

Access Life



PRODUCT GUIDE



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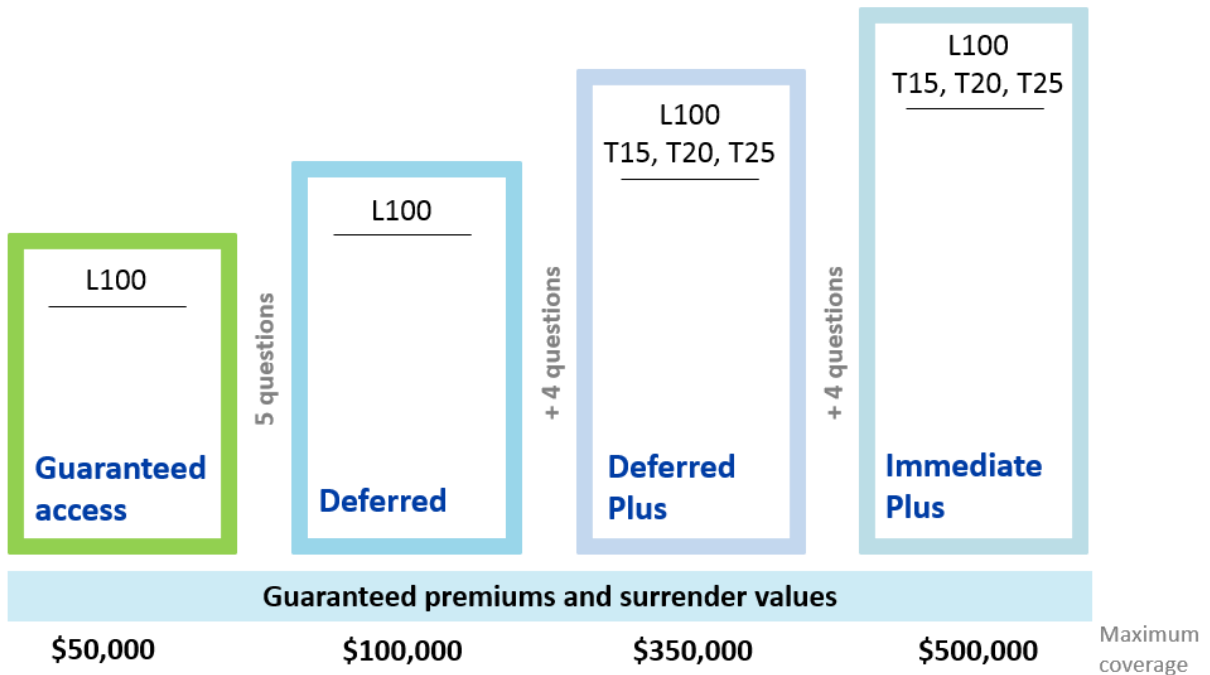
INTRODUCTION

Access Life is a simplified issue life insurance product offering quick, comprehensive life insurance coverage for insureds between 6 months and 80 years of age, without any need for a medical exam or blood tests.

Access Life can provide basic coverage of \$10,000 to \$100,000 for clients finding it hard to get life insurance. And for clients who are healthier, coverage can be as high as \$500,000.

Clients complete a three-step questionnaire, qualifying for better premiums and coverage the further they advance. Each step offers more advantages than the one before, such as access to term insurance or eligibility for a higher face amount.

However, if the client's state of health does not allow him to qualify at one of these stages, his acceptance is still guaranteed and he can benefit from a protection up to \$50,000 (\$10,000 for children, \$25,000 for people over age 50).



ACCESS LIFE AT A GLANCE

	Guaranteed access	Deferred	Deferred Plus	Immediate Plus
Coverage options	L100	L100	L100 T15, T20, T25	L100 T15, T20, T25
Age at issue				
T15	N/A	N/A	20 to 65 years	20 to 65 years
T20	N/A	N/A	20 to 60 years	20 to 60 years
T25	N/A	N/A	20 to 55 years	20 to 55 years
V100	6 months to 80 years	6 months to 80 years	6 months to 80 years	6 months to 80 years
Face amount				
Min.	\$10,000	\$10,000	\$10,000	\$10,000
Maximum:				
Under age 18	\$10,000	\$25,000	\$25,000	\$25,000
18 to 50 years	\$50,000	\$100,000	\$350,000	\$500,000
51 to 70 years	\$25,000	\$100,000	\$350,000	\$500,000
Over age 70	\$25,000	\$100,000	\$150,000	\$150,000
Natural death	Return of premiums (ROP) without interest during first two years	Return of premiums (ROP) plus 3% (simple interest) during first two years	Return of premiums (ROP) plus 3% (simple interest) during first two years	Face amount
Accidental death	Face amount	Face amount	Face amount	Face amount
Suicide	RP without interest during first two years	RP without interest during first two years	RP without interest during first two years	RP without interest during first two years
Renewal	N/A	N/A	Yes	Yes
Conversion	N/A	N/A	Yes	Yes
L100 – Surrender value	Yes (5th year)	Yes (5th year)	Yes (5th year)	Yes (5th year)
L100 – Reduced paid-up insurance	Yes (8th year)	Yes (8th year)	Yes (8th year)	Yes (8th year)
Riders	N/A	N/A	Every coverage offered can be added as a rider	
Additional Benefits	No	No	No	No
Policy fee	\$60	\$60	\$60 \$0 on rider	\$60 \$0 on rider
Preferred Underwriting	No	No	No	No
Modal factor	Annual = 1.00 Monthly = 0.09	Annual = 1.00 Monthly = 0.09	Annual = 1.00 Monthly = 0.09	Annual = 1.00 Monthly = 0.09
L100 face amount paid-up	Age 100	Age 100	Age 100	Age 100

1. ACCESS LIFE SIMPLIFIED ISSUE INSURANCE

1.1 Market

Access Life is an ideal option for people having trouble getting regular life insurance. Access Life is also a great product for people who don't want to go through medical exams, either because they don't have the time or because they think they won't qualify for regular life insurance.

1.1.1. Clients declined in underwriting

Whether for medical or non-medical reasons, certain people have trouble getting regular life insurance coverage. Access Life is the perfect solution for these people. With Guaranteed Access coverage, Access Life is the perfect solution for them. No one is declined.

1.1.2. Children with a health condition

Access Life is also a simplified issue life insurance that provides coverage for children under age 18. Unfortunately, too many children who get illnesses aren't eligible for life insurance through the normal underwriting process. Access Life provides a solution for parents seeking life insurance for these children. Coverage may also be declined or postponed due to more common medical problems, such as asthma or ADHD, for example. Access Life can be a great solution for these children, too!

1.1.3. Seniors

Seniors believe, often wrongly so, that they can't purchase life insurance due to their age or health. However, they often want to make sure their final expenses are taken care of before they pass away. Although most funeral homes offer pre-arrangements, nothing is better than a life insurance policy that will primarily cover these expenses and also provide an inheritance for the family.

1.1.4. Immigrants

People who have recently arrived in Canada often have limited life insurance protection. These clients are eligible for every step of coverage offered under Access Life, based on their responses to the medical questions on the application. Additional life insurance can help them pay for the costs of having a funeral in their home country or cover any other life insurance needs that may not be met.

2. MAIN PRODUCT FEATURES

- Access Life **permanent** coverage is for people between 6 months and 80 years of age.
- Access Life **term T15** coverage is for people between 20 and 65 years of age.
- Access Life **term T20** coverage is for people between 20 and 60 years of age.
- Access Life **term T25** coverage is for people between 20 and 55 years of age.
- No medical exam is required.
- Premiums are fixed and guaranteed.
- Coverage under an Access Life policy can be permanent only, term only, or a combination of permanent and term.
- The \$60 policy fee applies per contract and not per coverage.

2.1 Access Life | Face amount

Step	Guaranteed Access	Deferred	Deferred Plus	Immediate Plus
Coverage	Permanent	Permanent	Permanent Term	Permanent Term
Minimum	\$10,000	\$10,000	\$10,000	\$10,000
Maximum				
• Under age 18	\$10,000	\$25,000	\$25,000	\$25,000
• 18 to 50 years	\$50,000	\$100,000	\$350,000	\$500,000
• 51 to 70 years	\$25,000	\$100,000	\$350,000	\$500,000
• Over age 70	\$25,000	\$100,000	\$150,000	\$150,000

2.2 Guaranteed Access

Simple L100 whole life coverage that meets basic life insurance needs.

- Face amount is limited to **\$50,000**.
- Maximum coverage is different for insureds under age 18 or over age 50 (see table 2.1).
- Term coverage is not available for this step.

2.3 Step 1 – Deferred (5 medical questions)

Simple and affordable L100 whole life coverage that meets basic life insurance needs.

- Face amount is limited to **\$100,000**.
- Maximum of \$25,000 if the insured is under age 18.
- Term coverage is not available for this step.

2.4 Step 2 – Deferred Plus (+ 4 medical questions)

L100 whole life coverage and/or T15, T20, T25 term coverage

- Coverage can be permanent only, term only, or a combination of permanent and term.
- Face amount for a single insured cannot exceed **\$350,000**, whether coverage is individual or combined.
- Maximum coverage is different for insureds under age 18 or over age 70 (see table 2.1).

2.5 Step 3 – Immediate Plus (+ 4 medical questions)

L100 whole life coverage and/or T15, T20, T25 term coverage

- Coverage can be permanent only, term only, or a combination of permanent and term.
- Face amount for a single insured cannot exceed **\$500,000**, whether coverage is individual or combined.
- Maximum coverage is different for insureds under age 18 or over age 70 (see table 2.1).

2.6 Coverage steps

The medical questions asked are therefore divided into three sections, from most restrictive to least restrictive. By answering “yes” to any question, the client becomes qualified for the preceding step only and is limited to the maximum insurance amount available for that step.

Eligibility	Maximum	Coverage	Yes response(s)
Guaranteed Access	\$50,000 ¹	L100	n/a
Deferred	\$100,000 ²	L100	Guaranteed Access
Deferred Plus	\$350,000 ³	L100, T15, T20, T25	Deferred
Immediate Plus	\$500,000 ⁴	L100, T15, T20, T25	Deferred Plus

¹ A maximum coverage is different for insureds under age 18 or over age 50 (see table 2.1)

² A maximum coverage is different for insureds under age 18 (see table 2.1)

³⁻⁴ A maximum coverage is different for insureds under age 18 or over age 70 (see table 2.1)

For all coverage steps:

The amount of insurance protection for Access Life is determined according to the primary insured's age and their answers to the questions and may not exceed the amount for which they qualify. In the event that the primary insured has several Access Life coverages with iA Financial Group and iA Excellence, the insurance amounts are combined. The total amount of all coverages cannot exceed the amount of insurance for which the primary insured qualified for at the effective date of their most recent Access Life contract.

3. THE PROTECTION

3.1 L100 permanent coverage

Access Life permanent life insurance is an L100 whole life policy that offers guaranteed surrender values and paid-up insurance over time. The reduced face amounts are also guaranteed in the contract. This coverage type is available under all three steps and Guaranteed Access.

3.2 T15, T20, T25 term coverages

Access Life 15-year, 20-year or 25-year term coverages are available for the following coverage steps: Deferred Plus and Immediate Plus.

These term protections can be used for the temporary needs, such as coverage for a mortgage or extra financial security while children are young, or any other client protection.

Term coverage is convertible and renewable.

3.3 Limitation of face amount

- **Guaranteed access**
 - If a death, other than accidental, occurs within the first two years of the policy, the death benefit will equal the total amount of premiums paid, without interest. After the two-year waiting period, the death benefit is paid out in full regardless of the cause of death. If death is accidental, the face amount is paid out in full.
 - If death caused by suicide occurs within the first two years of the policy, the company reimburses premiums paid without interest.
- **Deferred and Deferred Plus**
 - If a death, other than accidental, occurs within the first two years of the policy, the death benefit will equal the total amount of premiums paid, plus simple annual interest of 3%. After the two-year waiting period, the death benefit is paid out in full regardless of the cause of death. If death is accidental, the face amount is paid out in full.

– If death caused by suicide occurs within the first two years of the policy, the company reimburses premiums paid without interest.

- **Immediate Plus**

– If death caused by suicide occurs within the first two years of the policy, the company reimburses premiums paid without interest.

3.4 Type of insurance

Individual insurance only

3.5 Term coverages renewal

Term coverage is renewable according to the age of the insured at the time of renewal.

- Renewal doesn't require evidence of insurability.
- Renewal premiums are guaranteed at issue and are calculated based on the insured's age at the time of renewal.

Renewal according to the chosen term:

- **Term T15**

Coverage is renewed without evidence, for a period of 15 years, provided the insured is less than 66 years old. On the renewal date, if the insured is 66 years of age or older but less than 71 years of age, the coverage is renewed for a period which expires on the coverage anniversary in the year the insured turns 80 years of age.

- **Term T20**

Coverage is renewed without evidence, for a period of 20 years, provided the insured is less than 61 years old. On the renewal date, if the insured is 61 years of age or older but less than 71 years of age, the coverage is renewed for a period which expires on the coverage anniversary in the year the insured turns 80 years of age.

- **Term T25**

Coverage is renewed without evidence, for a period of 25 years, provided the insured is less than 56 years old. On the renewal date, if the insured is 56 years of age or older but less than 71 years of age, the coverage is renewed for a period which expires on the coverage anniversary in the year the insured turns 80 years of age.

3.6 Term coverages conversion

The T15, T20 and T25 coverages can be converted to permanent Access Life coverage of the same coverage step for an amount of coverage not exceeding the initial amount of coverage. The insured person must be under 71 years of age.

The coverage can be converted as early as the second anniversary of the coverage to be converted, without evidence of insurability.

When converting the coverage, the premiums are set based on the insured's age, the insured's coverage step and current premium rates, and are set using the insured's initial tobacco use status.

3.7 Type of face amount

Levelled face amount only.

3.8 Age at issue and payment period

For all coverage steps:

Coverage	Issue Age	Payment Period
L100	6 months to 80 years	Up to age 100
T15	20 to 55 years	15 years, renewable
	56 to 65 years	15 years, non-renewable
T20	20 to 50 years	20 years, renewable
	51 to 60 years	20 years, non-renewable
T25	20 to 45 years	25 years, renewable
	46 to 55 years	25 years, non-renewable

Remember that the term coverages are not available in step 1 – Deferred or Guaranteed access.

3.9 Joint or multilife coverage

Not available for this product.

3.10 Rates

Premium rates are established based on age, sex, tobacco use and answers to medical questions. Premiums are guaranteed and level for the duration of the coverage.

Rates are available on the Access Life insurance application (paper form F35A).

3.11 Premium payments

- Annual
- Monthly (pre-authorized cheque – PAC). The modal factor for monthly payment is 0.09.

3.12 L100 coverage surrender value

Access Life permanent coverage includes guaranteed surrender values, starting at the beginning of the fifth policy year. This is an important advantage for your clients!

Note: The insurance coverage for the insured terminates if the insured collects the full surrender value.

3.13 L100 coverage paid-up insurance

Access Life L100 permanent coverage also includes paid-up insurance values. The policy owner may stop payment of premiums on the policy and keep a reduced face amount for the remaining duration of the coverage. As with the surrender value, the paid-up insurance is guaranteed and available starting at the beginning of the eighth-policy year.

For Access Life L100, the policy is fully paid-up when the insured reaches 100 years of age. The face amount is maintained to be transferred to the beneficiary, tax-free, on the insured's death.

Once the reduced paid-up insurance is used, the Access Life L100 coverage no longer includes any surrender value.

4. POLICY LOANS

Access Life offers the possibility of obtaining policy loans, given that the L100 permanent coverage includes a guaranteed surrender value.

4.1 Restrictions on policy loans

Policy loans are subject to the following conditions:

- Policy loans may not:
 - Be for less than the minimum amount set in accordance with our administrative rules in force at the time the loan is requested.
 - Exceed the maximum amount set on the date the loan is carried out, calculated as follows:

90% of the guaranteed surrender value less amounts owing to the company

- An automatic loan advance must not result in the balance of policy loans exceeding the guaranteed surrender value.

If the balance of policy loans exceeds the guaranteed surrender value, the policy will lapse and will be terminated without notice.

4.2 Automatic loan advances

If premiums are payable but have not been paid by the due date, we will carry out an automatic loan advance to cover them.

4.3 Interest on policy loans

Policy loans carry interest at the policy loan rate. The rate applied during any calendar year is determined by the company.

Interest on policy loans is calculated daily and capitalized on each policy anniversary.

4.4 Policy loan repayment

The insured may make reimbursement payments at any time when there is an outstanding loan balance. Policy loan repayment amounts are applied as follows:

- First, to reduce any accrued and unpaid policy loan interest;
- Then, to reduce the remainder of the policy loan balance.

5. TERMINATION

Coverage terminates upon the first of the following dates:

- The date of the death of the insured
- The date of full surrender of the L100 coverage
- The policy termination date
- The date the T15, T20 or T25 term coverages expire

6. POLICY FEES

Policy fees of \$60 are payable under a contract regardless of the type or number of coverage issued under the latter.

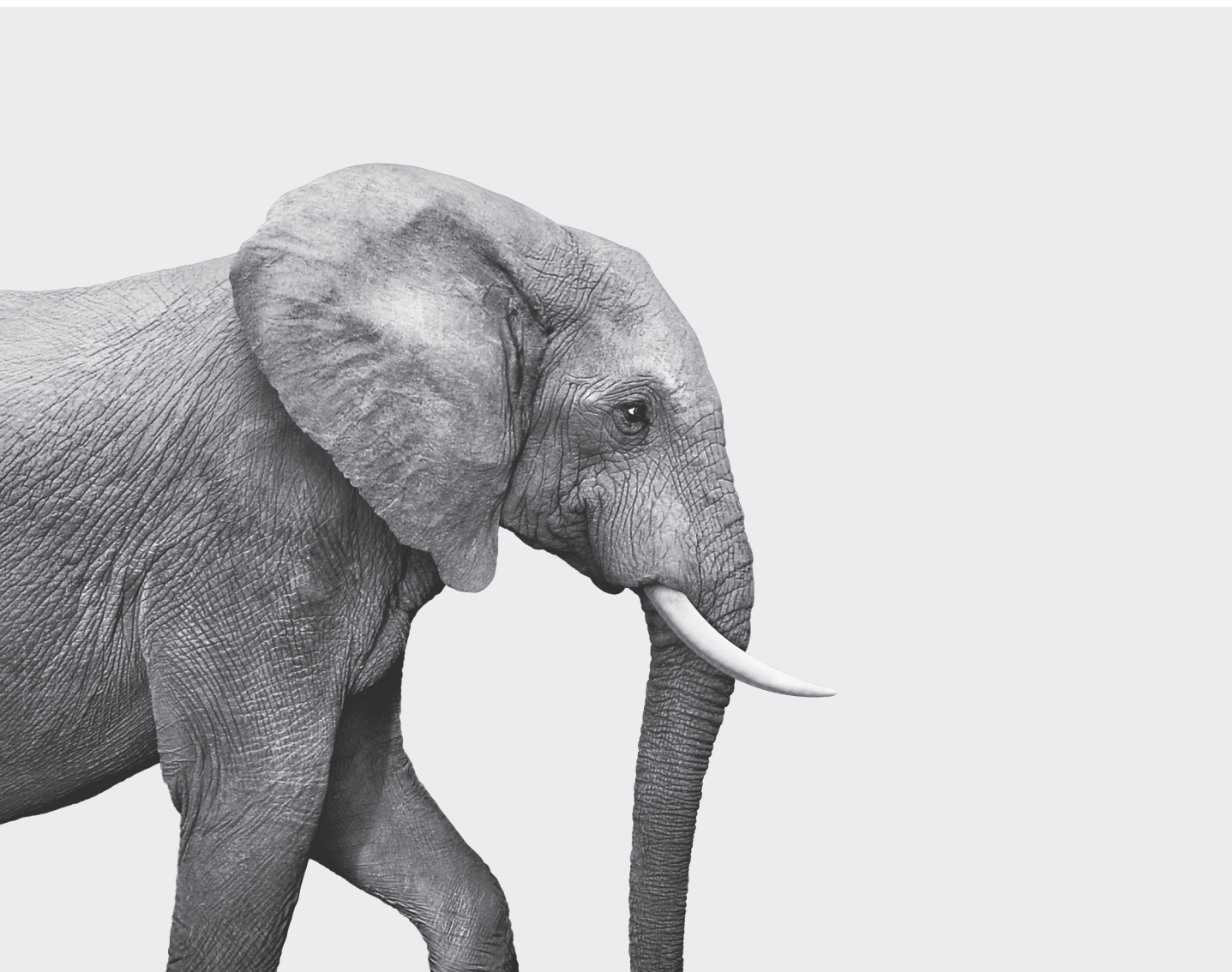
If an insured is covered under two Access Life policies, two policy fees apply.

The fees are guaranteed and are charged annually as long as the policy includes non-paid-up insurance coverage.

7. TRANSACTION FEES

You can find the service charges in the Policies and Procedures Guide available in the Advisor Centre (Extranet) document centre.

CONDITIONS	DEFINITIONS	ELIGIBILITY		QUESTIONS TO MONITOR	
		FACTORS AFFECTING DECISIONS	COVERAGE		
Autism/Autism Spectrum Disorder (ASD)	Autism Spectrum Disorder is a serious neuro-developmental disorder that impairs a child's ability to communicate and interact with others. It also includes restricted repetitive behaviours, interests, and activities. It includes, but is not limited to, Autism, Asperger's syndrome, and Rett syndrome.	For individuals under age 18		Guaranteed access	Step 1 - Q. 1e
		For individuals age 18 or over		Immediate Plus	No question
Basal Cell Carcinoma (BCC)	Slow-growing type of common skin cancer resulting from a regular exposure to the sun and ultraviolet radiation. It generally grows slowly and tends not to spread to distant areas. It can be easily treated.			Immediate Plus	No question
Bipolar disorder	Mood disorder characterized by mood swings (periods of depression and periods of high spirit).	Hospitalized, change in medication (addition, replacement or interruption of a medication, increase or decrease of dosage)	Within the last 12 months	Deferred	Step 2 - Q. 4a
			Over 12 months	Immediate Plus	
Bone marrow transplant	Transplant of bone marrow cells to treat severe diseases of the bone marrow, including some forms of cancer.	Had or advised to have surgery	Within the last 5 years or still awaiting	Deferred	Step 2 - Q. 2c
			Over 5 years	Immediate Plus	
Cancer/Malignant tumour	Growth of abnormal cells in the body. There are many different types of malignant tumours and cancer. Melanoma (a severe form of skin cancer) is included, but basal cell carcinoma (a mild form of skin cancer) is not.	Had or been treated for	Within the last 3 years	Guaranteed access	Step 1 - Q. 2 Step 3 - Q. 1
			Within the last 5 years	Deferred Plus	
			Over 5 years	Immediate Plus	
Cardiac bypass surgery	Coronary artery surgery consisting of diverting the blood flow beyond the partially or totally obstructed coronary artery.	Had or awaiting	Within the last 3 years	Deferred	Step 2 - Q. 3a
			Over 3 years	Immediate Plus	
Cardiomyopathy	Group of medical conditions affecting the heart muscle. Cardiomyopathy can result in heart failure and sudden death.			Guaranteed access	Step 1 - Q. 1b
Cerebral palsy	Group of permanent movement disorders that appear in early childhood.	For individuals under age 18		Guaranteed access	Step 1 - Q. 1e
		For individuals age 18 or over		Immediate Plus	No question
Chest pain	Pain in the chest not related to cardiovascular disease.			Immediate Plus	No question
Chronic hepatitis	All types of hepatitis, inflammation of the liver, active for more than 6 months (excluding carriers).			Deferred	Step 2 - Q. 2b



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