



Let's talk about...  
our products





At *ivari* we like to think of our products as conversation starters about your client's protection needs.



# Let's talk about... products from ivari

By talking to your clients, you understand that each person has a unique and personal reason for needing insurance. For some, it's about a short-term need like protecting a mortgage or income replacement. For others, it may be about long-term, or permanent protection for estate planning and final expenses. Your clients may also be looking for critical illness coverage which provides living benefits in the event that their illness interrupts their ability to work. Whatever your client's needs may be, ivari products should be a part of the conversation.





# Let's talk about...

## term insurance

Are your clients concerned about protecting their mortgage, or providing for their children's post-secondary education if they died before these expenses were paid? A term insurance policy can help by replacing the income that would be lost due to an unexpected death so that money is available to pay ongoing expenses like a mortgage or education costs.

Term insurance can be purchased for a fixed amount of time – usually 10, 20 or 30 years. Term products can also be layered with permanent insurance to temporarily increase your client's coverage when they need it most.

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ivari offers term insurance products that are:

- **Affordable** – payments are based on short-term needs
  - **Adaptable** – may be renewed, converted to a permanent plan or exchanged for a longer term
  - **Valuable** – financial security for their family when they need it most
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# Let's talk about...SelectOPTIONS with ivari TERMSelect30

Thirty years is a long time and many things can change in your client's life over the next three decades. Term 30 from ivari offers affordable premiums for 30 years. This product automatically renews after 30 years giving your clients permanent coverage with level premiums payable to age 100 and protection for life.

SelectOPTIONS are innovative and flexible features that are available between the 15th and 20th policy anniversaries.

SelectOPTIONS have been designed to change with your client's changing needs.

**Select30** – Allows clients to stop paying premiums and reduce the amount of insurance coverage for the remainder of their 30-year term, after which the policy terminates.

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**SelectLIFE** – Provides paid-up lifetime final expense coverage with the ability to stop paying premiums, reduce the amount of their insurance coverage and extend their coverage for life.

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**SelectVALUE** – Lets your clients access the cash value of their policy in one of two ways:

1. Surrender or decrease their coverage and access their policy's cash value
2. Convert to one of our eligible universal life policies and the cash value will be used as a tax-deferred bonus credit\*

\* In accordance with the current Income Tax Act regulation.





# Let's talk about...

## universal life (UL) insurance

For clients who are looking for insurance protection today with a savings component for tomorrow... look no further than universal life from *ivari*.

A universal life policy provides clients with valuable insurance coverage along with an opportunity to grow their investment, tax-deferred.

With UL coverage from *ivari*, clients will have peace-of-mind knowing that their family will be provided for after they are gone, while also helping to secure their own financial future.

### **A universal life policy from ivari will help meet many client needs including:**

- Building assets for their children
- Helping to protect their mortgage
- Enhancing their retirement income
- Helping to pay for final expenses

### **By providing:**

- Premium flexibility – clients can deposit funds over and above the minimum premium for tax-deferred savings
- Flexibility of investments – investments can be changed to match different life-stage needs

# Let's talk about... critical illness (CI) insurance

For clients who want a broader spectrum of coverage than just life insurance alone can offer, there's Critical Illness insurance.

Today people are living longer and healthier lives. In fact, illnesses that would end in death for many people just a few years ago are now being treated and even cured. That's good news. However, surviving a critical illness can present some unique financial challenges. Being diagnosed with a critical illness can be the start of a long, exhausting journey that brings along with it financial stresses. Some of these financial stresses your clients may have already considered, like:

- Loss of income
- Out-of-pocket medical expenses

**But some other expenses may come as an unwelcome surprise:**

- Childcare, if the primary caregiver becomes ill
- Travel expenses for treatment (gas, hotel, car rental)
- Homecare services (domestic and personal care)
- Flights for family to visit and lend moral support



# The healthier you are, the more you need CI protection.

Generally, healthy clients may feel that they don't need CI insurance. But studies show that the healthier a client is, the more likely they are to actually survive a critical illness like cancer or a heart attack than die from it.<sup>1</sup> In fact, according to the Heart and Stroke Foundation 2014 Report on the Health of Canadians, more than 90% of Canadians who have a heart attack and more than 80% who have a stroke and make it to hospital will now survive.

Critical Illness Protection from *ivari* provides a one-time, tax-free<sup>2</sup> benefit payment for clients to use in the event that they are diagnosed with a critical illness and survive the 30-day survival period. Clients can use the money they receive to help replace their income while they recover, pay for additional care for their children or help with unforeseen medical expenses. In fact, they can use the money they receive for anything they want with no restrictions.

## What's covered

Purchased as a rider or a standalone product, clients have two choices when selecting a Critical Illness Protection plan. Our 4-condition product offers a more cost-conscious option while still covering conditions that generate approximately 85% of claims.\* Our more comprehensive 25-condition product has the added benefit of covering five childhood critical conditions until the child is age 24 plus an Early Detection Benefit. (A complete list of covered conditions and definition of the Early Detection Benefit may be found at [www.ivari.ca](http://www.ivari.ca).)

As with any insurance plan, there are some limitations and exclusions. This information is available in the contract.

\* The 4-condition product includes coverage for cancer, heart attack, stroke and coronary bypass. This figure is based on incidence rates and industry claim statistics.

### **MORATORIUM PERIOD EXCLUSION: 90 DAY EXCLUSION FOR CANCER AND BENIGN BRAIN TUMOUR**

The 90-day exclusion period refers to the first 90 days the contract is in force or the first 90 days after reinstatement. If, within this period, the insured person is diagnosed with any cancer or benign brain tumour, or has signs or symptoms that lead to a diagnosis of cancer or benign brain tumour at any time, they will not be eligible to receive the Critical Illness Benefit or Early Detection Benefit for the diagnosis of cancer or benign brain tumour or a covered condition directly resulting from or the treatment from any cancer or benign brain tumour while the policy is in force.

In this exclusion, the term "any cancer" includes all cancers and benign brain tumour, even if they would not have been covered under the definitions of cancer for a Critical Illness Covered Condition or an Early Detection Covered Condition.

The information about signs, symptoms, investigations and diagnosis as described above must be provided to us in writing within six (6) months of the date of diagnosis. If the information is not provided during this period, we have the right to deny any claim for a Critical Illness Benefit or an Early Detection Benefit for any cancer or any Critical Illness Covered Condition or Early Detection Covered Condition caused by any cancer, benign brain tumour or its treatment.

Please refer to the contract for a more detailed explanation of the moratorium period exclusion.

Note:

1. Canadian Cancer Society, Canadian Cancer Statistics, 2014.
2. Under the Income Tax Act (Canada) and at the date of publication of this brochure, the receipt of Critical Illness Benefits is not currently taxable. *ivari* does not guarantee nor is it responsible for the tax treatment applicable to this policy feature. Clients should consult their legal or tax advisor for an opinion on this matter in relation to particular circumstances.

# Let's talk about...riders

The easiest way for clients to tailor their insurance protection to their specific needs is through the addition of riders. Riders can be added to universal life, term and critical illness policies to cover short-term, long-term and specific situational needs. Some riders are available on select plans only.

Rider	Description	Available with Universal Life products	Available with Term products	Available with Critical Illness Protection
Critical Illness Protection	<p>This rider is available in 4-condition or 25-condition coverage</p> <p>It pays a one-time, lump-sum payment to clients who become critically ill with one of the Critical Illness Covered Conditions and survives the 30-day survival period.</p> <p>It also includes unlimited access to Advance Medical for expert opinions at no extra cost.*</p>	✓	✓	
Children's Insurance	<p>This rider provides low-cost term life coverage on the lives of your client's children, along with a guarantee of their insurability if they want to convert their own coverage to an eligible insurance plan when they become adults.</p>	✓	✓	
AD&D (Accidental Death and Dismemberment)	<p>This rider provides an additional benefit in the case of dismemberment or death resulting from an accident. In the case of dismemberment, as a direct result of an accidental injury, an AD&amp;D Rider can help clients cope with loss of income and/or extra expenses.</p>	✓	✓	
Waiver of Planned Premiums	<p>This rider waives planned premiums (up to a defined maximum) if the person insured under this rider is considered totally disabled before age 65.</p>	✓		
Waiver of Monthly Deductions	<p>This rider waives the monthly deductions, which are the insurance charges and the administration charges, for the policy if the person insured under the rider is considered totally disabled before age 65.</p>	✓		

\* Expert Medical Opinion Services is a non-contractual benefit and is subject to program availability. Services are provided solely by Advance Medical, Inc. ivari shall have no liability or responsibility for such services. Expert Medical Opinion and other trademarks shown are trademarks of Advance Medical, Inc. used under license.

Rider	Description	Available with Universal Life products	Available with Term products	Available with Critical Illness Protection
Waiver of Premium	This rider waives the premium if the person insured under this rider is considered totally disabled before age 65.		✓	✓
Payor Waiver of Planned Premiums	This rider, which is attached to a policy on the life of a child, waives planned premiums (up to a defined maximum) if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25.	✓		
Payor Waiver of Monthly Deductions	This rider, which is attached to a policy on the life of a child, waives the monthly deductions, which is the insurance charges and the administration charges, for the policy if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25.	✓		
Payor Waiver of Premium	This rider, which is attached to a policy on the life of a child, waives the premium if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25		✓	✓
Term Riders	Term riders add an extra layer of temporary insurance protection to your client's life insurance policy for a 10-, 20- or 30-year term (without <i>SelectOptions</i> ).	✓	✓	
Level Cost of Insurance Rider	<p>By adding a Level Cost of Insurance Rider to a universal life insurance plan,* your client will benefit from insurance coverage with a cost that is fixed and payable until age 100.</p> <p>This rider also provides your client with the benefit of one policy fee, combined premium payments and enhanced tax-deferral opportunities.</p> <p>* Available only on level death benefit policies with an Annual Renewable Term (ART) Cost of Insurance (COI) base coverage.</p>	✓		

# Let's talk about...a few more extras for your clients from ivari

## 1. Insurance calculator tool

**My Insurance View** is an easy-to-use interactive tool that will provide your clients with a personalized insurance solution that clearly addresses their needs at every stage of life. Try [myinsuranceview.ca](http://myinsuranceview.ca) today.

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## 2. Combined Banding

Combined banding is like offering your clients the benefits of buying in bulk...or in a bundle. It ensures that your client has the same opportunity to save on a layered policy as they would on a single life policy for the same total amount. For example, a client who purchases a \$50,000 base coverage with two riders for \$100,000 and \$350,000 would be given the same savings as another client who purchases one \$500,000 policy.

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## 3. Compassionate Assistance Program (CAP)

Offered at no extra cost, the Compassionate Assistance Program from *ivari* provides clients with the option of taking out a loan against their death benefit if they are diagnosed with a terminal illness or terminal injury and their life expectancy is less than 24 months.\*\*

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## 4. Expert Medical Opinion Service (EMOS)\*\*\*

Expert Medical Opinion Service (EMOS) is a no cost benefit that is provided by Advance Medical. EMOS provides clients with the opportunity to have the world's leading medical experts review their medical case and provide their treating physician with a report that includes diagnosis and recommendations.

Your client's immediate family can access this service at no additional cost, too. There is also no need to travel. This service can be accessed at any time for any medical condition without the diagnosis of a Critical Illness Covered Condition. While the Critical Illness Protection coverage is in force and within one year of its expiry, there is no limit on the number of times this service can be accessed.

\*\* Twelve months or less if the client is between the ages of 72 and 77 with a term policy.

\*\*\* Available with the purchase of any Critical Illness Protection rider or standalone policy.



With a national network of thousands of independent advisors, *ivari* provides a full range of insurance products designed to help Canadians make the right choice for their protection needs. The people, products and service that make up *ivari* have stood the test of time and have been around for over 80 years in the Canadian marketplace. Through our commitment to always being approachable and transparent in everything we do, we are dedicated to starting a fresh, new conversation about insurance. And we will stand by our word. Visit us at [ivari.ca](http://ivari.ca).



Want to learn more?  
Find out about our products  
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