



Savings



Transparency



Simplicity



# TREND

LIFE INSURANCE THAT  
LETS YOU BREATHE

Product Summary

## TREND Product Summary

<b>Type of policy</b>	<ul style="list-style-type: none"> <li>▪ Universal Life</li> <li>▪ No quick payment option</li> <li>▪ Premiums payable for life</li> </ul>
<b>Age at issue</b>	<ul style="list-style-type: none"> <li>▪ Individual: 0–60</li> <li>▪ Joint: Minimum 15 years old for each insured (equivalent age of 60)</li> </ul>
<b>Number of insureds</b>	<ul style="list-style-type: none"> <li>▪ One insured per contract</li> </ul>
<b>Joint coverage available</b>	<ul style="list-style-type: none"> <li>▪ Joint first to die on maximum of 2 lives</li> <li>▪ Same equivalent age table as GENESIS</li> </ul>
<b>Death benefit</b>	<ul style="list-style-type: none"> <li>▪ Face amount + fund only</li> </ul>
<b>Premium</b>	<ul style="list-style-type: none"> <li>▪ Initial current premium guaranteed for the first 10 years of the contract</li> <li>▪ Current premium adjusted on 10th contract anniversary and every 5 years thereafter based on the Trend Index</li> <li>▪ Current premium adjusted through age 70 (until 71st birthday)</li> </ul>
<b>Policy fees</b>	<ul style="list-style-type: none"> <li>▪ NO policy fees</li> </ul>
<b>Riders</b>	<ul style="list-style-type: none"> <li>▪ T10 R&amp;C, T20 R&amp;C, Hospitalization, Hospitalization &amp; Home Care, Paramedical Care in the Event of an Accident, Child Module, Child Module PLUS, SI, CI T10-T75-T100 (25 illnesses, without ROP)</li> </ul>
<b>Additional benefits</b>	<ul style="list-style-type: none"> <li>▪ AD, AD&amp;D, AF, GI*, CAD, CA, CID and Child Critical Illness</li> <li>▪ *If GI exercised, the new Trend coverage will be provided under a new contract</li> </ul>
<b>Surrender value</b>	<ul style="list-style-type: none"> <li>▪ NO surrender value in the contract</li> <li>▪ The market value of the accumulation fund and the shuttle account, where applicable, are available to the client</li> </ul>
<b>Surrender charges</b>	<ul style="list-style-type: none"> <li>▪ NO surrender charges</li> </ul>
<b>Tax and administration fees</b>	<ul style="list-style-type: none"> <li>▪ A fee equal to 2.50% of the premium is charged regardless of the contract's province of issue</li> <li>▪ This fee is fully guaranteed under the contract (doesn't change even if the premium tax is modified)</li> <li>▪ Same initial current premium regardless of the province of issue</li> </ul>
<b>Rate bands</b>	<p><b>Same rate bands as GENESIS:</b></p> <ul style="list-style-type: none"> <li>▪ B1: 10k to 49k</li> <li>▪ B2: 50k to 99k</li> <li>▪ B3: 100k to 199k</li> <li>▪ B4: 200k to 499k</li> <li>▪ B5: 500k to 999k</li> <li>▪ B6: 1,000k +</li> </ul>
<b>Preferred underwriting</b>	<ul style="list-style-type: none"> <li>▪ Trend coverage: NONE – standard smoker and non-smoker rates only</li> <li>▪ Riders: Applicable if face amount is equal to or greater than \$200,000</li> </ul>
<b>Investment options</b>	<ul style="list-style-type: none"> <li>▪ Name of series: Trend – Series IV Plus</li> <li>▪ Minimum investment of \$500 for fixed-term accounts</li> <li>▪ 100% guarantee at death for index-based accounts</li> <li>▪ Default account is the Portfolio Account</li> <li>▪ Fixed-Term Accounts: <ul style="list-style-type: none"> <li>› 6-month, 1-, 2-, 3-, 4-, 5- and 10-year</li> <li>› 5-Year Average Account</li> </ul> </li> <li>▪ Index-Based Accounts: <ul style="list-style-type: none"> <li>› 1 Market Index Account</li> <li>› 5 Diversified Strategy Accounts</li> <li>› 9 Active Management Index Accounts</li> </ul> </li> </ul>
<b>Current annual fees</b>	<ul style="list-style-type: none"> <li>▪ Same as GENESIS with minimum fee option</li> <li>▪ See Company website or current rate schedule</li> </ul>

## TREND Product Summary (continued)

<b>Investment bonus</b>	<p><b>A bonus of 0.50% is paid if:</b></p> <ul style="list-style-type: none"> <li>▪ The cumulative sum of premiums paid (less withdrawals, the balance of policy loans, and disability benefits paid under the disability benefits section of the contract) is equal to or greater than the cumulative sum of the guaranteed maximum premiums of the contract</li> <li>▪ Bonus = bonus rate X average balance of index-based accounts excluding the Money Market account</li> <li>▪ The bonus is paid starting on the first anniversary of the policy</li> <li>▪ No bonus is payable in the shuttle fund</li> </ul>
<b>Extra premium</b>	<ul style="list-style-type: none"> <li>▪ Extra premium in %: adjusted with base</li> <li>▪ Extra premium in \$ (term or permanent) guaranteed</li> <li>▪ Table with 6 bands</li> </ul>
<b>Automatic optimization of the face amount (AOFA)</b>	<ul style="list-style-type: none"> <li>▪ AOFA allowed except on reinsurance files</li> <li>▪ Insurance costs applicable on AOFA are GENESIS YRT costs in band 5 (same rule as GENESIS)</li> <li>▪ No levelling of AOFA allowed</li> </ul>
<b>Lapse</b>	<ul style="list-style-type: none"> <li>▪ Lapse if accumulation fund &lt; \$0</li> </ul>
<b>Underwriting</b>	<ul style="list-style-type: none"> <li>▪ Same rules as GENESIS</li> </ul>
<b>Claims</b>	<ul style="list-style-type: none"> <li>▪ Same rules as GENESIS</li> </ul>
<b>Commissions</b>	<ul style="list-style-type: none"> <li>▪ See commission schedule</li> <li>▪ Commissions payable on the contract's current premium</li> <li>▪ Special quotes: same rules as GENESIS – send your requests to: <a href="mailto:marketing@inalco.com">marketing@inalco.com</a></li> </ul>
<b>Transaction fees</b>	<ul style="list-style-type: none"> <li>▪ Apply schedule available in the administrative policies and procedures guide</li> </ul>

## Transactions and Changes Allowed on TREND Contract

For more details, see the *Individual Life Insurance Administration Policies and Procedures Guide*

Request Type	General Administrative Rules	
<b>Change of status from smoker to non-smoker (preferred statuses not available)</b>	<ul style="list-style-type: none"> <li>▪ At age and rate at issue if issued less than 5 years ago</li> <li>▪ At attained age and rate at issue if in force for more than 5 years</li> <li>▪ At attained age and rate at issue multiplied by Trend Index if in force for more than 10 years</li> </ul>	Electronic Changes (F4A-06)
<b>Reduction of face amount (\$10,000 minimum)</b>	<ul style="list-style-type: none"> <li>▪ At age and rate at issue if in force for less than 10 years</li> <li>▪ At age and rate at issue multiplied by Trend Index if in force for more than 10 years</li> </ul>	Electronic Changes (F4A-04)
<b>Addition of riders or additional benefits</b>	<ul style="list-style-type: none"> <li>▪ At attained age and rate in force at the time the addition is made</li> </ul>	Electronic Changes (F4A-03)
<b>Policy loans</b>	<ul style="list-style-type: none"> <li>▪ Maximum of 90% of accumulation fund excluding index-based accounts other than the Money Market account</li> <li>▪ Monthly interest rate payable = average monthly rate credited to the fund excluding index-based accounts other than the Money Market account + 3%</li> </ul>	Electronic Changes (F6A)
<b>Partial withdrawal or surrender</b>	<ul style="list-style-type: none"> <li>▪ Value of the accumulation fund and the shuttle account, where applicable, less any amount due to the Company</li> <li>▪ Adjustment of market value if investments made in Fixed-Term Accounts or 5-Year Average Account</li> <li>▪ No surrender charge applicable</li> <li>▪ See Extranet 2 for amounts available</li> </ul>	Electronic Changes (F6A)
<b>Dissociation</b>	<ul style="list-style-type: none"> <li>▪ New contract issued with original coverage</li> </ul>	Electronic Changes (F4A-14)
<b>Dissolution of joint first to die coverage (50%-50%)</b>	<ul style="list-style-type: none"> <li>▪ New Trend contract issued with same parameters as at issue</li> </ul>	Electronic Changes (F4A-15)

## Transactions and Changes Allowed on TREND Contract (continued)

Request Type	General Administrative Rules	
Option to modify individual coverage to joint first to die	<ul style="list-style-type: none"> <li>▪ Addition of new insured with proof of insurability and at attained age and rate in force at the time the modification is made</li> <li>▪ See contract clause (F.6002)</li> </ul>	Electronic Changes (F3A)
Change in type of plan	<ul style="list-style-type: none"> <li>▪ Possible within the first 13 months after contract issue</li> </ul>	Electronic Changes (F4A-10)
Reinstatement	<ul style="list-style-type: none"> <li>▪ If &lt; 120 days: complete section 8.3 of the form</li> <li>▪ If &gt; 120 days: complete section 8.4 of the form and according to new conditions</li> </ul>	Electronic Changes (F4A-05)
Policy not placed	<ul style="list-style-type: none"> <li>▪ If &lt; 120 days: complete section 8.3 of the form</li> <li>▪ If &gt; 120 days: submit new application</li> </ul>	Electronic Changes (F4A-05)
Extra premium or exclusion revision	<ul style="list-style-type: none"> <li>▪ Proof of insurability required at all times; complete section 11 of the form</li> </ul>	Electronic Changes (F4A-08 and F3A)
Change in mode of payment (amount, frequency, banking information)	<ul style="list-style-type: none"> <li>▪ Complete the form and attach specimen cheque (personalized or signed)</li> </ul>	Electronic Changes (F4A-01 and F4A-02 if PAC)
Change of applicant	<ul style="list-style-type: none"> <li>▪ This type of change cancels all beneficiary designations made under the contract</li> <li>▪ Important to submit new beneficiary designation</li> </ul>	Electronic Changes (F30A and F5A)
Change of beneficiary	<ul style="list-style-type: none"> <li>▪ Complete section 1 for life insurance beneficiary(ies)</li> <li>▪ Complete section 3 if a critical illness rider is in force on the policy</li> </ul>	Electronic Changes (F5A)

## TREND Contract – Transactions and Changes Not Allowed

- Addition of permanent coverage – use new contract
- Addition of an insured (except if joint first to die)
- Change to insurance costs
- Levelling of insurance costs
- Change to death benefit
- Substitution of lives insured
- Association of contracts

The elephant,  
a symbol of our 120 years  
of strength and solidity.

