

Take a look. There's a bundle of savings.

Term and critical illness insurance



Insurance

An easy way to sell term and critical illness insurance together

We've bundled the RBC Insurance® Critical Illness Recovery Plan™ with RBC *YourTerm*® insurance. This makes it easier for you to offer your clients these competitive products with savings all at the same time. When both products are purchased at the same time, we'll waive the policy fee on the term insurance, making our already competitive rates even more attractive.¹

Q1. Why should I sell the term life and critical illness insurance bundle?

A. We've made it easier for you to sell not just one type of insurance, but two — critical illness and term insurance. You can provide your clients with protection for two very different needs. And with only one application to fill out, it saves you time.

You'll be able to provide clients with life insurance that gives them the satisfaction of knowing their family will be taken care of and at the same time provide them with critical illness insurance. The Critical Illness Recovery Plan provides financial protection with a lump-sum payment to use however you choose when you are faced with an insured critical illness and you satisfy the waiting period. It also provides access to valuable assistance services and the flexibility to convert to a long-term care policy in the future.

When you sell the term life and critical illness insurance bundle, your client will not have to pay the policy fee² on the term life policy. This fee will be waived for the length of the policy, which means savings for your client.

Q2. Who is eligible for this bundle?

A. Both products must be purchased at the same time to be eligible for the savings. This bundled offer is not available to existing term life insurance or critical illness insurance policyholders.



Q3. Will RBC® Illustrations software show the waived policy fee?

A. Yes. RBC Illustrations automatically deducts the policy fee² when term and critical illness are applied for together.

Q4. Can my client pay their first premium for the Temporary Insurance Agreement (TIA) by pre-authorized debit (PAD)?

A. The monthly TIA premium can be withdrawn by PAD for term life insurance but is not available for critical illness insurance.

Q5. Will my clients be getting one policy contract?

A. No, the term and critical illness policies are issued as standalone policies and clients will receive two separate policy contracts.

Q6. Do I need to wait for a decision on the critical illness policy before the term policy is issued?

A. Yes, the underwriter will need to assess the medical history for both the term and critical illness applications.

Q7. What if my client is not approved for critical illness insurance or they decide they no longer want the critical illness coverage. Do they still get to keep the waived policy fee on the term life insurance policy?

A. Yes, when your client applies for and is underwritten for both plans at the same time, the policy fee on the term life insurance is automatically waived, even if your client is not approved for the critical illness insurance or they decide at a later date they no longer want the critical illness insurance.

Q8. How will my commissions be paid?

A. Please refer to your compensation schedule.

Q9. What are the steps involved from application to delivery?

A. There are three steps.

Step 1 — Complete the application

- There's only one easy application to fill out.

Step 2 — Submission and underwriting process

- The application is sent to RBC Insurance in Mississauga.
- Both policies are underwritten by one underwriter.
- Please contact your life case coordinator with any questions on the term life policy, and your living benefits case coordinator with any questions on the critical illness policy.

Step 3 — Policy delivery

- The policies may be delivered separately depending on the face amount of the term insurance policy, as outlined in question 6: *Do I need to wait for a decision on the critical illness policy before the term policy is issued?*

Call your MGA or your RBC Insurance sales consultant at 1-866-235-4332 or visit [rbcinsurance.com/salesresourcecentre](https://www.rbcinsurance.com/salesresourcecentre) to learn more about the RBC Insurance critical illness and term insurance bundled offer.



Insurance

Underwritten by RBC Life Insurance Company

¹ Certain conditions apply. This offer is only available for new Critical Illness Recovery Plan and RBC *YourTerm* insurance policies. Both policies must be applied for and underwritten at the same time. These products are subject to other terms, conditions and provisions that are stipulated in the policy. This offer cannot be combined with any other offer.

² Policy fee savings on the term policy will not be applicable if the Term coverage is exchanged or converted.