

Foresters Familylife Advisor Guide

Participating Whole Life Insurance

This guide is intended to answer your questions, provide ideas to help you sell Foresters™ Familylife and is for information purposes only. You must ensure that you correctly represent, to a customer or prospect, the product features based on the wording of the applicable certificate and riders.

Foresters, its employees and life insurance representatives do not provide, on Foresters' behalf, legal, tax, or estate planning advice. The information here reflects our understanding of current laws and regulations. Prospective purchasers should contact their own legal, tax or estate planning advisors on their specific situations.

This document is intended for advisor use only and should not be disclosed to the public. The information contained in this guide is general in nature and is subject to the applicable certificate and rider wording.

This guide includes some of our current administrative rules. These rules are not contractual and are subject to change.



Foresters™ is the trade name and a trademark of The Independent Order of Foresters, a fraternal benefit society, 789 Don Mills Road, Toronto, Canada M3C 1T9; its subsidiaries are licensed to use this mark.

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Fast Facts

Product Type	Participating Whole Life	Issue Ages (age nearest birthday)	<ul style="list-style-type: none"> • 0 to 75 <p>A special quote may be requested for issue ages over 75.</p>
Premium Period Options	20 Pay Life Pay	Illustrations	Signed illustration required for certificate issue or as a delivery requirement.
Underwriting Classifications	<ul style="list-style-type: none"> • Juvenile: 0 to 17 • Smoker: 18 to 75 • Non-smoker: 18 to 75 	Dividend Options	<ul style="list-style-type: none"> • Protector Option • Paid-Up Additional Insurance (PUA) Option • Premium Reduction Option • Dividends on Deposit Option • Cash Payment Option
Premium Modes	<ul style="list-style-type: none"> • PAC: Monthly, Quarterly, Semi-annual, or Annual (first premium can be paid by PAC upon request) • Direct Bill: Quarterly, Semi-annual, or annual 	Non-Forfeiture Options	<ul style="list-style-type: none"> • Cash Surrender • Automatic Premium Loan (APL) • Reduced Paid-Up (RPU)
		Minimum Modal Premium	Annual - \$300 Monthly (PAC) - \$25
Loans	<ul style="list-style-type: none"> • Maximum loan available up to 90% of cash value minus debt • Minimum cash loan request amount is \$500 • Variable interest rate 	Insurer	The Independent Order of Foresters

Product Specifications

Foresters Familylife is a participating whole life insurance plan that provides lifetime protection with cash value accumulation. Premiums and basic coverage amounts are guaranteed. Guaranteed cash values start by the sixth certificate year, and additional non-guaranteed values may be generated by dividends starting at the beginning of the second certificate year.

In addition to offering lifetime protection, Familylife also offers a variety of features and riders that address a broad range of personal protection needs.

Target Market

- Middle-income family market
- Price sensitive individuals who value guarantees
- Seeking lifetime life insurance protection
- Looking for the opportunity to build long-term cash value
- Have or are planning to have children

Premium Paying Period Options

Pay to 100
20-Pay

Issue Ages

Pay to 100

- 0 to 17 Juvenile
- 18 to 75 Standard (Smoker, Non-smoker)

20-Pay

- 0 to 17 Juvenile
- 18 to 75 Standard (Smoker, Non-smoker)

A special quote may be requested for issue ages over 75.

Premium Modes

- Pre-authorized chequing (PAC)/ First payment on PAC (FPOP): Monthly, Quarterly, Semi-annual, or Annual (first premium can be paid by PAC upon request)
- Direct Bill: Quarterly, Semi-annual, or Annual or annual first premium can be paid by PAC upon request

Minimum Premium

Annual: \$300
Monthly (PAC): \$25

Modal Factors and certificate fees

	Modal Factor	Certificate Fee
Monthly	0.09	\$9.00
Quarterly	0.27	\$27.00
Semi-Annual	0.52	\$49.50
Annual	1.00	\$90.00

Certificate fee is fully commissionable.

Juvenile certificates

If the insured person is younger than 16 years old on the issue date, ownership of the certificate will automatically transfer to that person upon their 16th birthday.

An insured person's insurance class will be "juvenile" until the anniversary nearest his or her 18th birthday. Beginning on that anniversary, we will change the insurance class to "non-smoker" for his or her basic coverage if he or she meets the requirements described in the certificate. He or she must meet our definition of a non-smoker in effect at that time and must provide an application for the change that is acceptable to us in the 90 days preceding that anniversary. If these requirements are not met, we will change the insurance class to "smoker" beginning on the anniversary nearest the primary insured person's 18th birthday.

Regardless of the insurance class, premiums for the basic coverage and guaranteed values under this certificate will remain unchanged. However, a change to a "smoker" insurance class may result in a reduction of future dividends and non-guaranteed cash values compared to an identical certificate with a non-smoker insurance class.

A primary insured person whose insurance class was changed from "juvenile" to "smoker" may subsequently request a change to a non-smoker insurance class as described in the certificate.

Built-in Familylife Benefits

These benefits are built in to every Familylife certificate, and are offered at no additional charge.

Basic Children's Coverage

Where the age of the proposed insured is between 18 and 55 when the certificate takes effect, Familylife includes \$3,000 of convertible term life insurance for the insured person's children. A child must be under 18 to become insured, but insurance stays in effect to the child's 25th birthday.

The \$3,000 of term insurance is convertible to any permanent plan then offered by Foresters for this conversion, for each insured child, without evidence of insurability. An additional \$7,000 of permanent insurance may also be purchased on each insured child without evidence of insurability, to the earlier of the certificate anniversary of the insured's age 65, the child insured's 25th birthday, or the day the insured child first marries.

Juvenile Guaranteed Insurability Benefit

If the insured's attained age is less than 18 on the certificate's issue date, this Juvenile Guaranteed Insurability Benefit provides the right to purchase new insurance on the insured person on certain option dates, without evidence of insurability.

Additional insurance may be purchased on the insured person in the 90 days before the certificate anniversary on which the insured person's attained age is 25, 28 or 31. These dates are called "regular option dates".

Additional insurance may also be purchased in advance of a regular option date, within 90 days after any of the following events occur:

- the primary insured person legally marries;
- a living child is born to the primary insured person;
- the primary insured person legally adopts a child prior to the child's 18th birthday;
- the primary insured person purchases a home which he or she intends to use as his or her primary residence or

- the primary insured person graduates from an accredited post-secondary educational institution.

These dates are called "special option dates". If the insured purchases insurance with respect to a special option date, then the next available regular option date will be cancelled. However, if all future regular option dates have been cancelled, the insured can still request insurance with respect to any subsequent special option dates that occur while the Juvenile Guaranteed Insurability Benefit is in effect.

Quit Smoking Incentive Plan

If the primary insured person is classified as a smoker, and is at least 18 years old on the certificate issue date, we will charge non-smoker premiums for the first two certificate years.

Non-smoker premiums will continue after the second certificate anniversary if the primary insured meets the following requirements:

- must meet Foresters current definition of non-smoker;
- must sign the form required by Foresters and provide any other evidence that may be requested to verify the insured meets our definition of non-smoker in effect at that time;
- attained age must be at least 18 on the date the form is signed; and
- the form is received by Foresters before the second certificate anniversary.

Subsequent non-smoker premiums will be based on the primary insured's age on the certificate's issue date and the rating class on the date the change is processed. Approval of this change may result in a reduction of future cash values, and may require Foresters to pay out a portion of the cash value on the date the request is processed.

If these requirements are not met, smoker premiums will continue to be charged from the second certificate anniversary.

Expert Medical Opinion Program

Advance Medical's Expert Medical Opinion Program provides an authoritative second opinion on medical issues from some of the world's leading experts.

The insured person may be eligible, at no additional cost, to access Advance Medical's program. The insured person's spouse or domestic partner and the insured's dependent children up to age 18 may also be eligible.

The insured accesses the service via the toll-free number listed in the certificate.

The insured will be connected with one of Advance Medical's Physician Case Managers. The Physician Case Manager will assess the specific situation, and may, after receiving proper consent, gather the medical records and other data needed to engage the Advance Medical experts.

These experts will create a report that may confirm or revise a diagnosis, and suggest next steps.

This Program is provided solely by Advance Medical, Inc., subject to eligibility requirements and limitations and may be changed or cancelled at any time without notice. This Program is not a certificate benefit and accordingly Foresters is not responsible for this Program and has no liability in relation to the expert medical opinion or any of the services provided, or functions performed, under the Program.

Dividends and Dividend Options

Dividends

Participating Whole Life insurance provides the opportunity to earn dividends. A dividend is a portion of our earnings available for distribution annually to the certificate owners. Dividends may be declared by Foresters each year. They are not guaranteed, and will vary depending on our future experience. The dividend scale can be affected by a number of factors such as our mortality experience, investment earnings, expenses and other variables. Dividends may also vary by age, duration, gender, and insurance class (smoker or non-smoker).

The following dividend options are available at issue:

- Protector Option
- Paid-Up Additional Insurance (PUA)
- Premium Reduction
- Dividends on Deposit
- Cash Payment

A certificate owner can change his or her dividend option to the following after issue:

- Paid-Up Additional Insurance (PUA)
- Premium Reduction
- Dividends on Deposit
- Cash Payment
- Loan Repayment

Protector Option

The Protector Option is available at all issue ages for the Pay to 100 option, and at issue ages 0 to 70 for the 20-Pay option. This option can only be selected at time of purchase; the insured cannot change the dividend option to the Protector Option after the insurance takes effect.

The Protector Option provides enhanced life insurance through a combination of Paid-up Additional Insurance (PUA) and One-Year Term Insurance (OYT).

On each certificate anniversary, we will use dividends, if any, to purchase a combination of PUA insurance and OYT insurance. We will purchase as much PUA insurance as possible while ensuring that the total of all of PUA insurance and OYT insurance will be at least as high as the Initial Enhanced Insurance Amount.

However, dividends may not be sufficient to ensure that the total of all PUA insurance and OYT insurance will equal the Initial Enhanced Insurance Amount. In that case, we will terminate some or all of the PUA insurance and use the cash value from that insurance to purchase OYT insurance. We will purchase enough OYT insurance, if possible, so that the total of all PUA and OYT insurance will equal the Initial Enhanced Insurance Amount. If the PUA insurance does not provide enough cash value to equal the Initial Enhanced Insurance Amount, then we will terminate all of the PUA insurance and use its entire cash value to purchase OYT insurance.

The Protector Option Guarantee

Under this guarantee, the certificate will provide at least a level amount of enhanced insurance, which is known as the Initial Enhanced Insurance Amount. The Initial Enhanced Insurance Amount is guaranteed while all of the following are true:

- the dividend option is not changed;
- no paid-up additional insurance is surrendered at the request of the owner; and
- the Basic Face Amount is not changed.

If the certificate owner withdraws all or part of their PUAs purchased under the Protector Option, their death benefit amount will change from the face amount to the sum of the basic amount plus OYT plus PUA. The withdrawal will cause the loss of the Protector Option Guarantee for that certificate.

If the Protector Option is selected, then a dividend option change after issue is not recommended until after the cross-over point is reached (i.e. once accumulated PUA equals or exceeds the Enhanced Amount in effect). If a dividend option change is completed prior to the crossover point, then any guarantees associated with the Protector Option become invalid, and the Protector Option is no longer available.

Paid-Up Additional Insurance Option

Dividends will be used to buy life insurance on the primary insured person, in addition to the Basic Face Amount. No further premiums are needed to keep this paid-up additional insurance in effect. Paid-up additional insurance has a cash value. This cash value is part of the total cash value for the certificate. Since dividends are not guaranteed, the cash value for paid-up additional insurance is also not guaranteed.

Premium Reduction Option

We will credit any dividends toward the premium each year, and the remainder of the premium will be payable. Since dividends may vary, the premiums payable will vary from year to year under this option. If the dividend is greater than the premiums due in the year, then the remainder of the dividend will remain on deposit with us, where it may earn interest while it remains within the certificate.

Dividends on Deposit Option

Dividends will remain on deposit with us, within the certificate, and we may pay interest on them. Dividends on deposit have a cash value and the certificate owner may withdraw them (subject to taxation). We will set the interest rate for

dividends on deposit from time to time, and this interest rate will never be less than 0%. Dividends that remain on deposit when the primary insured person dies will be paid as part of the death benefit.

Cash Payment Option

We will pay any dividends directly to the certificate owner. Such payments may add to the owner's taxable income.

Access to Familylife's cash value

A certificate owner can access the cash value either by surrendering paid-up additional insurance (this is also called withdrawing money directly from the certificate) or by requesting a certificate loan. The cash value also becomes available when the owner cancels the certificate, but will be reduced by any outstanding certificate loans.

Any of these transactions may add to the certificate owner's taxable income for the year in which the funds are drawn.

Surrenders

The certificate may be partially or fully surrendered for its cash surrender value at any time.

Full Surrender

A certificate can be fully surrendered for its guaranteed cash value, plus the value of any PUAs or accumulated dividends on deposit, less any outstanding debt.

Partial Surrender

A certificate can be partially surrendered by surrendering PUAs. The death benefit supported by the PUAs will be reduced accordingly. Under our current administrative rules, each partial surrender must be at least \$500. There is currently no withdrawal fee.

Loans

Loan(s) may be obtained from Foresters using the certificate as collateral. The certificate must be in effect and have a positive cash surrender value at the time of the loan. The maximum loan available is 90% of cash value minus debt.

Interest is charged daily at the current Foresters variable loan rate. The amount of the loan requested may be adjusted if the cash surrender value at that time is insufficient.

Reduced Paid-Up insurance (RPU)

If a certificate owner is no longer able or willing to pay premiums, he or she may request that we reduce the certificate face amount to an amount that will be paid for by the available cash value without further premium payments.

The minimum RPU insurance amount is currently \$10,000 to retain full Foresters membership privileges. The minimum RPU insurance amount is currently \$1,000 to retain membership and voting rights only. Once the Reduced Paid-Up option has been exercised, we will automatically change the certificate's dividend option to Paid-up Additional Insurance (PUA).

Automatic Premium Loan (APL)

If a certificate owner forgets to make a premium payment, Familylife's Automatic Premium Loan feature will pay the premium from the available cash surrender value provided it is sufficient to cover that premium amount. For policies with a premium mode other than monthly, we will automatically switch the mode to monthly payment if the certificate requires APL. Once the cash surrender value is insufficient to cover unpaid premiums, the certificate will lapse.

Taxation

Under current tax legislation, the cash accumulation in a participating whole life insurance policy is exempt from accrual taxation within the limits prescribed by the Income Tax Act, for so long as it remains in the policy. A certificate owner may be required to pay income taxes if he or she cancels the certificate or transfers its ownership to another person, reduces its face amount, withdraws or borrows money from its cash value, changes its Insurance Class to Non-smoker, or elects to receive dividends in cash. Other transactions may also have tax consequences.

Reinstatement

Foresters may approve the reinstatement of a lapsed certificate within two years of its lapse date subject to:

- evidence of insurability accepted by Foresters;
- payment of all past due premiums up to the lapse date with interest at a rate then determined by us that will not exceed the prime business rate determined by the Bank of Canada plus 3% ; and
- payment of all premiums since the lapse date to the date of reinstatement.

Upon reinstatement, any unpaid loan amount outstanding on the date of lapse will be reinstated, including accrued interest on that amount.

Riders

Accidental Death Rider

Available on	Life insured
Availability	Pay to 100 <ul style="list-style-type: none"> • At issue • After issue 20 Pay <ul style="list-style-type: none"> • At issue
Issue ages	18-60, Age Nearest Birthday (ANB)
Description	Provides for additional coverage in event of accidental death, in addition to base certificate death benefit. Accidental death to occur within 365 days of accidental bodily injury. While the accidental injury must occur while this rider is in effect, death from that accidental injury can occur when the rider and/or certificate are no longer in effect, but as long as it is within 365 days of the date that the accidental injury occurred then the benefit would be paid.
Issue amount	\$10,000 minimum, up to 100% of the face amount to a maximum of \$300,000 (all carriers).
Expiry date	The certificate anniversary nearest the insured's 70 th birthday.

Guaranteed Insurability Rider

Available on	Life insured
Availability	At issue
Issue ages	0 to 37 (ANB)
Description	Provides option to purchase new certificate without evidence of insurability for an amount less than or equal to Guaranteed Insurability Rider face amount on any of the option dates.
Issue amount	Lesser of: Flat \$30,000 and the Basic Amount
Regular Option dates	Certificate anniversary of insured ages: 25; 28; 31; 34; 37; 40.
Special option dates	Includes marriage, birth or adoption, post-secondary graduation, or purchase of primary residence. Use of a special option date cancels the next scheduled regular option date.
Option amount	Life insurance in an amount up to the Guaranteed Insurability Rider Face Amount.
Expiry date	The certificate anniversary nearest the insured's 40 th birthday.

Applicant Waiver of Premium Rider

Available on	Applicant
Availability	Pay to 100 <ul style="list-style-type: none"> • At issue • After issue 20 Pay <ul style="list-style-type: none"> • At issue
Issue ages	Applicant Issue Age: 18 to 55 (ANB) Insured Age: 15 days old to 17 (ANB)
Description	Waiver of Basic Premium on death or total disability of applicant. "Total disability" means that, due to bodily injury sustained or disease manifested after the date of issue of this rider, the insured person is unable to engage in any gainful occupation for which he or she is reasonably fitted by education, training or experience, is not performing any work for remuneration or profit, and is receiving appropriate physician's care.
Expiry date	Earlier of the certificate anniversary nearest the insured applicant's 60 th birthday or the anniversary nearest the primary insured person's 25 th birthday. If the insured applicant is on disability, the rider will expire at the earlier of the end of the disability period or the certificate anniversary nearest the primary insured person's 25 th birthday.

Waiver of Premium Rider

Available on	Life insured
Availability	Pay to 100 <ul style="list-style-type: none"> • At issue • After issue 20 Pay <ul style="list-style-type: none"> • At issue
Issue ages	18 to 55 (ANB)
Description	Waiver of Basic Premium on total disability of life insured. "Total disability" means that, due to bodily injury sustained or disease manifested after the date of issue of this rider, the insured person is unable to engage in any gainful occupation for which he or she is reasonably fitted by education, training or experience, is not performing any work for remuneration or profit, and is receiving appropriate physician's care.
Expiry date	Certificate anniversary nearest the insured's 60 th birthday, unless on disability; expires earlier of disability period and certificate anniversary nearest age 100.

Children's Term Life Insurance Rider

Available on	Children of Life insured
Availability	Pay to 100 <ul style="list-style-type: none"> • At issue • After issue 20 Pay <ul style="list-style-type: none"> • At issue
Issue ages	Child's Age: 15 days to 18 years (ANB) Applicant: 18 to 55 (ANB)
Description	Term insurance for each insured child to the earlier of the certificate anniversary nearest the primary insured's 65 th birthday or the insured child's 25 th birthday.
Issue amount	Flat Amount: \$10,000
Convertibility	Without evidence of insurability, the full amount of term insurance on any insured child can be converted to any permanent plan then offered by Foresters for this conversion, to the earlier of that child's 25 th birthday or certificate anniversary nearest the insured's 65 th birthday.
Option to purchase	Without evidence of insurability, to any permanent plan then offered by Foresters for this conversion for up to 5 times the amount of term insurance on that insured child, to the earlier of that child's 25 th birthday or certificate anniversary nearest the primary insured's 65 th birthday.
Expiry date	The certificate anniversary nearest the primary insured's 65 th birthday.

Illustrations

At the Point-of-Sale of Foresters Familylife, the advisor must provide an illustration, matching the product as applied for on the application, to the prospective owner. A copy of this illustration must be signed by the advisor and the prospective owner and submitted with the application to Foresters. If it is not signed at the time of application, we will require a signed illustration as a delivery requirement.

Software Help

You can access/download Foresters Sky illustration software by logging onto Foresters advisor portal, Bluesky. A link to the software can be found in the Reference section under the Illustrations tab.

Key Contact Information

Sales Support

We answer your call...with a live voice. Foresters Sales Support Team is your first, direct, live point-of-contact for all of your presales needs! Our informed professionals pick up when you call, and provide the friendly assistance you need.

We are here for you!

Call us toll free at 800 267 8777, Monday to Friday from 8:00 am to 5:00 pm EST. You may also fax us toll free at 866 271 6215 or email marketing@foresters.com.

Our knowledgeable Foresters sales team is standing by to support your business with:

- A "live voice" to answer your Foresters questions
- Sales ideas and solutions
- Foresters product training
- Illustration software and website support
- Marketing concepts, materials and education
- A single point of contact with Foresters

Our Advisor Service Centre

Do you need to inquire about business you have recently submitted, or an existing inforce certificate? Visit our advisor portal, [Bluesky](#), for quick and easy 24-hour self-service options.

[Bluesky](#) also gives you direct access to Producer Academy, our advisor training portal. Producer Academy features interactive courses on our products and services. You'll have all the information you need at your fingertips, 24 hours a day, 365 days a year.

Marketing Supplies

Visit our advisor portal, [Bluesky](#), for forms and marketing collateral. Here you will have the ability to download and/or order Foresters sales aids, which include: applications, product guides, consumer brochures, rate sheets, and marketing guidelines.