

John Hancock Funds, LLC

601 Congress Street
Boston, MA 02210-2805

Direct: (617) 663-7935
jduckworth@jhancock.com
www.jhfunds.com

Jeff Duckworth, CRPC®

Executive Vice President
Head of Sales



As head of sales of a large mutual fund company, I attend a lot of meetings and hear many speakers. Some are good and some are not so good. Waldo Waldman, The Wingman, is one of the best I have had the pleasure to work with.

At a recent meeting for one of John Hancock's more prominent broker dealers, we had the opportunity to sponsor Waldo as the keynote speaker. I quickly learned that Waldo was different than most paid speakers. He arrived early, observed the meeting, watched other speakers, and digested their content. A real professional, he made sure everything was perfect and had a feel for the audience long before going on stage.

During his keynote, Waldo engaged the audience with unique and entertaining stories about overcoming adversity and adapting to change that really hit home with us as financial services professionals. His content was heartfelt and the audience never drifted.

What really impressed me with Waldo was that he didn't rush out the door after he was done. He genuinely wanted to be there and the audience could sense that. He didn't just talk about being a wingman, he showed it.

Waldo delivers a passionate message of trust and teamwork that we can all benefit from. His presentation was inspirational, packed full of relevant business takeaways, and focused on how we can all become more trusting wingmen in our personal and professional lives. It was a pleasure working with him.

Push it up!

Jeff Duckworth, CRPC
Executive VP & Head of Sales
John Hancock Funds, LLC
601 Congress Street
Boston, MA 02210-2805
jduckworth@jhancock.com
(617) 663-7853