b>202/638-6612</b>	E-mail (optional)	5. Senate ID # <b>17454-12</b>
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # <b>30061000</b>

**TYPE OF REPORT** 8. Year 2000 Midyear (January 1-June 30)  **OR** Year End (July 1-December 31)

9. Check if this filing amends a previously filed version of this report   
 10. Check if this is a Termination Report  > Termination Date 12/31/00 11. No Lobbying Activity

**INCOME OR EXPENSES** Complete Either Line 12 OR Line 13

<p><b>12. Lobbying Firms</b></p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> &gt;&gt; \$ _____ Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000 of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p><b>13. Organizations</b></p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> &gt;&gt; \$ <u>\$446,000.00</u> Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input checked="" type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6033(h)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162(e) of the Internal Revenue Code</p>
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Signature \_\_\_\_\_ Date 12/31/00

Printed Name and Title Barbara Burgess - Vice President, Government Relations Page 1 of 7

Registrant Name: John Hancock Financial Services, Inc.

Client Name: John Hancock Financial Services, Inc.

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code BAN (one per page)  
16. Specific Lobbying issues  
S.625, Bankruptcy Reform Act of 1999, Bankruptcy Reform Bill  
H.R.833, Bankruptcy Reform Act of 1999, Bankruptcy Reform Bill

17. House(s) of Congress and Federal agencies contacted  Check if None  
House of Representatives  
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<u>Burgess, Barbara</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 12/31/00

Printed Name and Title Barbara Burgess - Vice President, Government Relations Page 2 of 7

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15. General issue area code FOR (one per page)

16. Specific Lobbying issues

**H.R.4444, To authorize extension of nondiscriminatory treatment (normal trade relations treatment) to the People's Republic of China, and to establish a framework for relations between the United..., Federal Government support for the granting of a license to sell insurance in China.**

17. House(s) of Congress and Federal agencies contacted  Check if None  
**House of Representatives**  
**Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<b>Burgess, Barbara</b>		<b>No</b>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 12/31/00

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15. General issue area code HCR (one per page)

16. Specific Lobbying issues  
H.R.4040, Long-Term Care Security Act, Long Term Care Insurance Program for Federal Workers

17. House(s) of Congress and Federal agencies contacted  Check if None  
House of Representatives  
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<u>Burgess, Barbara</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

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15. General issue area code INS (one per page)  
16. Specific Lobbying issues  
S.761, Millennium Digital Commerce Act, Electronic Signature Bill

17. House(s) of Congress and Federal agencies contacted  Check if None  
House of Representatives  
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<u>Burgess, Barbara</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

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15. General issue area code NAT (one per page)

16. Specific Lobbying issues  
H.R.791, Conservation and Reinvestment Act of 1999,

17. House(s) of Congress and Federal agencies contacted  Check if None  
House of Representatives  
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<u>Burgess, Barbara</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

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Printed Name and Title Barbara Burgess - Vice President, Government Relations Page 6 of 7

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15. General issue area code TAX (one per page)

16. Specific Lobbying issues  
H.R.S, Death Tax Elimination Act,

17. House(s) of Congress and Federal agencies contacted  Check if None  
House of Representatives  
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
<u>Burgess, Barbara</u>		<u>No</u>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature *Barbara Burgess* Date 12/31/00

Printed Name and Title Barbara Burgess - Vice President, Government Relations Page 7 of 7