



# Enriched Annuity

For clients with health issues

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# An Enriched Annuity makes a difference

In an ideal world, everyone would be healthy. Reality is that some of us are not. Do you have clients who suffer from diabetes, heart disease or any other illnesses that could reduce their life expectancy? If so, they may qualify for an Enriched Annuity.

## What is an Enriched Annuity?

An Enriched Annuity is our tailor-made impaired annuity. Individuals with a health problem can benefit from special rates, which will generate a higher income and help enrich their lifestyle when dealing with their poor health.

Special rates are also available on joint life annuities, where one or both annuitants have health issues.

## Choose a conventional annuity or Performance Annuity

Our Enriched Annuity is available as a conventional annuity or as a Performance Annuity, our market-based annuity where your clients can benefit from a guaranteed base income and the potential for increased income based on leading market indexes.

Key features of our annuities	
Conventional Annuities	Performance Annuity
Registered and non-registered	Registered and non-registered
A guaranteed income for life	An income for life: combines a guaranteed base income with a variable portion that is based on the performance of selected leading market indexes
Single life, joint life or temporary annuity	Single or joint life annuity
Guaranteed period available	Guaranteed period available
Life Cash Refund <sup>1</sup> and Installment Refund <sup>2</sup> on single life annuity	N/A
Installment Refund <sup>2</sup> on joint life annuity	N/A

<sup>1</sup> Life Cash Refund: client's premium, less the annuity payments already made, is paid to his/her beneficiary.

<sup>2</sup> Installment Refund: annuity payments continue to be made until the sum of these payments equals the premium paid.

Snowbirds can receive their payments in their bank account in Canada in Canadian dollars or in their bank account in the U.S. in American dollars.

An Enriched Annuity can make a difference to your client's bottom line. Just take a look at the following examples:

### Example 1

#### Profile

John is 5' 6" and weighs 250 pounds. He's 67 and suffers from hypertension (high blood pressure) controlled with treatment. He is a Type II diabetic and on oral medication for the past 10 years. John also has high cholesterol which is controlled by medication and he suffered a stroke 5 years ago.

#### Annuity income

If John were healthy and purchased a conventional annuity, he would receive \$565.30 per month. Because of his health problems, John qualifies for an Enriched Annuity which would give him \$672.53 monthly. That's \$107.23 more per month for John!

Conventional annuity assumptions: \$100,000 single premium paid in October 2012 (non-registered funds), single life annuity with no guaranteed period.

### Example 2

#### Profile

Sally is 56 and a smoker. She had a heart attack a year ago and is currently on 3 types of medication. She also has narrowing and hardening of arteries in the legs causing recurring pain and mild kidney failure.

#### Annuity income

If Sally purchased a Performance Annuity (Conservative profile) and she were healthy, she would receive a starting income of \$381.80 per month. Because of her health problems, Sally qualifies for an Enriched Annuity which would give her \$529.30 per month (of which \$359.20 is fixed and the rest is variable). That's \$147.50 more for Sally in the first month! For subsequent payments, the variable portion could change based on the performance of the pre-selected indexes.

Performance Annuity assumptions: \$100,000 single premium paid in October 2012 (registered funds), Conservative profile, single life annuity with no guaranteed period. The variable portion of the payment is based on an Anticipated Investment Return (AIR) of 5%.  
The above examples are based on fictitious profiles. They are not profiles of actual policyholders.

Ask us today if your client qualifies for an Enriched Annuity.

If you are unsure as to whether or not your client would qualify for an Enriched Annuity, we invite you to discuss the situation with us. However, in order to obtain an actual quote, your client's medical condition must be verified in a written report received from his/her attending physician which details the diagnosis, treatment, test results, current functional status and prognosis.

Please note that medical evidence from the client's attending physician is to be attained at no cost to Manulife Financial.

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For more information, please contact your sales team.

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The Manufacturers Life Insurance Company (Manulife Financial) is the issuer of all Manulife Annuities. The variable portion of the Performance Annuity premium is invested at the risk of the policyholder. Payments are made for as long as the policyholder is alive. In addition, if the policyholder selected a guaranteed period, payments will be made at least until the end of the guaranteed period. However, the amount of the variable portion of the payments is not guaranteed and will increase or decrease according to fluctuations in the investment options chosen. Manulife, Manulife Investments, the Block Design, the Four Cube Design, and Strong Reliable Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under licence.

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