

Cecile A. Butler

Ms. Butler is Assistant Vice President and Tax Counsel at John Hancock Financial Services, where she focuses on the taxation of insurance and retirement products. She previously served in a similar capacity at Allstate Insurance Company and, before that, Massachusetts Mutual Life Insurance Company. She also taught Insurance Law for several years at Western New England College School of Law.

Ms. Butler received her B.A. *summa cum laude* from Assumption College and her J.D. from the University of North Carolina-Chapel Hill.

As an attorney in the insurance industry for 28 years, Ms. Butler has provided tax counsel on a broad array of products, including individual life insurance, COLI, annuity contracts, both qualified and non-qualified, disability and long-term care insurance, as well as structured settlements and products designed for employee retirement and welfare benefit plans. She has been closely involved in product design and development, marketing and operations, including information reporting and tax withholding. She has also served as tax counsel in legislative efforts pertaining to insurance products and markets.

Ms. Butler has served as a member and as Chair of the ACLI's Product Taxation Federal Committee. She was an active participant in the ACLI's successful negotiations with the Treasury and IRS to revise the correction programs for section 7702, 7702A and diversification failures. She has made numerous presentations at the Society of Actuaries Product Tax seminars, the Federal Bar Association's Insurance Tax Seminars, ACLI, ALI-ABA and NAVA conferences, the UCONN Insurance Institute and various other conferences focused on product tax issues. She declines to calculate the portion of her professional life spent working on closing agreements to resolve product tax compliance issues.

Ms. Butler has one son, who at the age of 4 asked her to explain what she did at work. At the end of a rousing account, she was stunned by his response: "Oh, Mommy, I feel so sorry for you." He's an archaeologist now, digging into other forms of ancient history.