



Term Life Insurance

Manulife Quick Issue Term[®] Advisor Guide

The Manufacturers Life Insurance Company

Manulife Quick Issue Term

Manulife Quick Issue Term (Manulife QIT®) is a quick way to grow your term insurance business. Designed to help meet the needs of the mid-market client, Manulife QIT helps your clients get the term coverage they need, from \$100,000 up to and including \$500,000 – FAST. With a convenient online application and underwriting decisions made in just one business day in most cases, Manulife QIT is a quick and convenient option for you and your busy clients.

Manulife QIT offers



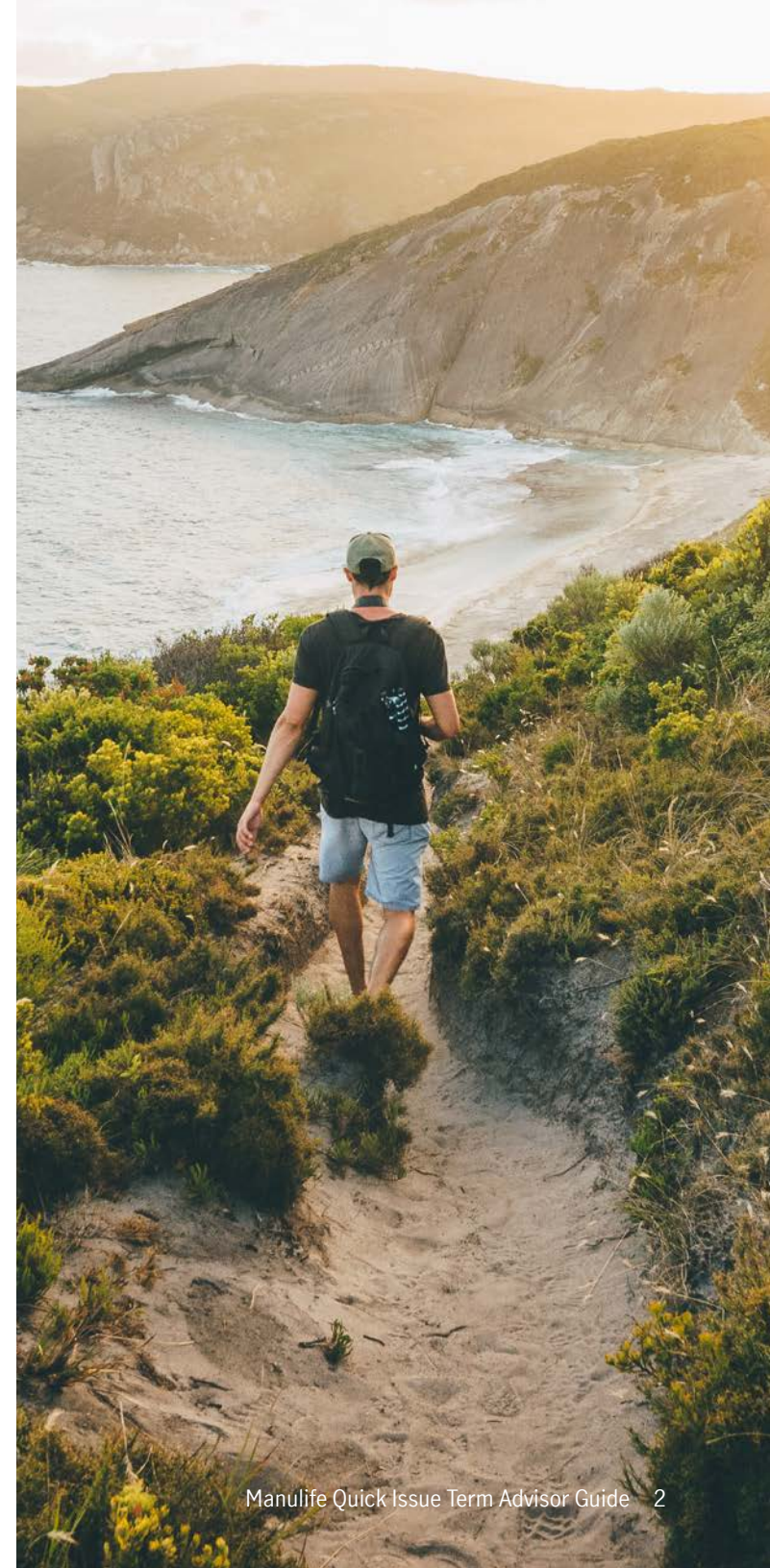
High coverage amount – letting you offer Manulife QIT to a broad range of clients



A quick online application and underwriting process



Less intrusive underwriting
– no fluids and reduced medical questions for your clients



Manulife Term Comparison

Here is how Manulife Quick Issue Term compares to our traditional Family Term™ and Business Term® products.

	Manulife Quick Issue Term	Family Term Business Term
Face amount	\$100,000–\$500,000	\$100,000–\$20,000,000
Coverage options	Term-10 Term-20 Term-65	Term-10 Term-20 Term-65 Term-Life
Issue ages	T10/T20: 18–50 T65: 18–45	T10: 18–70 T20: 18–60 T65: 18–45 T100: 60–85
Coverage expiry ages	T10/T20: 70 T65: 65	T10/T20: 80 T65: 65 T100: N/A
Insured	Single Life, Single coverage	Multiple lives, Multiple coverages allowed
Rider options	Child Protection	<ul style="list-style-type: none"> • Accidental Death & Dismemberment • Business Value Protector • Child Protection • Guaranteed Insurability Option • Parent Protection • Total Disability Waiver
Risk categories	Non-smoker or smoker	Healthstyles 1–5
Substandard ratings	No	Yes
Replacements	Yes	Yes
Coverage option changes	No	Yes
Conversions	Yes <ul style="list-style-type: none"> • After the fifth coverage/policy anniversary • To a permanent product of Manulife's choosing 	Yes
Exclusions	Automatically included: <ul style="list-style-type: none"> • Foreign travel within two years of the issue or reinstatement date, whichever is later. • Hazardous activity (see page 4 for full details)	Added if determined by Underwriting



Features and exclusions

Less intrusive underwriting:

- Reduced medical questions
- No needles
- No fluids
- Smoker/non-smoker rating

With Manulife QIT your client won't need to provide fluids to be considered for coverage. They simply need to answer the underwriting questions in the online application and will pay the appropriate rate depending on whether they are a smoker or non-smoker.

Manulife QIT coverage exclusions

Exclusions define circumstances in which Manulife does not pay a death benefit equal to the amount of insurance. Instead, Manulife refunds the premiums paid for insurance coverage since the day Manulife issued or last reinstated your client's policy, whichever comes later. Manulife will add these exclusions to any Manulife QIT policy and any policy that this coverage is changed or converted to.

Hazardous activity: Manulife refunds premiums as described above if the insured's death was contributed to or caused by:

- Travelling in an aircraft (excluding those belonging to major passenger airlines) where the insured was a member of the crew or a pilot of the aircraft
- Scuba diving deeper than 75 feet
- Hang-gliding, paragliding or parachuting
- Motor sport racing
- Mountaineering including rock or glacier climbing, scaling or rappelling or
- An avalanche while participating in snow sports, including but not limited to, snowmobiling, skiing, or snowshoeing etc. in an area where a high or extreme danger level avalanche warning has been posted

Foreign travel: Within two years of the issue or last reinstatement date Manulife refunds premiums as described above if the insured's death or an injury causing the insured's death occurred while in or as a result of treatment for or complications from any injury that occurred while in a location that is subject to a Government of Canada Travel Advisory categorized as:

- Avoid non-essential travel or
- Avoid all travel

Target Audiences

Advisors who:

- Are active in the term insurance market and prefer a non-face-to-face selling process
- Are active in the simple issue market space and seeking a more feature-rich product for their clients
- Traditionally do not sell life insurance due to longer sales process

Clients:

- Who need additional term insurance (mortgage, birth of child, etc.) but do not want to go through the full application and underwriting process
- Younger clients who appreciate the convenience of a shorter application, fewer medical questions and opportunity to purchase life insurance over the phone or Internet

Quick online application underwriting process

- Online application
- Decision within one business day in most cases
- Contract sent directly to client

The biggest benefit of Manulife QIT is that it's quick and convenient. Simply log in to Advisor Portal, select "E-Application" under the Insurance section of the tools menu and click "Start" under "E-Application". Log in and get started with E-Application.

Before you begin the online application, make sure you have this information from your client:

- Driver's licence
- Banking information – name of financial institution, branch, transit and account numbers
- Email address

1.



Manulife QIT quick tip

Before your client meeting, you can pre-populate your client's basic information (name, address, etc.) in the online application, save it, then it's ready to go for the more detailed questions when you meet. Or complete the entire application over the phone, saving you and your client time by not having to set up a face-to-face appointment.

...then complete the online application with your client.

2.

Manulife

My Cases Welcome | Sign Out

Smith, Joe Manulife Quick Issue Term Case Notes Case Actions

Client information

Quote & apply

Medical Manulife Quick Issue Term

Medical

In the past 60 days, have you consulted a doctor or other health practitioner or had medical testing done for anything other than pregnancy or minor ailments? (for example, sprains, cold or flu.) Yes No

In the next 90 days, do you have medical tests scheduled or recommended for anything other than pregnancy, routine immunizations, flu shots or minor ailments (for example, cold or flu)? Yes No

In the past two years, has a doctor or other health practitioner recommended counselling or recommended a treatment or medication that lasted longer than one month? Yes No

In the past 12 months, have you visited a dentist for routine dental care? Yes No

- Get a quote
- Advisor information
- Pre-screening
- Personal information
- Employment
- Health
- Medical**
- Lifestyle
- Driving/other
- Beneficiary information
- Payment information
- Consent
- Lock and sign

In order to submit the application to Manulife, your client will provide their electronic signature. The first payment must be made by automatic bank withdrawal. For future premium payments they have two options; they can sign up for their premiums to be automatically withdrawn from their bank account between the first and 28th day of the month or, if the client would like to pay their premiums annually instead of monthly, they will be sent an invoice.

3.

Manulife

My Cases Welcome | Sign Out

test, test 7012216 Manulife Quick Issue Term Case Notes Case Actions

Client information

Quote & apply

eSignature confirmed Manulife Quick Issue Term

eSignature confirmed

You have successfully completed the electronic signature process.

Submit application to Manulife

- Personal information
- Employment
- Health
- Medical
- Lifestyle
- Driving/other
- Beneficiary information
- Payment information
- Consent
- Lock and sign
- Signature method
- eSignature instructions
- eSignature setup (PI)
- eSignature confirmed (PI)
- eSignature setup (Advisor)

Once you hit “Submit completed application to Manulife” the application is sent immediately and the underwriting process begins. A decision on the application will be made within one business day in most cases and you’ll receive a New Business Notification (NBN) via Advisor Portal.

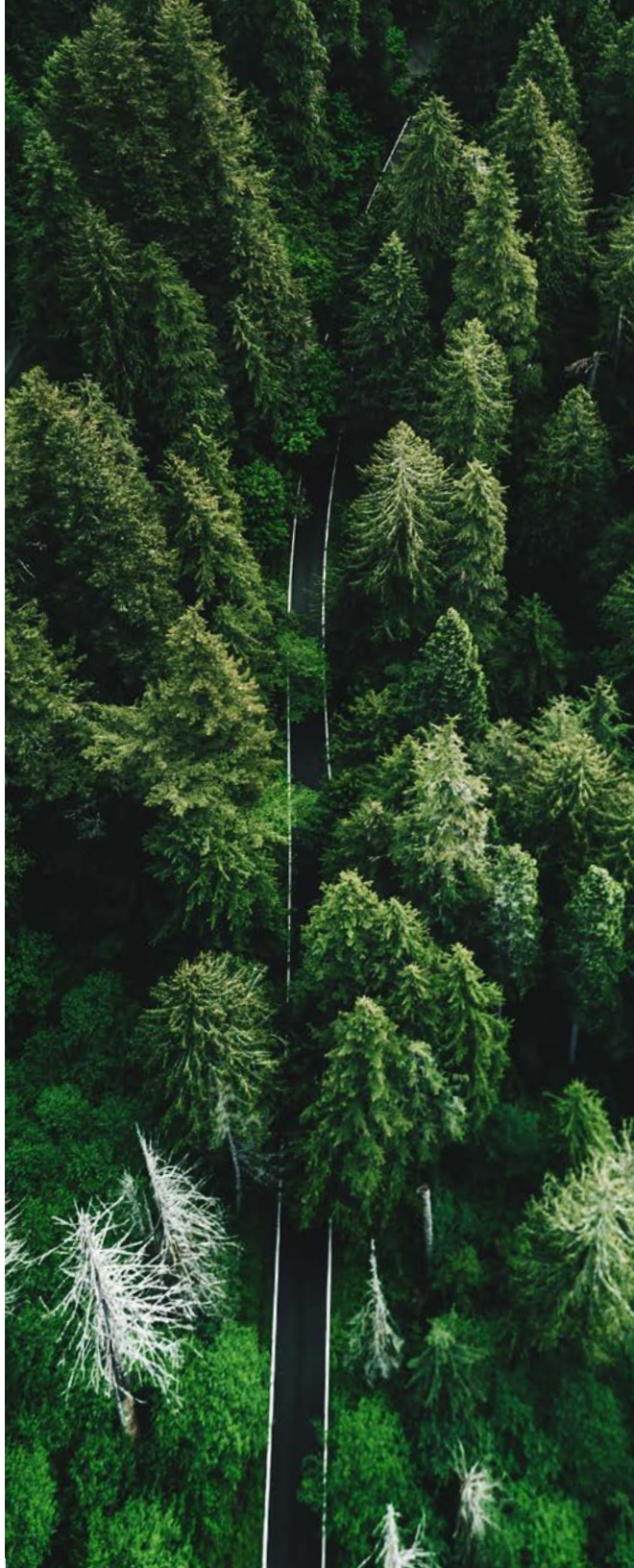


For more details on the online application, you can take a tour from the [Manulife QIT page](#).

Quicker for you and your clients

If your client is approved for coverage, their contract and beneficiary form will be mailed to them directly by Manulife in as little as one business day in most cases – again saving you time. The client is responsible for returning the beneficiary form to Manulife following the instructions provided.

If your client is not approved for Manulife QIT, they have the option to easily apply for any other Manulife insurance product and their application will move to the regular underwriting process.



The Right Solutions

We offer industry-leading products and services that anticipate customer needs for every life stage.



Customer Obsessed

We believe in helping our customers live their healthiest life, and that insurance is just as much about prevention as it is protection.



Accessible Expertise

We believe in the power of advice and offer access to experts who can help guide you and your clients on the path ahead.



Easier, Always

We simplify the customer experience and make insurance easy to understand, plus the tools to take action, fast.



For more information visit **Advisor Portal**
or speak to your Manulife Sales Representative.

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