

# **Product Guide**

For exclusive use by Financial Advisors



# **Access Life overview**

		<b>Guaranteed Access</b>	Deferred	Deferred Plus	Immediate Plus
Cove	rage options	L100	L100	L100, T15, T20, T25	L100, T15, T20, T25
Age a	t issue				
L100 r	nin.	6 months	6 months	6 months	6 months
L100 r	nax.	80 years	80 years	80 years	80 years
T15/T2	20/T25 Min.	N/A	N/A	20 years	20 years
T15/T2	20/T25 Max.	N/A	N/A	65/60/55 years	65/60/55 years
Insure	ed amount				
Min.		\$10,000	\$10,000	\$10,000	\$10,000
Max.	Age 18 to 50	\$50,000	\$100,000	\$350,000	\$500,000
	Under age 18	\$10,000	\$25,000	\$25,000	\$25,000
	Age 51 to 70	\$25,000	\$100,000	\$350,000	\$500,000
	Over age 70	\$25,000	\$100,000	\$150,000	\$150,000
Death	Benefit				
Non-ac	ccidental death	Return of premiums without interest during the first two years	Return of premiums plus 3% (simple annual interest until death) during the first two years	Return of premiums plus 3% (simple annual interest until death) during the first two years	Payment of sum insured
Accide	ental death	Payment of sum insured	Payment of sum insured	Payment of sum insured	Payment of sum insured
Suicide	Э	Return of premiums without interest during the first two years	Return of premiums without interest during the first two years	Return of premiums without interest during the first two years	Return of premiums without interest during the first two years
T15/T	20/T25 renewal	N/A	N/A	Yes	Yes
Conve	ersion	N/A	N/A	Yes	Yes
L100 -	- Guaranteed value	Yes	Yes	Yes	Yes
	- Reduced ip insurance	Yes	Yes	Yes	Yes
Policy	fee	\$60 / contract	\$60 / contract	\$60 / contract	\$60 / contract
Modal	l 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 p	paid-up	Age 100	Age 100	Age 100	Age 100

## No medical exam life insurance

## Access Life, a simpler way to buy life insurance

### Introduction

**Access Life** is a simplified issue life insurance product offering quick, comprehensive life insurance coverage without any need for a medical exam or blood tests.

Access Life can provide basic coverage for clients finding it hard to get life insurance. And for clients who are healthy and don't want to go through medical exams, coverage can be as high as \$300,000.

- Access Life **permanent** coverage is for people between 6 months and 80 years of age;
- Access Life **term** coverage is for people between 20 and 65 years of age;
- No medical exam is required;
- Few questions to answer on current health;
- Fixed and guaranteed premiums;
- Coverage under an Access Life policy can be permanent only, term only, or a combination of both;
- Policy fee is limited to \$60, even if multiple coverage is chosen.

## Access Life simplified issue insurance

#### THE MARKETS

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 traditional life insurance.

#### 1. Clients declined in underwriting

Whether for medical or non-medical reasons, certain people have trouble getting traditional life insurance coverage. Access Life, with Guaranteed Access coverage, is the perfect solution for such people. **No one is left out.** 

# 2. Clients who don't want to go through the normal underwriting process

Access Life will surely please anyone who finds the traditional life underwriting process too slow, anyone who doesn't like medical exams, anyone who doesn't want to be disturbed at home or anyone who doesn't want to have their medical reports passed around.

#### 3. Children

Access Life is 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 traditional underwriting process. Coverage may also be declined or postponed due to more common medical problems, such as asthma or ADD/ADHD. Access Life provides a solution for parents seeking life insurance for these children. With Guaranteed Access, all childhood medical conditions are absolutely covered.

#### 4. Seniors

Seniors believe, often wrongly so, that they can't purchase life insurance due to their age or health status. 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.

#### 5. Immigrants

People who have recently arrived in Canada often have limited life insurance coverage. These clients are eligible for every step of coverage offered under Access Life, based on their responses to the medical questions. 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.

#### People who want insurance right away and young families with or without children

Some people like to get what they want right away, without waiting. Their fast-paced lifestyle keeps them from taking the time to apply for a traditional life insurance policy. Access Life, therefore, offers a quick and easy way to get life insurance.

## **Main product features**

Access Life is a **simplified issue** life insurance with flexibility that guarantees coverage for ALL YOUR CLIENTS. Clients complete a three-step questionnaire to qualify for better premiums and coverages as they proceed.



#### **ELIGIBILITY STEPS**

The medical questions asked are divided into three sections, from the most to the least restrictive. If a client answers "yes" to any question of the DEFERRED step, they are eligible for GUARANTEED ACCESS coverage. For the following steps, by answering "yes" to any question, they qualify for the preceding step only and are limited to the maximum insurance amount available for that step.

Eligibility	Maximum	Coverage	# of medical questions	"Yes" answer(s)
GUARANTEED ACCESS	\$50,000	L100	N/A	N/A
DEFERRED	\$100,000	L100	5	GUARANTEED ACCESS
DEFERRED PLUS	\$350,000	L100, T15, T20, T25	+4	DEFERRED
IMMEDIATE PLUS	\$500,000	L100, T15, T20, T25	+4	DEFERRED PLUS

Note: Maximum coverage may be different for insureds over ages 50, 70 or under age 18 (see Access Life overview table on page 2).

### For all coverage steps:

The amount of insurance coverage 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.

## L100 and T15, T20 & T25 coverage

#### **INSURED AMOUNT LIMITATIONS**

#### — GUARANTEED ACCESS:

If death is accidental, the insured amount is paid out. If a death is non-accidental and occurs within the first two years after the effective or the reinstatement date of the contract, 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.

#### — DEFERRED and DEFERRED PLUS:

If death is accidental, the insured amount is paid out. If a death is non-accidental and occurs within the first two years of the contract, the death benefit will equal the total amount of premiums paid, plus a simple annual interest of 3% until the date of the insured's death. After the two-year waiting period, the death benefit is paid out in full regardless of the cause of death.

#### TYPE OF INSURANCE

— Individual only: joint coverages are not available.

#### **RATES**

Premium rates are established based on age, sex, tobacco use and answers to medical questions. Permanent and term premiums are guaranteed and level for the entire term. For term, renewal premiums are guaranteed at the date of issue and are calculated upon attained age at the time of the renewal.

#### PREMIUM PAYMENTS

- For initial premium: pre-authorized debit only;
- Monthly or annual payment;
- The modal factor for monthly payment is 0.09.

#### **POLICY FEES**

Policy fees are limited to \$60, even if multiple coverages are chosen.

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

### L100 Permanent coverage

Access Life permanent life insurance is L100 whole life policy that offers guaranteed cash values and paid-up insurance over time. This coverage is available under all three steps and Guaranteed Access.

#### **GUARANTEED CASH VALUE**

Access Life permanent coverage includes guaranteed cash 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 withdraws the full cash value.

#### REDUCED PAID-UP INSURANCE

Access Life L100 permanent coverage also includes paid-up insurance values. The policyowner may stop payment of premiums on the policy and keep a reduced insured amount for the life of the insured. The paid-up insurance is guaranteed and available starting at the beginning of the eighth policy year.

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

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

#### **POLICY LOANS**

Access Life offers the possibility of obtaining policy loans, given that the product includes a guaranteed cash value.

#### Restrictions on policy loans

Policy loans are subject to the following conditions:

- a) 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 cash value, less amounts owing to the company.
- b) An automatic loan advance must not result in the balance of policy loans exceeding the guaranteed cash value.

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

#### **Automatic Ioan advances**

If premiums are payable but have not been paid by the due date, we will automatically process a loan advance to cover them.

#### 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.

#### 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:

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

#### **TERMINATION OF L100**

Coverage terminates upon the first of the following:

- the initial premium is not honoured;
- the premium remains unpaid at the end of the grace period;
- the policy termination date;
- the death of the insured;
- the date of full surrender of the L100 coverage;
- the cash value is less than all amounts due to the insurer.

## T15, T20, T25 Term coverage

Access Life term coverage offers 15, 20 or 25-year terms. The term coverage is available for the following coverage steps: **Deferred Plus and Immediate Plus**.

This term protection can be used for temporary needs such as coverage for a mortgage or extra financial security while children are young, or to cover short-term debt needs.

#### RENEWAL

At the time of renewal and for each subsequent period, coverage is renewed without evidence of insurability, provided that the insured's age is 70 years or less. In all cases, coverage ends at age 80.

Renewal premiums are guaranteed at issue and are calculated based on the insured's age at the time of renewal.

#### **CONVERSION**

- Term life insurance T15, T20 and T25 for Deferred Plus and Immediate
  Plus are convertible, without proof of insurability, into a permanent L100
  coverage at the same step, for an insured amount not exceeding the initial
  insured amount.
- The conversion request can be made only two years following the effective date of the contract (T15, T20 or T25) and before the age of 71.

#### **TERMINATION OF TERM**

Coverage terminates upon the first of the following:

- the initial premium is not honoured;
- the premium remains unpaid at the end of the grace period;
- the policy termination date;
- the death of the insured:
- the date the T15, T20 or T25 term coverage expires; either at the renewal date if the insured is between 71 and 79 years of age or at the year in which the insured attains 80 years of age.

# **Medical conditions - Reference guide**

	DEFINITIONS.		ELIGIBILITY		QUESTIONS
CONDITIONS	DEFINITIONS	FACTORS AFFECTING DECISIONS		COVERAGE	TO MONITOR
AIDS/HIV Positive	AIDS: Acquired immunodeficiency syndrome HIV: Human immunodeficiency virus			Guaranteed Access	Step 1 - Q. 1a
	Alcohol consumption considered as alcohol abuse and/or	Advised to reduce,	Within the last 5 years	Deferred	
Alcohol abuse	dependence. Individual was told to cut back or reduce on alcohol.	treated, or joined a support group	Over 5 years	Immediate Plus	Step 2 - Q. 2d
Alcoholic hepatitis	Inflammation of the liver caused by excessive alcohol consumption.	Had or been treated for	Within the last 5 years	Deferred	Step 2 - Q. 2b
Alzheimer's disease	Chronic, progressive, and degenerative brain disease affecting memory and behaviour.			Guaranteed Access	Step 1 - Q. 1c
Amyotrophic Lateral Sclerosis (ALS or Lou Gehrig's disease)	Degenerative chronic disease that attacks nerve cells in the brain and spinal cord. ALS is characterized by progressive paralysis of muscles and atrophy.			Guaranteed Access	Step 1 - Q. 1c
Aneurysm	Abnormal dilatation of a portion of an artery. Common	Curany	Within the last 12 months or awaiting surgery	Deferred	Step 2 - Q. 4b
	locations: brain, abdomen, leg, thorax, spleen.	Surgery	Over 12 months or not awaiting surgery	Immediate Plus	
Angina	Chest pain caused by reduced blood flow to the heart	Diagnosed or treated with anticoagulant, had or awaiting surgery (bypass,	int, had or Within the last 3 years	Deferred	- Step 2 - Q. 3a
Aligilia	due to coronary artery disease (CAD).	angianleaty insertion of a	Over 3 years	Immediate Plus	2.00
Angioplasty	Minor surgery (coronary) requiring hospitalization in which	Had or awaiting	Within the last 3 years	Deferred	Step 2 - Q. 3a
	a narrowed or obstructed coronary artery is dilated.	Tida or avvailing	Over 3 years	Immediate Plus	010p 2
	Also referred to as blood thinner, an anticoagulant is a prescribed drug that prevents or slows down the forming		Within the last 3 years	Deferred	Step 2 - Q.
Anticoagulant	of blood clots. The most common types of anticoagulants are Coumadin (Warfarin), Plavix (Clopidogrel), and Heparin. Aspirin is not considered an anticoagulant.	Treated with	Over 3 years	Immediate Plus	3a/3b
Ataxia	Neurological condition consisting of lack of voluntary coordination of muscle movements that includes gait abnormality. There are different types.			Guaranteed Access	Step 1 - Q. 1c
Autism/Autism	Autism Spectrum Disorder is a serious neuro- developmental disorder that impairs a child's ability to communicate and interact with others. It also includes	For individuals under age	18	Guaranteed Access	Step 1 - Q. 1e
Spectrum Disorder (ASD)	restricted repetitive behaviours, interests, and activities. It includes, but is not limited to, Autism, Asperger's syndrome, and Rett syndrome.	For individuals age 18 or o	over	Immediate Plus	No question

			ELIGIBILITY		QUESTIONS
CONDITIONS	DEFINITIONS	FACTORS AFF	ECTING DECISIONS	COVERAGE	TO MONITOR
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	Hospitalized, change in medication (addition, replacement or interruption	Within the last 12 months	Deferred	- Step 2 - Q. 4a
	depression and periods of high spirit).	of a medication, increase or decrease of dosage)	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  Over 5 years	Deferred	Step 2 - Q. 2c	
transplant	of the bone marrow, including some forms of cancer.		Immediate Plus		
	Growth of abnormal cells in the body. There are many		Within the last 3 years	Guaranteed Access	Step 1 - Q. 2 Step 3 - Q. 1
Cancer/Malignant tumour	different types of malignant tumours and cancers.  Melanoma (a severe form of skin cancer) is included, but	_	Within the last 5 years	Deferred Plus	
tumoui	basal cell carcinoma (a mild form of skin cancer) is not.		Over 5 years	Immediate Plus	
Cardiac bypass	Coronary artery surgery consisting of diverting the blood flow beyond the partially or totally obstructed coronary artery.		Within the last 3 years	Deferred	
surgery		Had or awaiting  Over 3 years		Immediate Plus	Step 2 - Q. 3a
Cardiomyopathy	Group of medical conditions affecting the heart muscle. Cardiomyopathy can result in heart failure and sudden death.			Guaranteed Access	Step 1 - Q. 1b
Carebral polov	Group of permanent movement disorders that appear in	For individuals under age 18		Guaranteed Access	Step 1 - Q. 1e
Cerebral palsy	early childhood.	For individuals age 18 or o	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
Chronic kidney disease	Any chronic disorder that affects the function of the kidneys. Severe cases could lead to kidney failure and dialysis.	Had or been treated for	Within the last 5 years	Deferred	Step 2 - Q. 2b
Chronic liver disease	The many diseases and disorders that cause the liver to malfunction without any remission, such as cirrhosis and fibrosis. Fatty liver is not included.	Had or been treated for	Within the last 5 years	Deferred	Step 2 - Q. 2b
<b>Chronic Obstructive</b>	Umbrella term describing progressive, irreversible lung	Has required daily administration of oxygen  Has not required daily administration of oxygen		Guaranteed Access	Step 1 - Q. 1d
Pulmonary Disease (COPD)	diseases associated with smoking, including chronic bronchitis and emphysema.			Immediate Plus	
Chronic respiratory	Chronic respiratory diseases are chronic diseases of the airways and other parts of the lung, such as asthma, chronic bronchitis, emphysema, and other forms of	Has required daily adminis	stration of oxygen	Guaranteed Access	- Step 1 - Q. 1d
disease	Chronic Obstructive Pulmonary Diseases (COPD). Sleep apnea is excluded.	Has not required daily adr	ministration of oxygen	Immediate Plus	

CONDITIONS	DEFINITIONIC		QUESTIONS		
CONDITIONS	DEFINITIONS	FACTORS AFI	FECTING DECISIONS	COVERAGE	TO MONITOR
Cirrhosis	Chronic and irreversible disease affecting the liver.	Had or been treated for	Within the last 5 years	Deferred	Step 2 - Q. 2b
Congenital heart	Problem with the structure and function of the heart that	For individuals under age	18	Guaranteed Access	Step 1 - Q. 1e
disease	is present at birth, such as, but not limited to, atrial or ventricular septal defect and disorder of the valves.	For individuals age 18 or o	over	Immediate Plus	No question
Coronary Artery	Disorder of the blood vessels that supply blood and oxygen to the heart (narrowed or obstructed coronary	Diagnosed or treated with anticoagulant, had or awaiting surgery (bypass,	Within the last 3 years	Deferred	Step 2 - Q. 3a
Disease (CAD)	artery(ies)). It could lead to a heart attack, angina, angioplasty, or cardiac bypass.	angioplasty, insertion of a stent or a prosthesis)	Over 3 years	Immediate Plus	Step 2 - Q. 3a
Crohn's disease/ Ulcerative colitis	Chronic inflammatory disease of the intestines.			Immediate Plus	No question
		For individuals with this c	ondition	Guaranteed Access	
Cystic fibrosis	An inherited disease that leads to the building up of thick, sticky mucus in the lungs and digestive tract.	For individuals less than 3 years old Family history	One family member diagnosed	Deferred Plus	Step 1 - Q. 1c Step 3 - Q. 4b
Dementia/Senility	It is a category of brain diseases that affect the cognitive functions. Often associated with Alzheimer's Disease.			Guaranteed Access	Step 1 - Q. 1c
Depression	Mental or nervous disorder typically characterized by mood disorder such as feelings of sadness, loss, or lack	Hospitalized, change in medication (addition, replacement or inter-	Within the last 12 months	Deferred	- Step 2 - Q. 4a
	of interest.	ruption of a medication, increase or decrease of dosage)	Over 12 months	Immediate Plus	
Diabetes (Type 1)	Chronic, lifelong condition characterized by high levels of sugar in the blood - Insulin-dependent	For individuals under age 18		Guaranteed Access	Step 1 - Q. 1e
	(type 1) only.	For individuals age 18 or over		Immediate Plus	No question
Diabetes -	Chronic, lifelong condition characterized by high levels of	Change in medication as advised by a physician (addition, replacement	Within the last 12 months	Deferred	Stop 2 0 4c
All types	sugar in the blood - All types.	or interruption of a medication, increase or decrease of dosage)	Over 12 months	Immediate Plus	- Step 2 - Q. 4c
Dialysis	The procedure aimed at removing wastes and excess of water from the body when the kidneys stop working properly (end stage of a chronic kidney disease).		Within the last 5 years	Deferred	Step 2 - Q. 2b

CONDITIONS	DEFINITIONS	ELIGIBILITY			QUESTIONS
CONDITIONS	DEFINITIONS	FACTORS AFF	ECTING DECISIONS	COVERAGE	TO MONITOR
Down's syndrome/	Genetic disorder typically associated with physical	For individuals under age	18	Guaranteed Access	Step 1 - Q. 1e
Trisomy 21	growth delays and mild to moderate intellectual disability.	For individuals age 18 or o	over	Immediate Plus	No question
	Compulsive use of a substance, including marijuana.	Advised to reduce,	Within the last 5 years	Deferred	
Drug abuse		treated for, or joined a support group	Over 5 years	Immediate Plus	Step 2 - Q. 2d
F	A long term, progressive and irreversible disease	, , ,		Guaranteed Access	
Emphysema	of the lungs.			Immediate Plus	Step 1 - Q. 1d
Epilepsy/Seizures	Neurological disorder involving repeated seizures of any type or absences.		//////////////////////////////////////		No question
Hard drug use	Use of heroin, narcotics (marijuana excluded), speed, mushrooms, cocaine or similar substances.	Use of hard drugs not prescribed by a doctor or use of methadone prescribed by a doctor or not	Within the last 12 months	Guaranteed Access	Step 1 - Q. 3b
		Any hard drugs use, including methadone	Over 12 months	Immediate Plus	
Heart attack/ Myocardial	It occurs when an area of the heart muscle is permanently damaged due to inadequate supply of oxygen.	awaiting surgery (bypass,	Within the last 3 years	Deferred	Step 2 - Q. 3a
Infarction (MI)			Over 3 years	Immediate Plus	
Heart failure/ Congestive heart failure	Severe condition characterized by the heart's inability to pump enough blood in the body.			Guaranteed Access	Step 1 - Q. 1b
Heart rhythm	Any disorder of the heart rhythm, including but not	Has required the insertion	n of a pacemaker	Guaranteed Access	
disorder/ Arrhythmia	limited to, atrial or ventricular tachycardia, fibrillation, or flutter.	Has not required the insertion of a pacemaker		Immediate Plus	Step 1 - Q. 1b
Hemochromatosis	Genetic disorder leading to an accumulation of iron in the body.			Immediate Plus	No question
Hepatic fibrosis	Inflammation of the liver leading to important complications such as cirrhosis.	Had or been treated for	Within the last 5 years	Deferred	Step 2 - Q. 2b
Hepatitis C	Inflammation of the liver due to the Hepatitis C virus.	Acute or chronic		Deferred	Step 2 - Q. 2b
High blood pressure/ Hypertension	Chronic medical condition in which the pressure of the blood circulating in the arteries is elevated enough to necessitate treatment.			Immediate Plus	No question
	Type of lymphoma that attacks mostly young adults and		Within the last 3 years	Guaranteed Access	Step 1 - Q. 2 - Step 3 - Q. 1
Hodgkin's disease	elderly people.		Within the last 5 years	Deferred Plus	
			Over 5 years	Immediate Plus	

CONDITIONS	DEFINITIONS	ELIGIBILITY			QUESTIONS
CONDITIONS	DEFINITIONS	FACTORS AF	FECTING DECISIONS	COVERAGE	TO MONITOR
Hospitalized	Condition that necessitated a hospitalization for treatment, observation and/or surgery, for a duration of at least 18 hours.				
		For individuals suffering f	rom this condition	Guaranteed Access	
Huntington's chorea/	Neurodegenerative genetic disorder that affects muscle coordination and leads to mental decline and behavioural		One family member diagnosed < 60 years old	Deferred Plus	Step 1 - Q. 1c
Huntington's disease	symptoms.	Family history	One family member diagnosed ≥ 60 years old	Immediate Plus	- Step 3 - Q. 4a
			Within the last 3 years	Guaranteed Access	
Leukemia	Increase in abnormal white blood cells. It is a form of blood cancer.	Had or been treated for	Within the last 5 years	Deferred Plus	Step 1 - Q. 2 - Step 3 - Q. 1
	blood cancer.		Over 5 years	Immediate Plus	- Step 3 - Q. T
Lupus	Chronic inflammatory disease in which the immune system mistakenly attacks healthy tissues and organs. Symptoms can go from mild to severe.			Immediate Plus	No question
	Group of blood cell tumours that develop from lymphatic	Had or been treated for	Within the last 3 years	Guaranteed Access	Step 1 - Q. 2 Step 3 - Q. 1
Lymphoma	cells. The two main categories of lymphoma are Hodgkin's lymphoma and non-Hodgkin's lymphoma.		Within the last 5 years	Deferred Plus	
			Over 5 years	Immediate Plus	
	Serious form of skin cancer associated with a greater likelihood of spreading to other parts of the body.	Had or been treated for	Within the last 3 years	Guaranteed Access	Step 1 - Q. 2 Step 3 - Q. 1
Melanoma			Within the last 5 years	Deferred Plus	
			Over 5 years	Immediate Plus	
Mental health	Mental, psychological, or psychiatric disorder; a mental or behavioural pattern that causes poor ability to function in ordinary life. It includes depression, bipolar disease,	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
disorder	manic-depressive disease, anxiety, schizophrenia, borderline personality, etc.  NOTE: Attention Deficit Hyperactivity Disorder (ADHD) is not included.		Over 12 months	Immediate Plus	
Multiple sclerosis	Autoimmune disease of the central nervous system (brain, spinal cord) which leads to interruptions in the transmission of nerve impulses in the body.			Immediate Plus	No question
Muscular dystrophy	Group of disorders characterized by progressive muscle weakness and loss of muscle tissue.			Guaranteed Access	Step 1 - Q. 1c
Nursing facility/ centre/home	A place of residence for people who require continuous nursing care and have significant difficulty coping with the required activities of daily living.	Currently		Guaranteed Access	Step 1 - Q. 4a
Organ transplant	A graft of an organ from a donor to replace the recipient's		Within the last 5 years or still awaiting	Deferred	Step 2 - Q. 2c
	damaged or absent organ.	surgery	Over 5 years	Immediate Plus	,

CONDITIONS	DEFINITIONS	ELIGIBILITY			QUESTIONS
CONDITIONS	DEFINITIONS	FACTORS AFF	ECTING DECISIONS	COVERAGE	TO MONITOR
Parkinson's disease	Disorder of the brain characterized by shaking (tremor), poverty of movement, and impaired postural reflexes.			Guaranteed Access	Step 1 - Q. 1c
Polycystic kidney	Genetic disorder in which abnormal cysts develop and		One family member diagnosed < 60 years old	Deferred Plus	- Step 3 - Q. 4a
disease	grow in the kidneys.	Family history	One family member diagnosed ≥ 60 years old	Immediate Plus	
Schizophrenia	Chronic brain disorder that can lead to delusions,	Hospitalized, change in medication (addition, replacement or	Within the last 12 months	Deferred	- Step 2 - Q. 4a
oomzopmomu	hallucinations, incoherent speech and behavior.	interruption of a medication, increase or decrease of dosage)	Over 12 months	over 12 months Immediate Plus	- Step 2 - Q. 4a
Sleep apnea	Sleep disorder characterized by pauses in breathing.	Although it is a breathing under chronic respiratory	disorder, it is not included disease.	Immediate Plus	No question
Stroke or	Interruption of the blood supply to any part of the brain, or a cerebral hemorrhage.	Diagnosed or treated with anticoagulant, had or awaiting surgery	Within the last 3 years	Deferred	Step 2 - Q. 3b
Cerebrovascular Accident (CVA)			Over 3 years	Immediate Plus	
Superficial phlebitis	Inflammation of a vein, usually in the legs. It most commonly occurs in superficial veins.	Although it is a disorder of blood vessels, it is not included under vascular disease.		Immediate Plus	No question
Transient ischemic		Diagnosed or treated with anticoagulant, had or awaiting surgery  Within the last 3 years  Over 3 years	Within the last 3 years	Deferred	- Step 2 - Q. 3b
attack (TIA)	Temporary disruption of cerebral blood flow.		Over 3 years	Immediate Plus	
Treated	Condition that necessitated treatment by medication or surgery.				
	Heart valve diseases (or valvopathies) refer to	Diagnosed or treated	Within the last 3 years	Deferred	
Valvular heart disease	dysfunction of the heart valves that disrupts intracardiac blood flow. They can result in short and weak breath which affects daily activities.	with anticoagulant, had or awaiting surgery (bypass, angioplasty, insertion of a stent or a prosthesis)	Over 3 years	Immediate Plus	Step 2 - Q. 3a
Varicose veins	Veins that have become enlarged and twisted.	Although it is a disorder o included under vascular d		Immediate Plus	No question
Vascular disease (Peripheral Vascular	Disorder of the blood vessels (arteries and veins) that	with anticoagulant, had or	Within the last 3 years	Deferred	Step 2 - Q. 3b
or Arterial Disease (PVD/PAD))	typically pertains to the legs and arms. Includes deep vein thrombosis, atherosclerosis, and arteriosclerosis.		Over 3 years	Immediate Plus	

The Excellence Life Insurance Company 1611 Crémazie Blvd. East, Suite 900 Montreal (Quebec) H2M 2P2

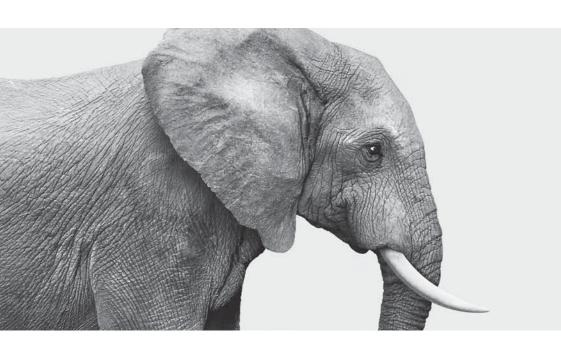
Tel.: 514-327-0020 Toll-free: 1-800-465-5818 Fax: 514-327-6242

Toll-free: 1-877-553-6242

#### **Clients and Partners Contact Center**

intouch@iaexcellence.com

#### iaexcellence.com



### **INVESTED IN YOU.**