

Top five reasons

WHY SUN LIFE SHOULD BE YOUR NUMBER ONE CHOICE FOR TERM

1

SunTerm is one of the most **feature-rich term products** in Canada, with competitive rates in our key markets.

- Term lengths of **10, 15, 20, and 30 years** are available. They help you offer the best solution to fit your Clients' needs.
- Unique **Renewal protection benefit** that helps protect Clients from steeply increasing premiums at renewal.
- **Partner protection benefit** allows the policy owner to buy new insurance on the surviving insured business partners at the death of one business partner on a multi-life term policy. Sun Life will not need medical evidence of insurability.
- **Business value protection benefit** is for business owners who expect their business to grow. It allows them to purchase additional insurance without the need to provide medical evidence of insurability.

For a full list of features, see the SunTerm advisor guide.

2

SunTerm provides Clients with coverage for today and **solutions for tomorrow**.

Convertible to our full suite of permanent life insurance products, including:

- Sun Permanent Life,
- Sun Par Protector II, Sun Par Accumulator II, Sun Par Accelerator,
- SunUniversalLife Pro and SunUniversalLife II

Clients who convert to permanent insurance can carry over some or all of the remaining term coverage — up to 3x the face amount of their new base permanent plan — as an optional benefit, without evidence.

3

Fewer underwriting requirements help you **secure coverage** for your Clients.

Clients ages 40 and under, who apply for less than \$500K of coverage, only need to fill out the medical section of their application. They do not have to supply blood, vitals or a urinalysis. Clients age 18-40 applying for \$500K - \$1 million may not require testing of blood and vitals if they complete a tele-interview.

4

Tele-interviewing helps **speed up** the application process!

Tele-interviews are a convenient, comfortable and confidential way to collect information about Client insurability. With one tele-interview, you can complete multiple life and critical illness insurance applications for a Client. It's less paperwork for you, and an easier way of doing business.

5

Trusted for generations.

Sun Life's roots run deep in Canada, where we began more than 150 years ago. Today we're a strong, well-capitalized company with solid financial ratings. We continue to touch the lives of millions of Clients across the country.

SunTerm – Optional Benefits Summary

You can tailor SunTerm to meet a Client's unique needs and maximize protection for their family or business. Here are some of the optional benefits that Clients can have on their policies.

ACCIDENTAL DEATH BENEFIT

- Issue ages: 18 - 65
- Provides an additional death benefit to the beneficiary if the insured person dies due to an accident.
- Premiums are level for the life of the benefit.
- Adult coverage available up to the lesser of two times the policy face amount or \$1,000,000.

BUSINESS VALUE PROTECTION BENEFIT

- Issue ages: 18 - 65
- Business value protection benefit is for business owners who expect the value of their business to increase. It allows for the purchase of new insurance for the insured person at attained age. Sun Life will not need medical evidence of insurability.
- Option to buy new insurance available at each anniversary for the first 10 policy years.
- Maximum new insurance is equal to the lesser of four times the option amount and \$10,000,000.

CHILD TERM BENEFIT

- Issue ages: Parents 18 - 55, insured children must be 18 or younger at the time of application
- The Child term benefit provides life insurance for all eligible children (existing and unborn) of the insured person. It continues until the child is 25 years old.
- Premiums are payable for 20 years.
- Coverage limits: \$10,000 to \$30,000.
- Clients can buy new life insurance on the child for up to ten times the benefit amount to a maximum of \$300,000. Sun Life will not need medical evidence of insurability.

GUARANTEED INSURABILITY BENEFIT

- Issue ages: 18 - 45
- The Guaranteed insurability benefit allows Clients to buy additional insurance protection without needing medical evidence of insurability.
- Clients can buy new or additional coverage every three years or after life events (e.g.: marriage or the birth of a child). They can buy this option starting at the policy anniversary nearest the insured person's 18th birthday.
- Coverage available up to the lesser of the policy face amount or \$300,000. A maximum of eight elections are available.

OWNER WAIVER DISABILITY BENEFIT

- Issue ages: 18 - 55
- This benefit maintains life insurance coverage if the policy owner becomes disabled and isn't able to earn an income.
- Sun Life will pay the premiums for SunTerm and any optional benefits to an annual maximum of \$50,000. This benefit is across all Sun Life policies.
- Sun Life will continue to waive premiums for as long as the owner remains disabled.

PARTNER PROTECTION BENEFIT

- Issue ages: 18 - 65
- Partner protection benefit allows the policy owner to buy new insurance on the surviving insured business partners at the death of one business partner on a multi-life term policy. Sun Life will not need medical evidence of insurability.
- Available on multiple life policies with a minimum of three single life coverages.
- This affordable option allows the surviving partners to maintain coverage based on their share of the business.

RENEWAL PROTECTION BENEFIT

- Issue ages: 18 - 65
- The Renewal protection benefit option is unique to SunTerm 10. It offers the option of paying a small additional premium today for lower renewal premiums in the future.
- Provides added flexibility for Clients who want to avoid underwriting at renewal.
- Protects from steeply increasing renewal premiums.

TOTAL DISABILITY WAIVER BENEFIT

- Issue ages: 18 - 55
- This benefit maintains coverage if the insured person becomes totally disabled and unable to earn an income.
- Sun Life will waive premiums for SunTerm and any optional benefits to an annual maximum of \$50,000. This benefit is across all Sun Life policies.
- Sun Life will continue to waive premiums for as long as the insured person remains disabled.

Want to know more about the features and benefits of SunTerm?

Contact your Sun Life relationship manager or the Sales Desk at **1-800-800-4786** or salesdesk@sunlife.com.



Life's brighter under the sun