

Use this form to determine the valid industries, occupations, and business types when employment or industry information is required on a Manulife form. You must use one of the options below.

For individuals: Provide the industry and occupation on the form. Under the Industries section, determine the group that *best* describes the occupation. Under Occupations, go to that Industry's group and determine the occupation that best describes the client's job.

For entities: Provide the industry and business type on the form. Under the Industries section, determine the group that *best* describes the business. On page 5 under Business types, go to that Industry's group and determine the business type that best describes the entity.

Industries

Agriculture, forestry, mining, or fishing	Arts, entertainment or recreation	Education	Finance or financial services	Government
Healthcare or medical	Hospitality or tourism	Legal or emergency services	Military, armed forces, or navy	Office or management
Retail or services	Sciences or technology	Trades, construction, or manufacturing	Transportation	

Occupations

Agriculture, forestry, mining, or fishing

Accountant	Administration	Agriculturist or agriculture worker	Analyst	Auditor
Cannabis distribution	Cigarette distribution	Consultant	Customer service	Executive
Farmer (crop)	Farmer (livestock)	Finance	Fisheries worker	Forestry worker
Gas sector worker	Human resources	Hunter	Landscaping worker	Lawyer (associate)
Lawyer (compliance)	Lawyer (corporate)	Management or manager	Marketing	Metals worker
Mining worker	Officer	Oil worker	Owner	Payroll
Persons with disabilities (no prior occupation)	Project manager	Recruitment	Sales	Supervisor
Technology management	Technology support	Trapper		

Arts, entertainment, or recreation

Accountant	Actor	Administration	Analyst	Artist
Athlete	Auditor	Author	Broadcaster	Casino employee
Coach	Communications	Conductor	Consultant	Customer service
Dancer	Designer	Editor	Executive	Facility staff (teams, clubs, stadiums)
Film production	Finance	Gallery	Gambling employee	Human resources
Journalist	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)	Lottery employee
Management or manager	Marketing	Musician	Officer	Official
Owner	Payroll	Persons with disabilities (no prior occupation)	Photographer	Project manager
Recruitment	Sales	Sports and recreation worker	Supervisor	Technology management
Technology support	Theatre	Trainer	Translator	Writer

Occupations (continued)

Education

Accountant	Administration	Analyst	Archivist	Auditor
Childcare	Conservator	Consultant	Counsellor	Curator
Customer service	Daycare	Dean	Executive	Finance
Human resources	Instructor	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)
Librarian	Management or manager	Marketing	Officer	Owner
Payroll	Persons with disabilities (no prior occupation)	Principal	Professor	Project manager
Recruitment	Sales	Student	Supervisor	Teacher
Technology management	Technology support			

Finance or financial services

Accountant	Actuary	Administration	Agent	Analyst
ATM owner or operator	Auditor	Bank teller	Broker	Consultant
Credit union teller	Customer service	Day trader	Executive	Finance
Financial investor	Financial planner	Human resources	Insurance adjuster	Lawyer (associate)
Lawyer (compliance)	Lawyer (corporate)	Management or manager	Marketing	Mathematician
Money service business worker	Officer	Owner	Payroll	Persons with disabilities (no prior occupation)
Project manager	Recruitment	Sales	Statistician	Supervisor
Technology management	Technology support	Trust teller	Underwriter	

Government

Accountant	Administration	Agency executive	Ambassador	Analyst
Auditor	Consultant	Councilor for municipality or region	Crown corporation	Customer service
Deputy minister	Diplomat	Executive	Finance	Human resources
Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)	Management or manager	Marketing
Mayor	Member of legislature	Officer	Owner	Payroll
Persons with disabilities (no prior occupation)	Policy advisor	Project manager	Recruitment	Sales
Supervisor	Technology management	Technology support		

Healthcare or medical

Accountant	Administration	Analyst	Animal Care	Auditor
Consultant	Counsellor	Customer service	Dental occupation	Dentist
Dietician	Doctor – specialist	Doctor (family)	Executive	Finance
Health practitioner - other	Home care worker	Human resources	Lawyer (associate)	Lawyer (compliance)
Lawyer (corporate)	Management or manager	Marketing	Massage - unregistered	Massage – registered
Midwife	Nurse	Nutritionist	Officer	Owner

Payroll	Persons with disabilities (no prior occupation)	Pharmaceutical sales representative	Pharmacist	Project manager
Psychologist	Recruitment	Sales	Social worker	Spa – unregistered
Spa – registered	Supervisor	Technical health occupations	Technology management	Technology support
Therapist	Veterinarian	Veterinary support		

Hospitality or tourism

Accountant	Administration	Amusement park	Analyst	Arcade
Auditor	Baker	Butcher	Catering	Chef
Cleaning	Conference planner	Consultant	Cook	Customer service
Event planner	Executive	Facility services	Finance	Food manufacturing
Hotel services worker	Human resources	Janitor	Lawyer (associate)	Lawyer (compliance)
Lawyer (corporate)	Management or manager	Marketing	Officer	Owner
Payroll	Persons with disabilities (no prior occupation)	Project manager	Recruitment	Restaurant worker
Sales	Supervisor	Technology management	Technology support	Tourism
Travel agent				

Legal or emergency services

Accountant	Administration	Ambulance	Analyst	Auditor
Consultant	Corrections officer	Customer service	Executive	Finance
Firefighter	Human resources	Investigator	Judge	Justice of the peace
Law clerk	Law enforcement officer	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)
Lawyer (partner or with trust account)	Legal assistant	Management or manager	Marketing	Notary public
Officer	Owner	Paralegal	Paramedics	Parole officer
Payroll	Persons with disabilities (no prior occupation)	Project manager	Recruitment	Sales
Security guard	Security installer	Supervisor	Technology management	Technology support

Military, armed forces, or navy

Accountant	Administration	Ammunition worker	Analyst	Arms worker
Auditor	Commissioned officer	Consultant	Customer service	Executive
Finance	Human resources	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)
Management or manager member	Marketing	Military sales	Non-commissioned member	Officer
Owner	Payroll	Persons with disabilities (no prior occupation)	Project manager	Recruitment
Sales	Senior officer (level 0/1)	Supervisor	Technology management	Technology support
Worker				

Office or management

Accountant	Administration	Analyst	Auditor	Consultant
Customer service	Executive	Finance	Human resources	Lawyer (associate)

Lawyer (compliance)	Lawyer (corporate)	Management or manager	Marketing	Officer
Owner	Payroll	Persons with disabilities (no prior occupation)	Project Manager	Recruitment
Sales	Supervisor	Technology management	Technology support	

Retail or services

Accountant	Administration	Adult entertainment worker	Analyst	Antique dealer
Art dealer	Auction	Auditor	Bar worker	Beautician
Charity – registered	Charity – unregistered	Collections	Consignment store	Consultant
Convenience store	Cosmetics	Customer service	Executive	Fashion industry worker
Finance	Food employee	Funeral service director	Funeral service worker	Garages
Grocery employee	Hair care	Homemaker (no prior career)	Human resources	Lawyer (associate)
Lawyer (compliance)	Lawyer (corporate)	Liquor store employee	Liquor store owner (non-government)	Logistics worker
Management or manager	Marketing	Nails	Nightclub worker	Non-government organizations
Not-for-profit (non-charity)	Officer	Owner	Parking attendant	Pawn broker
Payroll	Persons with disabilities (no prior occupation)	Precious metals, stones and jewel dealer	Project manager	Real estate agent
Real estate broker	Recoveries	Recruitment	Religious worker	Retail goods store employee
Sales	Supervisor	Supply chain worker	Technology management	Technology support
Telemarketing	Vending machine operator			

Sciences or technology

Accountant	Administration	Agriculture	Analyst	Archeology
Auditor	Biology	Chemist	Communicator	Consultant
Customer service	Executive	Finance	Food scientist	Geologist
Human resources	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)	Management or manager
Marketing	Multimedia publishing	Officer	Owner	Payroll
Persons with disabilities (no prior occupation)	Physicist	Project manager	Recruitment	Sales
Scientist in natural sciences	Software design	Software developer	Software engineer	Supervisor
Systems analyst	Systems developer	Systems programmer	Technical writer	Technician or technologist
Technology management	Technology support	Web designer		

Trades, construction, or manufacturing

Accountant	Administration	Analyst	Architect	Auditor
Building trades	Building trade helper or labourer	Buyer	Consultant	Contractor or supervisor
Customer service	Electrician or apprentice	Engineer	Executive	Factory worker or labourer
Finance	Heavy equipment worker	Human resources	HVAC or apprentice	Lawyer (associate)
Lawyer (compliance)	Lawyer (corporate)	Machinist	Management or manager	Marketing
Mechanic	Officer	Owner	Payroll	Persons with disabilities (no prior occupation)

Planner	Plumber or apprentice	Project manager	Public works maintenance	Recruitment
Recycling collector	Sales	Skilled tradesperson or labourer	Supervisor	Supply chain
Technology management	Technology support	Tool and die	Waste collector	Yard worker

Transportation

Accountant	Administration	Air controller	Airport worker	Analyst
Auditor	Boat dealership	Consultant	Customer service	Driver (truck or bus)
Delivery person or driver	Engineer (rail)	Executive	Finance	Flight attendant
Human resources	Lawyer (associate)	Lawyer (compliance)	Lawyer (corporate)	Limousine
Logistics – domestic	Logistics – international	Machinist	Management or manager	Marketing
Mechanic	Car dealership (new or used)	Officer	Owner	Payroll
Persons with disabilities (no prior occupation)	Pilot (plane)	Plane dealership	Postal worker	Project manager
Recruitment	Sales	Shipping – domestic	Shipping – international	Supervisor
Taxi	Technology management	Technology support	Tool and die	Travel agent
Truck dealership (new or used)	Warehouse – domestic	Warehouse – international		

Business types

Agriculture, forestry, mining, or fishing

Cannabis distribution	Cigarette distribution	Farming (crop) production or markets	Farming (livestock) production or markets	Fish or seafood production, camps, or markets
Forestry	Gas production	Horticulture	Hunting	Landscaping
Logging	Mining	Oil	Services	Trapping

Arts, entertainment, or recreation

Athletic clubs	Bingo	Casino	Fitness services	Gambling
Lottery	Media production (movie)	Media production (music)	Media production (print)	Media production (television)
Photography	Trainers			

Education

Camp	Child care	Day care	Educational institutions	Private learning
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Finance or financial Services

ATM	Banking	Currency services	Family holding company	Financial planning
Insurance services	Investment club	Lending services	Money services	Mortgage
Securities	Trust	Trusts (family, personal, or real estate)		

Government

Charity – not registered	Charity – registered (includes registered religious groups)	Crown corporation	Government – federal	Government – municipal
Government – provincial	Government agencies	Non-profit - not registered	Public service – federal	Public service – municipal
Public service – provincial	Social services			

Healthcare or Medical

Laboratory	Massage/spa – registered	Massage/spa – unregistered	Medical care facility	Medical professional services corporation or partnership
Medical supply	Pharmaceutical	Pharmacy	Retirement facility	Services
Testing services				

Hospitality or tourism

Accommodations	Adult entertainment	Amusement park	Arcade	Bar
Caterer	Event planning and services	Food preparation	Hotel	Massage parlour
Nightclub	Restaurant	Tourism		

Legal or emergency services

Emergency services agencies (police, fire, ambulance)	Investigators	Law firm	Legal services	Notary
Security services				

Military, armed forces, or navy

Arms	Ammunition	Government – armed forces	Government – military	Government – navy
Military supply				

Office or management

Accountant	Administration outsourcing	Administration	Advertising	Auditing
Benefits	Call centres	Cleaning	Clerical	Condominium corporation
Facility management	Financial consulting	Human resources	IT design services	Management services
Marketing	Media	Payroll services	Sales	Telemarketing

Retail or services

Art or antique dealer	Auction	Beautician	Consignment services	Convenience store
Cosmetics	Funeral services	Grocery	Hair care	Liquor store (non-gov't owned and operated)
Nails	Parking garage (non-gov't owned and operated)	Pawn broker	Precious metals, stones and jewels dealer	Real estate agents or brokers
Retail (other)	Retail clothing	Retail electronics	Retail food	Vending machine provider
Wholesale trade – construction	Wholesale trade – general goods	Wholesale trade – manufacturing,		

Sciences or technology

Laboratories	Research centres	Technology management	Technology support
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Trades, construction, or manufacturing

Architects	Building contractor	Construction contractor	Construction suppliers or companies	Engineers
Equipment dealer	Equipment rental	Manufacturer – finished product	Manufacturer – supply chain	Planners
Telecommunications	Tradesperson	Utilities		

Transportation

Auto dealership	Boat dealership	Limousine services	Logistics (domestic)	Logistics (international)
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Plane dealership	Shipping (domestic)	Shipping (international)	Taxi services	Transportation company (airline)
Transportation company (bus)	Transportation company (railway)	Travel agency	Truck dealership	Warehouse (domestic)
Warehouse (international)				