

Foresters participating whole life insurance

Advantage Plus Advisor Guide



Participating whole life insurance

This guide is intended to answer your questions and provide ideas to help you sell Advantage Plus.¹ It 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. You can view a sample certificate at foresters.com/en-ca/for-advisors/sample-contracts, or contact your Foresters Regional Vice President or our Inside Sales Support Team at Sales@cpc.ca. 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 Financial™, 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.

Table of contents

Advantage Plus at a Glance	3	Access to a certificate's value	8
When coverage is issued	4	Surrenders	
The illustration		Loans	
Backdating		Taxation	8
The initial premium		Certificate changes	9
When insurance begins		Quit Smoking Incentive Plan	
Built-in Advantage Plus benefits	4	Changing the Insurance Class	
Children's Insurance Benefit		Reducing the Basic Insurance Amount	
Juvenile Guaranteed Insurability Benefit		Reduced Paid-up Insurance Privilege (RPU)	
Charity Benefit		Riders	10
Teladoc Medical Experts		Term 10, Term 20 or Term 30 Rider	
Premium payments	5	Accidental Death Rider	
Rate bands		Guaranteed Insurability Rider	
Our premium guarantee		Waiver of Premium Rider	
Grace period for paying premiums		Owner Waiver of Premium Rider	
Automatic premium loan		Children's Term Life Insurance Rider	
Reinstating a certificate after it has ended		Additional Purchase Option Rider	
Premiums in Advance Account		Advisor portal and software	13
Dividend options	6	Bluesky	
Dividends		Sky	
Paid-Up Additional Insurance Option		Foresters Advisor App	
Dividends on Deposit Option		Key contact information	13
Premium Reduction Option		Sales support	
Cash Payment Option		Marketing supplies	
Enhanced Insurance Option			
The Enhanced Insurance Option Guarantee			
Changing a dividend option			

Foresters Financial, Foresters, Helping Is Who We Are, Foresters Care, Foresters Go and the Foresters Go logo are trade names and trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Road, Toronto, ON, Canada M3C 1T9) and its subsidiaries. NC259

Advantage Plus at a glance

Foresters Advantage Plus 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 dividends² starting at the beginning of the second certificate year. In addition to offering lifetime protection, Advantage Plus also offers a variety of features and riders that address a broad range of personal protection needs.

Target market	<ul style="list-style-type: none"> – Middle-income individuals who are seeking lifetime protection and the opportunity to build long-term cash value – Price sensitive individuals who value guarantees – Individuals who have or are planning to have children 		
Issue Ages (age nearest birthday)	Pay to 100 <ul style="list-style-type: none"> – 0 to 17 (Juvenile rates) – 18 to 85 (Standard Smoker or Non-Smoker rates) – 76 to 85 available by special quote only 	20-Pay <ul style="list-style-type: none"> – 0 to 17 (Juvenile rates) – Enhanced Insurance: 18 to 70 (Standard Smoker or Non-Smoker rates) – Other dividend options: 18 to 75 (Standard Smoker or Non-Smoker rates) 	10-Pay <ul style="list-style-type: none"> – 0 to 17 (Juvenile rates) – Enhanced Insurance: 18 to 70 (Standard Smoker or Non-Smoker rates) – Other dividend options: 18 to 75 (Standard Smoker or Non-Smoker rates)
Issue limits	– \$25,000 Basic Insurance Amount	<ul style="list-style-type: none"> – The maximum amount that can be illustrated is \$5,000,000 excluding term riders. – Larger amounts are available by special quote. 	
Premium payment frequency options	At certificate issue date: <ul style="list-style-type: none"> – Monthly (PAD) - First premium on PAD available – Annual (Direct Bill) 	After certificate has been issued: <ul style="list-style-type: none"> – Monthly, Quarterly, Semi-Annual, or Annual (PAC) – Quarterly, Semi-Annual, or Annual (Direct Bill) 	
Modal factors and policy fees	Frequency Monthly Quarterly Semi-Annual Annual	Modal factor 0.09 0.26 0.52 1.00	Guaranteed Policy Fee \$4.50 \$13.00 \$26.00 \$50.00
Dividend options	<ul style="list-style-type: none"> – Enhanced Insurance Dividend Option – Paid-Up Additional Insurance (PUA) Option – Premium Reduction Option 	<ul style="list-style-type: none"> – Dividends on Deposit Option – Cash Payment Option 	
Complimentary coverage	<ul style="list-style-type: none"> – Children's Insurance Benefit – Juvenile Guaranteed Insurability Benefit 	<ul style="list-style-type: none"> – Quit Smoking Incentive Plan – Charity Benefit provision 	
Living Benefits (non-contractual)	Teladoc Medical Experts ³		
Term riders	<ul style="list-style-type: none"> – Term 10 – Term 20 – Term 30 	<ul style="list-style-type: none"> – Spousal Term 10 – Spousal Term 20 – Spousal Term 30 	
Other riders	<ul style="list-style-type: none"> – Children's Term Life Insurance – Accidental Death – Guaranteed Insurability 	<ul style="list-style-type: none"> – Waiver of Premium – Owner Waiver of Premium – Additional Purchase Option 	

When coverage is issued

The illustration

The Advantage Plus illustration you develop for the applicant at the point of sale must show the same premium and coverage amounts as the certificate that is issued, as well as other plan features that would materially affect illustrated values.

The illustration must be signed and dated by the applicant and the advisor. If it is unsigned when the application is submitted, or if the certificate issued has materially changed from the illustration submitted, we will require a signed illustration as a delivery requirement.

Backdating

An Advantage Plus Whole Life certificate may be backdated up to six months from the date of underwriting approval.

The initial premium

Insurance under the certificate does not become effective until the initial premium is received. The initial premium can be submitted with the application if it qualifies for Temporary Insurance coverage or after the certificate is issued.

To bind Temporary Insurance, premiums submitted with an application for insurance should always be based on the Standard Class that corresponds to the smoking habit of the insured person. Alternatively, the applicant can request that we draw the initial premium for Temporary Insurance from his or her bank account through Pre-authorized debit.

When insurance begins

Insurance coverage begins on the issue date, if each of the following conditions are met:

- a. the first premium was provided and honoured when presented for payment.
- b. there is no change in the insurability of the insured person between the date the application was signed and the issue date; and
- c. the owner accepts, and if applicable sign and return to us, each amendment, addendum and exclusion required for the certificate to take effect.

Built-in Advantage Plus Benefits

These benefits are built in to every Advantage Plus certificate and are offered at no additional charge.

Children's Insurance Benefit

If the insured person's issue age is between 18 and 55, Advantage Plus includes \$3,000 of convertible term life insurance for the insured person's children. A child must be at least 15 days old and younger than 18 years on the application date of the certificate to become insured. Insurance stays in effect to the child's 25th birthday. However, the total death benefit payable for each insured child, under all such Children's Insurance Benefits issued by us or one of our affiliates, is limited to \$6,000.

The \$3,000 of term insurance is convertible to any permanent plan then offered by Foresters for this conversion, for an amount up to \$10,000 for each insured child, without evidence of insurability. The total amount of permanent life insurance that can be obtained for each insured child under the conversion privilege of all such Children's Insurance Benefits issued by us or one of our affiliates is limited to \$20,000. Each child's coverage under this benefit ends the day the owner converts the insured child's insurance to permanent insurance.

The conversion privilege under the Children's Insurance Benefit can be exercised on the first of the following dates:

- the insured child's 25th birthday;
- the day the insured child first is legally married;
- the day the insured person under the principal insurance plan dies.

If the Children's Insurance Benefit is not converted to permanent insurance, the coverage will end on the child's 25th birthday. Coverage ends for all insured children on the day the certificate is no longer in effect.



Juvenile Guaranteed Insurability Benefit

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

Additional insurance may be purchased on regular option dates, in the 90 days before the certificate anniversary on which the insured person's attained age is 25, 28 or 31. Additional insurance may also be purchased on special option dates, within 90 days after any of the following events occur:

- the insured person legally marries;
- a living child is born to the insured person;
- the insured person legally adopts a child prior to the child's 18th birthday;



Charity Benefit

This feature provides a benefit that is payable, upon the death of the insured person, to the eligible beneficiary, if any, designated for the benefit. Eligible beneficiary means an organization registered as a charity with the Canada Revenue Agency. The Charity Benefit will only be paid if an eligible beneficiary has been designated prior to, and is in effect on, the date of death of the insured. An eligible beneficiary can be designated, or if designated can be changed, at any time prior to the date of death of the designated insured.

The Charity Benefit will equal the lesser of 1% of the certificate's basic insurance amount, in effect on the date of death of the insured, and \$100,000.

- the insured person purchases a home which he or she intends to use as his or her primary residence; and
- the insured person graduates from an accredited post-secondary educational institution

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 purchase additional insurance with respect to any subsequent special option dates that occur while the Juvenile Guaranteed Insurability Benefit is in effect.

Teladoc Medical Experts

Teladoc Medical Experts³ provides personalized advice and recommendations on medical issues from leading experts.

The insured person may be eligible, at no additional cost, to access Teladoc Medical Experts. 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 person will be connected to a clinician who will listen to questions and concerns, then gather helpful information and resources.

Teladoc Medical Experts provides a range of services:

Expert Medical Opinion: Review of an existing diagnosis and treatment from a world-renowned expert to confirm or recommend a change.

Find a Doctor: Provides a list of local in-person experts who meet specific medical needs.

Personal Health Navigator: Provides a variety of information that's condition-specific from a registered healthcare professional including articles and community resources.

Care Finder: Helps locate specialists or facilities outside of Canada for treatment/condition needs.

This program is provided solely by Teladoc Health, 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.

Premium payments

Rate bands

Premiums are based on rate bands that may provide a rate reduction over the previous band. Basic Insurance Amount premium rate bands are:

\$25,000 - \$100,000	\$250,001 - \$500,000
\$100,001 - \$250,000	\$500,000+

Our premium guarantee

Premium amounts are guaranteed provided the certificate remains in effect and the owner does not request a material change to the certificate. We may offer different guaranteed rates if:

- The owner requests a change to the Insurance Class applicable to an insured person and we approve it.
- The insured person's Insurance Class is Smoker when the certificate is issued, and the requirements to change the Insurance Class to Non-Smoker are not met
- The owner requests a reduction to the certificate's Basic Insurance Amount that changes the applicable rate band as described above.

The premium includes a certificate fee which is guaranteed not to change unless the owner requests a change to the premium payment frequency.

Grace period for paying premiums

Other than the first premium, we allow a grace period of 31 days after the premium due date for payment of each premium. If a premium is not paid by its due date, we will take the following steps:

- We will withdraw the amount due from the Premiums in Advance Account.
- If any remaining premium remains unpaid 31 days after its due date and this certificate has a Surrender Value greater than zero, an Automatic Premium Loan will be initiated by us as described below.
- If the premium is still unpaid at the end of the grace period and the Surrender Value equals zero at the end of the grace period, this certificate automatically ends and is no longer in effect.

If the insured person dies during the grace period and before the premium is paid, we will deduct the outstanding premium from the Death Benefit.

Automatic Premium Loan

The premium that remains unpaid at the end of the 31st day of the grace period is automatically paid through a loan against this certificate if, on that day, the Surrender Value is greater than zero. If the Surrender Value is less than the overdue premium then we will apply the remaining Surrender Value as premium. This premium will be prorated over the month to continue the certificate for part of the month. If the premium is still unpaid after this period the certificate will lapse. If the premium payment frequency is not monthly, we will change it to monthly while premiums are paid through an Automatic Premium Loan. An Automatic Premium Loan is subject to the same loan interest and repayment terms and conditions as a requested cash loan.

Reinstating a certificate after it has ended

If a certificate ends due to non-payment of premium, or ends due to insufficient Surrender Value, it can be reinstated by paying the outstanding premiums within 30 days, if each insured person is still living when we receive this payment. Subsequently, the certificate may be reinstated within 2 years after the certificate ends. The owner must submit evidence of insurability for each insured person, and pay unpaid premiums to the reinstatement date, with interest at a rate we determine. We may also require the owner to repay some or all of the debt that was outstanding when the certificate went into default.

A certificate cannot be reinstated if it was surrendered.

Premiums in Advance Account

The Premiums in Advance Account provisionally holds funds that cannot be held within the certificate while maintaining its status as a certificate exempt from accrual taxation. It does not form part of the certificate's Death Benefit or Surrender Value.

We will credit interest to any amount held in the Premiums in Advance Account, earned and compounded daily at a rate we determine from time to time. As the Premiums in Advance Account is held outside the certificate, interest earned on monies held in the Premiums in Advance Account is taxable. If the owner makes a premium payment that exceeds the sum of two annual premiums, we will deposit that amount to your Premiums in Advance Account. We reserve the right to limit the amount that can be deposited to the Premiums in Advance Account, and to refund the balance to the owner.

We will automatically transfer money from the Premiums in Advance Account to the certificate at any Certificate Anniversary when an annual premium is due, or if a premium is not paid by its due date. Any such deposit will be treated as a premium payment. We may also transfer funds from the certificate to the Premiums in Advance Account, without the owner's prior consent if the owner requests a certificate change or transaction that would jeopardize the certificate's exempt status.

The owner may withdraw money from the Premiums in Advance Account at any time, subject to our administrative rules and the conditions outlined in Appendix A of the certificate.

Dividend options

Dividends

Participating whole life insurance provides the opportunity to earn dividends.² A dividend is a portion of our earnings available for distribution annually to the certificate owners. Dividends 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.

The following dividend options are available at issue:

- Paid-up Additional Insurance (PUA)
- Dividends on Deposit
- Premium Reduction
- Cash Payment
- Enhanced Insurance

Paid-up Additional Insurance option

Dividends will be used to buy life insurance in addition to the Basic Insurance Amount. No further premiums are needed to keep this Paid-up Additional Insurance in effect. Paid-up Additional Insurance is eligible to earn dividends and has a

cash value. This cash value is part of the Surrender Value of the certificate and is paid as part of the Death Benefit. Since dividends are not guaranteed, the cash value for Paid-up Additional Insurance is also not guaranteed.

Dividends on Deposit Option

Dividends will remain on deposit within the certificate, and we may pay interest on them. We set the interest rate for dividends on deposit from time to time, and it will never be less than 0%. Dividends and any accumulated interest can be withdrawn at any time, subject to taxation. The dividends on deposit form part of the Surrender Value of this certificate. Dividends that remain on deposit when the insured person dies will be paid as part of the Death.

Premium Reduction Option

We will credit 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.

Cash Payment Option

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

Enhanced Insurance Option

The Enhanced Insurance Option is available at all issue ages for the Pay to 100 certificate and at issue ages 0 to 70 for the 20-Pay and 10-Pay certificate. This option can only be selected at time of purchase.

The Enhanced Insurance 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 Enhanced Insurance Amount. However, dividends may not be sufficient to ensure that the total of all PUA insurance and OYT insurance will equal the 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 Enhanced Insurance Amount. If the PUA insurance does not provide enough cash value to equal the Enhanced Insurance Amount, then we will terminate all of the PUA insurance and use its entire cash value to purchase OYT insurance.

The Enhanced Insurance Option Guarantee

Under this guarantee, the certificate will provide at least a level amount of enhanced insurance, which is known as the Enhanced Insurance Amount. If the owner requests a decrease to the Basic Insurance Amount, the Enhanced Insurance Amount will be reduced accordingly and a new Enhanced Insurance Option Guarantee will take effect.

This guarantee will end as a result of any of the following:

- The certificate lapses, unless it is reinstated;
- The dividend option is changed at the request of the owner;
- The Reduced Paid-up Insurance Privilege is exercised; or
- Paid-up additional insurance is surrendered at the request of the owner.

Changing a dividend option

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

- Paid-up Additional Insurance
- Premium Reduction
- Dividends on Deposit
- Cash Payment
- Loan Repayment

The new dividend option will apply to future dividends only. To exercise the Premium Reduction Option, the premium payment frequency must be annual or we will change it to annual.

An owner cannot change the dividend option to the Enhanced Insurance Option after insurance takes effect. A dividend option change from Enhanced Insurance option is not recommended until after accumulated paid-up additions equal or exceed the Enhanced Insurance Amount in effect. If the dividend option is changed from the Enhanced Insurance Option to another option:

- a. The Enhanced Insurance Option Guarantee ends immediately;
- b. Paid-up additional insurance under the Enhanced Insurance Option remains in effect; and



- c. One-year term insurance under the Enhanced Insurance Option remains in effect until the day before the next Certificate Anniversary.

Access to a certificate's value

An owner can access the certificate's value by surrendering paid-up additional insurance, withdrawing dividends on deposit or by requesting a certificate loan. The Surrender Value also becomes available when the owner cancels the certificate, but will be reduced by 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

Cash can be taken from the certificate Surrender Value at any time by surrendering some or all of its insurance. The Surrender Value will be reduced by outstanding debt, and a Death Benefit will no longer be payable with respect to the surrendered insurance.

Full Surrender

A certificate can be fully surrendered for its Surrender Value, which includes the Guaranteed Cash Value, plus the value of paid-up additional insurance and accumulated dividends on deposit, and unused premium.

Partial Surrender

A certificate can be partially surrendered by surrendering paid-up additional insurance (PUA). The Death Benefit supported by the PUA will be reduced accordingly. Under our current administrative rules, the minimum amount that may be surrendered is the lesser of the balance of the cash value of paid-up additional insurance and \$500. There is currently no surrender fee.

Loans

A cash loan⁴ 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 the certificate's Surrender Value.

We determine the applicable loan interest rate annually.

Taxation

Under current tax legislation, the cash accumulation in a participating whole life insurance certificate is exempt from accrual taxation within the limits prescribed by the Income Tax Act, for so long as it remains in the certificate.

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.



Certificate changes

Quit Smoking Incentive Plan

If the insured person is classified as a Smoker, we will charge Non-Smoker premiums for the first two certificate years. Non-Smoker premiums will continue if at any time before the second certificate anniversary the owner submits evidence we consider satisfactory as to the smoking habit of the insured person. The insured person must meet our definition of a Non-Smoker at the time of the request.

Subsequent Non-Smoker premiums will be based on the insured person'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 dividends and 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 be charged from the second certificate anniversary.

Changing the Insurance Class

If the insured person's Insurance Class is Smoker when the certificate is issued, he or she may be eligible for a change to a Non-Smoker Insurance Class without evidence of insurability, as described under Quit Smoking Incentive Plan.

Otherwise, if an insured person's Insurance Class is Smoker when the certificate is issued, an owner can request at any time that we change an insured person's Insurance Class to a Non-Smoker Class. The owner must submit evidence as to the smoking habit of the insured person and medical evidence we consider satisfactory. The insured person must meet our definition of a Non-Smoker at the time of the request.

A change of Insurance Class will result in a reduction of the certificate's guaranteed values, and may result in a reduction of future dividends and Non-guaranteed Cash Value when the premium is reduced.

For a term rider, an owner can also request that we change the Insurance Class to a Preferred or Preferred Plus class, subject to our administrative rules and the conditions listed above. We will consider such a request after the 1st Certificate Anniversary and no more than once per year.

Reducing the Basic Insurance Amount

An owner can request that we reduce the Basic Insurance Amount at any time. The minimum decrease allowed is \$10,000, and the remaining Basic Insurance Amount must not be less than the minimum specified in our administrative rules. The premium rate is guaranteed based in part on the Insurance Class and the Basic Insurance Amount applicable to each insured person under the certificate. If the Basic Insurance Amount is reduced at the owner's request, we may increase the applicable premium rate as described under our premium guarantee.

If the dividend option is the Enhanced Insurance Option, reducing the Basic Insurance Amount will reduce the Enhanced Insurance Amount that is guaranteed under this option, as described under the Enhanced Insurance Option Guarantee. Reducing the Basic Insurance Amount will result in a reduction of the guaranteed values and may result in a reduction of future dividends and non-guaranteed cash value. It may also require us to make adjustments to the certificate to maintain the certificate's tax exempt status.

Reduced Paid-up Insurance Privilege (RPU)

If a certificate owner is no longer able or willing to pay premiums, he or she may request that we reduce the Basic Insurance Amount to an amount that will not require further premium payments.

We will process this request if the Surrender Value is sufficient to purchase the minimum amount of reduced paid-up insurance permitted under our administrative rules. The minimum RPU insurance amount is currently \$10,000 to retain full Foresters membership⁵ 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) and the certificate will remain eligible to receive dividends.

If applicable, the Children's Insurance Benefit and the Juvenile Guaranteed Insurability Benefit will continue without change. Every rider included in the certificate will end.

Once this Reduced Paid-up Insurance Privilege has been exercised, it cannot be changed.

Advantage Plus Riders

Term 10, Term 20, Term 30 Riders

Description	Provides renewable and convertible term insurance on the insured person and/or that person's spouse. Each insured will have the specified rider added upon underwriting approval.			
Available on	Insured and/or Insured person's spouse			
Availability	<ul style="list-style-type: none"> – At issue – After issue 			
Issue limits	Issue age	Term 10 18-75	Term 20 18-65	Term 30 18-55
	Minimum face amount	\$100,000	\$100,000	\$50,000
	Maximum face amount	\$5,000,000	\$5,000,000	\$5,000,000
Preferred underwriting	<p>Preferred underwriting applies for amounts of \$500,001 or more. Based on our underwriting criteria related to factors such as health, lifestyle, tobacco usage, family history and personal history, we determine which of the following Insurance Classes applies to every insured person and use it to establish the premium:</p> <ul style="list-style-type: none"> – Preferred Plus Non-Smoker – Preferred Non-Smoker – Standard Non-Smoker – Preferred Smoker – Standard Smoker 			
Rate Bands	\$50,000 – \$100,000 \$100,001 – \$250,000 \$250,001 – \$500,000 \$500,001 – \$999,999 \$1,000,000+	Banding on each Term Rider will be based on that Term Rider face amount.		
Renewability and Expiry	Term rider renewal periods are the same as the initial period, except Term 30, that renews at 5-year intervals after the initial 30-year term. The term rider expires at attained age 85, regardless of age at renewal, or the date the term rider is converted to a permanent plan.			
Conversion privilege	<p>Term insurance riders may be converted without evidence of insurability to any permanent insurance plan offered by Foresters for conversion at that time, prior to the anniversary nearest the insured person's seventy-first (71st) birthday.</p> <p>When a partial conversion is requested, the premium rates applicable to any remaining term coverage will be those of the applicable band. If the amount of the remaining coverage is below \$500,001, preferred rates will not be available.</p>			
Exchange privilege	<p>The Term insurance rider may be exchanged for a term insurance policy with a longer term if offered by Foresters at the time of exchange. This Exchange Privilege is available on or after the 2nd certificate anniversary, without evidence of insurability.</p> <p>The new policy will be issued at attained age and then current rates.</p> <p>An exchange for a Term 20 policy must occur prior to the earlier of the 5th certificate anniversary, and the certificate anniversary nearest the insured person's 60th birthday.</p> <p>An exchange for a Term 30 policy must occur prior to the earlier of the 5th certificate anniversary, and the certificate anniversary nearest the insured person's 55th birthday.</p>			
Survivor privilege	The Insured spouse under spousal term rider may exercise the conversion privilege within 60 days of the date of death of Insured person under the Advantage Plus certificate.			

Accidental Death Rider

Description	Provides additional coverage in the event of accidental death. Death must arise solely as a direct result of an accident that occurs while this rider is in effect.
Available on	Life Insured
Availability	At issue
Issue Ages	18-60, Age Nearest Birthday (ANB)
Issue Amount	\$10,000 minimum, up to 100% of the Basic Insurance Amount, plus the Enhanced Insurance Amount if applicable. Maximum of \$300,000 with all carriers.
Expiry date	The certificate anniversary nearest the insured's 70 th birthday.

Guaranteed Insurability Rider

Description	Provides option to purchase new coverage without evidence of insurability for an amount less than or equal to Guaranteed Insurability Rider amount on any of the option dates described below.
Available on	Life Insured
Availability	At issue
Issue Ages	0 to 37 (ANB)
Issue Amount	Lesser of: Flat \$50,000 and the Basic Insurance Amount.
Regular option dates	Certificate anniversary of insured ages: 25, 28, 31, 34, 37, 40.
Special option dates	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 amount.
Expiry date	The certificate anniversary nearest the insured's 40 th birthday.

Waiver of Premium Rider

Description	This benefit will automatically waive the monthly premium in the event of the total disability of the person insured under this rider. There is a 6 month waiting period before benefits begin, during which time the premium must be paid. Once the waiver of premium benefit is approved, premiums paid during the 6 month waiting period will be refunded. Premiums are payable to the earlier of the certificate anniversary nearest the insured person's 60 th birthday and the end of the premium paying period for the certificate.
Available on	Life Insured
Availability	At issue
Issue Ages	18 to 55 (ANB)
Expiry date	This protection continues until the certificate anniversary nearest the insured person's 60 th birthday. If we are waiving the monthly premium at the certificate anniversary nearest that insured person's 60 th birthday, we will continue to waive the premium under the terms of this rider while the insured person remains totally disabled and the certificate remains in effect.

Owner Waiver of Premium Rider

Description	This benefit will automatically waive the monthly premium in the event that the insured owner of a certificate on the life of a Juvenile dies or becomes totally disabled before the insured Juvenile has reached the certificate anniversary nearest his or her 25 th birthday. In that event, premiums for the certificate will be waived until the certificate anniversary nearest the insured Juvenile's 25 th birthday. Premiums are payable to the earlier of the rider expiry date and the end of the premium paying period of the certificate.	
Available on	Life Insured	
Availability	At issue	
Issue Ages	Applicant Issue Age: 18 to 55 (ANB)	Insured Age: 0 to 17 (ANB)
Expiry date	Earlier of the certificate anniversary nearest the insured applicant's 60 th birthday or the anniversary nearest the insured person's 25 th birthday.	

Children's Term Life Insurance Rider

Description	<p>This rider provides term insurance for each insured child.</p> <p>This rider provides term insurance protection for the insured person's children between the ages of 15 days and 25 years. The premium is guaranteed and payable for only 20 years on Pay to 100 and 20-Pay certificates and 10 years on 10-Pay certificates.</p> <p>While this rider is in effect, coverage for an insured child remains in effect until that child's 25th birthday or until the coverage is converted.</p>	
Available on	Children of Life Insured	
Availability	Pay to 100: – At issue – After issue	10-Pay and 20-Pay – At issue
Issue Ages	Applicant Issue Age: 18 to 55 (ANB)	
Issue amount	Minimum: \$10,000	Maximum: \$30,000
Convertibility	<p>This rider includes a valuable conversion privilege, allowing each insured child to convert their coverage to a new permanent insurance plan without evidence of insurability, for an amount up to 10 times the amount of term insurance in effect under this rider or \$250,000, whichever is less.</p> <p>The conversion privilege must be exercised:</p> <ul style="list-style-type: none"> – Any time after the insured child's 20th birthday but no later than the insured child's 25th birthday; – Within 60 days after the death of the insured person. 	
Expiry date	The child's 25 th birthday or the date coverage is converted.	

Additional Purchase Option Rider (APO)

Description	<p>Provides the Owner with the opportunity to purchase paid-up additional insurance on the life of the insured. There are no premiums associated with the APO rider however a payment expense charge (8%) is deducted from each payment accepted under the rider, with the balance used to purchase the paid-up insurance. The amount of paid-up additions purchased by each payment varies based upon the age of the insured at the time the payment is made.</p>	
Available on	Life Insured	
Availability	– At issue – After issue	– PUA dividend option – 20-Pay and Pay to 100
Issue Ages	0 - 75	
Payment amounts	Minimum payment amount: Issue ages 0-15: \$10/month; \$120 annual Issue ages 16-75: \$25/month; \$300 annual	Maximum payment amount: Varies based on the age, gender and insurance class of the insured and the Basic Insurance amount. Cannot exceed \$100,000 annually and maximum lifetime payment amount is \$500,000
	<p>The Maximum Annual Payment amount is set at issue, based upon the amount applied for and subject to underwriting approval, and applies for the first three rider years. The Maximum Annual Payment amount may be reset to a reduced amount on the third and each subsequent rider anniversary. The Maximum Annual Payment amount will be reduced on a rider anniversary if the highest of the total annual payments accepted during any of the previous three rider years is less than the Maximum Annual Payment amount in effect one day prior to that rider anniversary. The reduced amount will be that highest total annual payment amount.</p>	
Payment modes and billing	<p>Payments under the APO rider can be made at any time; however at issue billing must be in the same mode as the premium payments for the base certificate. After issue billing mode for the rider can be changed.</p>	
Expiry date	<p>The rider will expire if the base premium is either not paid or is paid by automatic premium loan (APL), if the certificate becomes reduced paid-up insurance or if the Maximum Annual Payment amount is reduced to zero.</p>	

Advisor portal and software

Bluesky

[Bluesky](#) is Foresters easy-to-use advisor portal. It puts all the information you need about your Foresters business at your fingertips. Bluesky also gives you quick access to administrative applications, forms, updates and marketing materials.

Sky

Sky is Foresters easy-to-use illustration software. It allows you to easily run product illustrations and create personalized quotes that you can print and give to your clients. Sky gives you quick access to applications, forms and product information.

You can download 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.

Foresters Advisor App

Foresters Advisor App puts all the information you need about Foresters products and services in the palm of your hand. This mobile app provides you with:

- The latest product information
- Easy-to-understand summaries of all Foresters Member Benefits⁵
- Helpful tools including an Underwriting Requirements Estimator and Insurability Checklist

Foresters Advisor App is available on both Apple and Android devices and can be downloaded from [Apple App Store](#) or [Google Play](#).

Key contact information

Sales support

We answer your call... with a live voice. 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 Sales@ccp.ca.

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

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

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 and marketing guidelines.

Foresters Financial, Foresters, Helping Is Who We Are, Foresters Care, Foresters Go and the Foresters Go logo are trade names and trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Road, Toronto, Canada M3C 1T9) and its subsidiaries. NC259

¹ Underwritten by The Independent Order of Foresters.

² Although dividends are expected, they are not guaranteed.

³ This Program is provided solely by Teladoc Health, Inc., subject to eligibility requirements and limitations and may be changed or cancelled at any time without notice. This benefit is not part of the certificate.

⁴ The death benefit will be reduced by any outstanding debt.

⁵ Foresters member benefits are non-contractual, subject to benefit specific eligibility requirements, definitions and limitations and may be changed or cancelled without notice or are no longer available.

For Advisor use only. Not intended for client distribution.

503651 CAN 07/22

Foresters
Financial



Helping is who we are.TM

Visit foresters.com to see how we can help you.