



Advisor Guide

RBC *YourTerm* Life Insurance

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Insurance

RBC YourTerm at a glance

Guaranteed renewable and convertible term life insurance. The level sum is insured and all premiums are guaranteed not to change.

Issue ages	<ul style="list-style-type: none"> ■ RBC YourTerm® 10 to RBC YourTerm 15: 18-70 ■ RBC YourTerm 16 to RBC YourTerm 40: 85 less the selected term Example, the maximum issue age for RBC YourTerm 25 is age 60 (85-25 = 60 as the issue age)
Issue limits	<ul style="list-style-type: none"> ■ Minimum: \$100,000 ■ Maximum: \$25,000,000 <p>The illustration software allows you to quote between \$10,000,000 and \$25,000,000; however, amounts in this range are subject to head office approval prior to issue.</p>
Lifestyle classes	<ul style="list-style-type: none"> ■ Optimum non-smoker ■ Preferred non-smoker ■ Standard non-smoker ■ Preferred smoker ■ Standard smoker
Premium payment method	<ul style="list-style-type: none"> ■ Annual ■ Monthly PAD (annual x 0.09)
Policy fee	<ul style="list-style-type: none"> ■ \$40 per year or \$3.60 per month
Renewals	<ul style="list-style-type: none"> ■ Premiums increase at every renewal date and renewals are yearly after the initial term is complete. Renewal rates are guaranteed. ■ Coverage is considered fully paid on the anniversary nearest the insured's 100th birthday, and coverage continues until death.
RBC YourTerm 10 policy exchange option	<ul style="list-style-type: none"> ■ An RBC YourTerm 10 policy may be exchanged for an RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 policy that we offer at the time of exchange, without evidence of insurability. The exchange must occur prior to the earlier of the fifth policy anniversary and the policy anniversary nearest the life insured's 70th birthday. ■ If exchanging a joint first-to-die plan, all lives must exchange at the same time, prior to the earlier of the fifth policy anniversary or insurance age 70 of the oldest life insured under the policy. This policy can be exchanged for a joint RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 plan or several single-life RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 plans. ■ The new plan will be issued at attained rates. ■ An RBC YourTerm 10 rider can only be exchanged for an RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 rider that we offer at the time of exchange. The new rider will be issued at attained age rates.
Joint first-to-die survivorship option	<ul style="list-style-type: none"> ■ The survivor of a joint first-to-die plan may exercise a full or partial conversion up to the original policy face amount when converting their policy within 60 days of the first death without providing evidence of insurability. The survivor may convert to any permanent life plan offered for conversion by RBC Insurance® at the time of conversion. If converting part of the death benefit, the non-converted portion of the coverage will be terminated.
Conversion privilege	<ul style="list-style-type: none"> ■ RBC YourTerm is convertible until insurance age 71 to any permanent life plan offered for conversion by RBC Insurance at the time of conversion. If converting a joint first-to-die plan, all lives insured must convert at the same time, prior to insurance age 71 of the oldest life insured under the policy. The policy can be converted to a new joint first-to-die permanent plan or to several single-life plans.
Term Partial Conversion and Carryover	<ul style="list-style-type: none"> ■ Allows clients to partially convert their existing term coverage to an eligible permanent policy and carry over the remaining term coverage as a rider without evidence of insurability. ■ The term rider will begin in policy year one at current attained age rates. The length of the term rider will be any of those available on the permanent plan.
RBC YourTerm rider	<ul style="list-style-type: none"> ■ RBC YourTerm rider can be added as a single-life or joint-life rider on all eligible life insurance plans without an additional policy fee. Coverage becomes paid up on the anniversary nearest the insured's 100th birthday and premium payments are not required after age 100. ■ The RBC YourTerm rider can provide additional coverage for the life insured under the base policy, or it can be issued on an additional life. If a person insured under a term rider survives the person insured under the base plan, the conversion privilege for the term rider will be extended 60 days from the death of the person insured under the base plan. ■ The RBC YourTerm rider should have a term length equal to or less than the base term of the policy.
Riders	<ul style="list-style-type: none"> ■ RBC YourTerm rider ■ Children's term rider ■ Accidental death benefit rider ■ Total disability waiver of premium benefit rider ■ Payor death and disability waiver of premium benefit rider



RBC *YourTerm* lets clients customize the length of their term, in one-year increments, from 10 to 40 years. It provides the flexibility to align the term with the client's specific liability — and convert to a permanent plan or longer term without evidence of insurability.

Many people today work hard at leading a healthy lifestyle. At RBC Insurance we recognize that fact and offer insurance products that reward them with preferred rates on life insurance.

For clients 18-55, preferred underwriting applies to face amounts of \$500,000 or more. For clients 56 and older, preferred underwriting applies to face amounts of \$250,000 or more. Preferred rates are divided into five classes. The health and lifestyle criteria for each of these classes are outlined in this guide. Preferred underwriting also applies to RBC *YourTerm* riders (see minimum preferred underwriting amount).

For face amounts below our minimum preferred underwriting amount, our standard class offers very competitive rates for people of average good health and lifestyle.

Term Life

RBC *YourTerm* premiums increase at every renewal date, and renewal rates are guaranteed. Coverage becomes paid up at age 100 and continues until the insured's death.

Issue limits

	Minimum Face Amount*	Maximum Face Amount
T10 – T40	\$100,000	\$25,000,000

* The minimum face amount for an RBC *YourTerm* rider is \$100,000.

The illustration software allows you to quote between \$10,000,000 and \$25,000,000; however, amounts in this range are subject to head office approval prior to issue. For coverage over \$25,000,000, please contact head office for a special quote.

Issue ages (calculated using age nearest)

T10 – T15	18 to 70
T16 – T40	85 less the selected term Example, the maximum issue age for RBC <i>YourTerm</i> 25 is age 60 (85-25 = 60).

Rate bands and combined banding

Our cost of insurance rates are set based on the following rate bands that provide a rate reduction over the previous band.

RBC *YourTerm*

Band 1*	\$50,000 – \$99,999
Band 2	\$100,000 – \$249,999
Band 3	\$250,000 – \$499,999
Band 4	\$500,000 – \$999,999
Band 5	\$1,000,000 – \$2,499,999
Band 6	\$2,500,000 – \$9,999,999
Band 7	\$10,000,000 +

* Band 1 rates are for coverage amount increases.

Combined banding applies at issue, taking into account the combined coverage amount for which each insured life was underwritten. The applicable band is determined by grouping together all individual coverage amounts with the same coverage date on the same life insured, including any term rider coverage on the same life, within the same policy.

In the event a term rider coverage is terminated, premium rates are recalculated based on the remaining inforce coverage.

Example 1

A policy is issued as a \$500,000 joint coverage on the life of Jack and Jill, with a \$500,000 term rider on the life of Jack and a \$100,000 term rider on the life of Jill. The joint life coverage will be underwritten and issued using the \$500,000 band. Jill's term rider will be underwritten and issued using the \$500,000 band because that's the closest band to the \$600,000 amount for which Jill was underwritten. Jack's term rider coverage will be issued with the \$1,000,000 band.

If a policy owner reduces their coverage amount after a policy has been issued with combined banding, we will adjust the applicable rate band accordingly. Combined banding does not apply to coverage increases underwritten and issued on a different coverage date, or to coverage purchased in combination with other stand-alone plans.

Example 2

A policy is issued as a \$500,000 joint coverage on the life of Jack and Jill. A year after issue, the owner adds a \$500,000 term rider on the life of Jack and another on the life of Jill. Both term riders will be issued with the \$500,000 band. They will not be bundled with existing coverage for banding purposes because they have a different coverage date than the base coverage.

Individual coverages of less than the minimum preferred underwriting amount cannot be combined for the purpose of achieving a preferred class rate. If a policy owner initiates a coverage amount decrease or a partial conversion that reduces the band below the minimum preferred underwriting amount, any applicable preferred class will be changed to a standard class.

Example 3

Jack (58 years old) buys a \$300,000 base plan with a \$100,000 term rider; he is eligible for a preferred class for the base plan, but not for the rider. He later requests that we decrease the coverage amount of his base plan to \$150,000. The preferred class for the base plan will then be changed to a standard class.

Changes to a coverage amount

Changes to a coverage amount can be applied for at any time, subject to our administrative rules.

Coverage amount increases

For each increase the insured must submit evidence of insurability satisfactory to us. Coverage amount increases cannot be less than \$50,000. The premium for the new coverage will be calculated using premium rates available at the time of the increase and the insured's attained age, class and risk classification as determined by us at the time of the increase.

Coverage amount increases will be effective on the monthly processing day following our approval.

Coverage amount decrease

The minimum coverage amount decrease is \$10,000; however the remaining coverage amount cannot be less than the minimum issue limit allowed on the base plan. The new premium will be calculated using the band that corresponds to the coverage amount after the decrease. If the death benefit is reduced to less than the minimum preferred underwriting amount, then the standard class will be used to determine the premium. If a coverage amount increase was previously approved and then a decrease is requested, the death benefit will be reduced sequentially starting with the most recently added coverage.

Coverage amount decreases will be effective on the monthly processing day following the request.

Premium payment method

Your client may select either annual payment directly to RBC Insurance or a monthly pre-authorized deduction from a bank account.

For monthly premiums, multiply the annual premium by 0.09.

Policy fee (per policy)

	Annual	Monthly
T10-T40	\$40	\$3.60

Joint first-to-die option

Available for two lives insured. The death benefit is payable on the first death, and coverage terminates at that time. If a second insured dies within 60 days of the first death, an additional benefit equal to the coverage amount on the base policy will also be paid.

RBC YourTerm survivorship option

The survivor of a joint first-to-die plan may convert their policy within 60 days of the first death without providing evidence of insurability. The survivor may convert the full amount or a partial amount, up to the original policy face amount, to any permanent life plan offered for conversion by RBC Insurance at the time of conversion. If converting part of

the death benefit, the non-converted portion of the coverage will be terminated. This option may only be exercised if the risk classification of all lives insured under the policy did not result in multiple extra premiums or a flat extra premium, the policy is in force and paid to date and the conversion occurs prior to each surviving life insured's attained age 71. Please see the conversion section for additional details.

Conversions

RBC YourTerm is convertible until insurance age 71 to any permanent life plan offered for conversion by RBC Insurance at the time of conversion. If converting a joint first-to-die plan, all the lives insured must convert at the same time, prior to insurance age 71 of the oldest life insured under the policy. They can convert to a new joint first-to-die permanent plan or to several single-life plans.

If the new permanent plan offers preferred classes and the conversion occurs within the first 10 policy years, the plan will be converted to the risk class that is the closest equivalent in terms of selection criteria. Otherwise, the plan will be converted to a standard class. The new plan will be issued at attained age rates.

When a partial conversion is requested and a portion of the term coverage is retained, the premium rates for the remaining term coverage will be those of the applicable band. Preferred rates will not be applicable for the remaining term coverage if it is below the minimum preferred underwriting amount.

Term 10 policy exchange option

An RBC YourTerm 10 policy may be exchanged for an RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 policy that we offer at the time of exchange, without evidence of insurability. The exchange must occur prior to the earlier of the fifth policy anniversary and the policy anniversary nearest the life insured's 70th birthday.

If exchanging a joint first-to-die plan, all lives must exchange at the same time, prior to the earlier of the fifth policy anniversary and the policy anniversary nearest the oldest life insured's 70th birthday. This policy can be exchanged for a joint RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 plan or several single-life RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 plans.

The new plan will be issued at attained age rates.

Please refer to the sample contract for complete policy provisions.

Partial conversion and carryover

Term Partial Conversion and Carryover allows clients to partially convert their existing term coverage to an eligible permanent plan and carry over the remaining term coverage as a rider without evidence of insurability. The term rider will be issued at policy year one using current rates and the current age. The term rider length available for carryover will be any of those available for the permanent plan selected. The term length of the new rider does not need to match the original policy.

If the new permanent plan offers preferred classes and the conversion occurs within the first 10 policy years, the plan will be converted to the risk class that is the closest equivalent in terms of selection criteria. Otherwise, the plan will be converted to a standard class. Preferred classes will not be available with the new *YourTerm* rider.

Example

Your client has an RBC Term 20 policy for \$1,000,000, issued fifteen years ago. They choose to convert \$600,000 to RBC Growth Insurance™ and carry over the remaining \$400,000 as a term rider on the new RBC Growth Insurance policy. Your client may opt to elect a term length of 10, 15, 20 or 25 years. The original policy will be terminated.

Clients can partially convert and carry over any amount as long as the total death benefit does not exceed the death benefit of the original term policy and is not less than the minimum issue limits available for the new policy.

This option is non-contractual and available at any time prior to the conversion expiry date of the original term policy.



Riders and benefits

RBC YourTerm rider

Instead of being issued as a standalone coverage, RBC YourTerm can be added as a single-life or joint-life rider on all eligible life insurance plans without an additional policy fee. Coverage becomes paid up on the anniversary nearest the insured's 100th birthday, and premium payments are not required after age 100.

The term rider can provide additional coverage for the life insured under the base policy, or it can be issued on a second life. If a person insured under a term rider survives the life insured under the base plan, the conversion privilege for the term rider will be extended 60 days from the death of the life insured.

An RBC YourTerm 10 rider can only be exchanged for an RBC YourTerm 15, RBC YourTerm 20 or RBC YourTerm 30 rider that we offer at the time of exchange.

Children's term rider

The children's term rider provides term life insurance protection for each natural or legally adopted child of a life insured named in the application and approved by underwriting. Any child born or legally adopted after the children's term rider is issued is automatically covered from the age of 14 days upon written receipt by RBC Insurance of the child's name and date of birth. The premium for the rider does not change when additional children are insured.

Each insured child may convert to a new permanent policy, without evidence of insurability, for an amount of up to 10 times the term rider coverage, up to a maximum of \$150,000. The conversion may be applied for in writing at any time after each insured child's 20th birthday, but no later than the coverage expiry date. Coverage under this rider expires 31 days past the policy anniversary nearest the insured child's 25th birthday.

If the designated life insured under the base policy dies while this rider is in force, insurance under the rider will end and each insured child will receive a paid-up insurance policy for the amount of insurance provided by this rider. The paid-up insurance policy will continue until the policy anniversary nearest the child's 25th birthday.

Issue ages	14 days to 20 years (Age nearest)
Minimum benefit	\$5,000
Rate per \$1,000	\$6
Maximum benefit	\$30,000 per child

Accidental death benefit rider

We will pay the accidental death benefit in addition to the amount payable under the base policy when the death occurs as a direct result of an accident and takes place within 90 days of the accident. This rider expires on the policy anniversary nearest the life insured's 65th birthday.

Issue ages	18 – 60 (Age nearest)
Minimum benefit	Lesser of sum insured and \$25,000
Rate per \$1,000	Female: \$0.75; male: \$1
Maximum benefit	Lesser of sum insured and \$250,000

Total disability waiver of premium benefit rider

When the life insured has been totally disabled for six consecutive months, we will waive the payment of policy premiums including the premium for the base plan, riders and policy fee. This starts with the first monthly premium due after the date total disability began and while the life insured continues to be totally disabled. This rider expires on the policy anniversary nearest the 60th birthday of the life insured under this rider.

Issue ages	18 – 55
Rates as a % of premium waived	Female: 15%; male: 10%

Payor death and disability waiver of premium benefit rider

When the premium payor has been totally disabled for six consecutive months, we will waive the payment of the policy premiums. This will include the policy fee and rider premiums, starting with the first monthly premium due after the date total disability began, while the payor continues to be totally disabled. We will also waive the premium starting with the first premium due after the date the payor dies. This rider expires on the policy anniversary nearest the payor's 60th birthday.

Issue ages	18 – 55
Rates as a % of premium waived	Female: 17%; male: 12%

Please refer to the sample contract for complete rider provisions and coverage exclusions.

Underwriting

Selecting an underwriting class

When selecting a premium at the time of application to bind the temporary insurance coverage, you are required to select the applicable standard smoker or non-smoker premium. Once RBC Insurance has determined the class applicable to your client, any excess premium will be refunded if paid annually. Any excess premium will be applied to future premiums if paid monthly.

Standard classes

Standard rates are also applicable to clients who do not qualify for preferred classes. Substandard rates are available for standard classifications only.

Standard non-smoker tobacco use definition

Tobacco Use — No use of cigarettes, e-cigarettes, vaping products, cigars (other than an average of one large cigar per month)*, water pipes, betel nut (other than an average of once per month)*, smoking cessation products or nicotine or tobacco in any form in the past **12 months**.

Cotinine levels, when tested, must be negative. Re-tests will not be permitted for **12 months**.

* Subject to a negative cotinine level if a urine test is an age and amount requirement; cigar or betel nut use is admitted on the application; and there are no existing health concerns that would be impacted by the use of any tobacco or tobacco products.

Standard smoker rates are applicable to clients who do not meet the criteria for standard non-smoker rates, optimum non-smoker rates, preferred non-smoker rates or preferred smoker rates.

Preferred and optimum classes

Preferred and optimum underwriting applies for all base plan and rider face amounts of \$500,000 or more for an age between 18 and 55; and \$250,000 or more for age 56 or above. Preferred and optimum underwriting criteria are based on health and lifestyle questions. A strong emphasis is put on tobacco use, health history, family history, build, blood test results, blood pressure, driving record and avocations. Our preferred and optimum underwriting criteria are summarized on the following pages.

Optimum build																					
Height (feet)	4'10"	4'11"	5'0"	5'1"	5'2"	5'3"	5'4"	5'5"	5'6"	5'7"	5'8"	5'9"	5'10"	5'11"	6'0"	6'1"	6'2"	6'3"	6'4"	6'5"	6'6"
Weight (lbs)	140	143	147	151	155	159	164	169	180	185	190	194	200	205	211	215	222	227	234	240	248

Optimum non-smoker

Our optimum non-smoker class offers rates for people who exhibit superior health and a wholesome, healthy lifestyle.

Tobacco Use — No use of cigarettes, e-cigarettes, vaping products, cigars, water pipes, betel nut, smoking cessation products or nicotine or tobacco in any form in the past **24 months**.

Cotinine levels will be tested and must be negative. No re-tests permitted.

Key underwriting considerations for optimum class

Blood pressure

Ages 18 – 34	Does not exceed 125/75
Ages 35 – 44	Does not exceed 130/75
Ages 45 – 54	Does not exceed 135/80
Ages 55 – 64	Does not exceed 140/80
Ages 65 – 70	Does not exceed 140/85

Cholesterol and Cholesterol/HDL ratio; Triglycerides

Ages 18 – 34	110-210/4.5/≤499
Ages 35 – 44	110-210/5.0/≤499
Ages 45 – 70	110-220/5.0/≤499

Family history

No parent or sibling has died from or been diagnosed with cardiovascular or heart disease, a stroke, cancer (except basal cell or squamous cell carcinoma) or kidney disease prior to the age of 65.

Personal history

- Has no personal history of cancer (except basal cell carcinoma), cardiovascular or heart disease.
- Has never been prescribed medication for high blood pressure or high cholesterol.
- Has no history of alcohol abuse or any drug use in the past 10 years, and no marijuana or hashish use in the past 5 years.

- Partakes in no rateable or excludable hazardous sports, no aviation except as a commercial pilot on a regularly scheduled flight and no rateable or excludable occupations.
- Has no history of driving while impaired or reckless driving in the past 10 years.
- Has not been convicted of more than one moderate moving violation in the past 3 years and no major violations in the past 10 years.
- Partakes in no rateable or excludable foreign travel or residence.

Preferred non-smoker

Our preferred non-smoker classification offers rates for people with above-average health and lifestyle.

Tobacco Use — No use of cigarettes, e-cigarettes, vaping products, cigars, water pipes, betel nut, smoking cessation products or nicotine or tobacco in any form in the past **12 months**.

Cotinine levels will be tested and must be negative. No re-tests permitted.

Preferred smoker

Our preferred smoker class offers rates that are lower than our standard smoker rates for smokers with above-average health and lifestyle.

Tobacco Use – No use of cigarettes, e-cigarettes, vaping products or cigars (other than an average of one large cigar per month) in the past **12 months**.

Key underwriting considerations for preferred class

Preferred build											
Height (feet)	4'10"	4'11"	5'0"	5'1"	5'2"	5'3"	5'4"	5'5"	5'6"	5'7"	5'8"
Weight (lbs)	154	157	158	161	164	170	174	180	189	194	199
Height (feet)	5'9"	5'10"	5'11"	6'0"	6'1"	6'2"	6'3"	6'4"	6'5"	6'6"	
Weight (lbs)	204	209	215	221	224	231	237	245	252	259	

Blood pressure

Ages 18 – 34	Does not exceed 130/80
Ages 35 – 44	Does not exceed 135/80
Ages 45 – 54	Does not exceed 140/85
Ages 55 – 64	Does not exceed 145/85
Ages 65 – 70	Does not exceed 150/90

Cholesterol and Cholesterol/HDL ratio; Triglycerides

Ages 18 – 44	110-220/5.0/≤499
Ages 45 – 54	110-235/5.5/≤499
Ages 55 – 70	110-235/6.0/≤499

Family history

No more than one parent or sibling has died from or been diagnosed with cardiovascular or heart disease, a stroke, cancer (except basal cell or squamous cell carcinoma) or kidney disease prior to the age of 65.

Personal history

- Has no personal history of cancer (except basal cell carcinoma), cardiovascular or heart disease.
- Has never been prescribed medication for high blood pressure or high cholesterol.
- Has no history of alcohol abuse or any drug use (including marijuana and hashish) in the past 5 years; if drugs were used over 5 years ago, history must be standard.
- Partakes in no rated or excludable hazardous sports, no aviation except as a commercial pilot on a regularly scheduled flight and no rateable or excludable occupations.
- Has no history of driving while impaired or reckless driving in the past 5 years.
- Has not been convicted of more than 2 moderate moving violations in the past 3 years and no major violations in the past 5 years.
- Partakes in no rateable or excludable foreign travel or residence.

For more information, please contact your MGA or call
your RBC Insurance Sales Consultant at
1-866-235-4332 or visit
rbcinsurance.com/salesresourcecentre.



Insurance

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