

LIFE & HEALTH

PRODUCT OVERVIEW



FOR ADVISOR USE ONLY



Term & Permanent Non-Participating Life Insurance

	Solution ART	Solution 10	Solution 20	Solution 100
Plan description	Guaranteed annual renewable and convertible term life insurance	Guaranteed 10-year renewable and convertible term life insurance	Guaranteed 20-year renewable and convertible term life insurance	Guaranteed level to age 100 permanent life insurance
Target audience	<ul style="list-style-type: none"> Temporary life insurance coverage at a low cost Plan to improve health status or switch to a longer term or permanent solution 	<ul style="list-style-type: none"> Short-term life insurance coverage for a variety of needs including: <ul style="list-style-type: none"> Paying mortgages, debts & final expenses Small business planning 	<ul style="list-style-type: none"> Longer-term life insurance coverage for a variety of needs including: <ul style="list-style-type: none"> Paying mortgages, debts & final expenses Family income replacement 	<ul style="list-style-type: none"> Affordable permanent life insurance coverage with no premium changes Access to cash values for emergency needs
Issue Ages	18 to 65 (age nearest)	18 to 75 (age nearest)	18–65 years (age nearest)	0–75 years (age nearest)
Coverage duration	Lifetime coverage, fully paid-up at age 100	Lifetime coverage, fully paid-up at age 100	Lifetime coverage, fully paid-up at age 100	Lifetime coverage, fully paid-up at age 100
Minimum coverage	\$25,000	\$25,000 up to age 65 \$10,000 for ages 66 to 75	\$25,000 up to age 65 \$10,000 for ages 66 to 75	\$25,000 up to age 65 \$10,000 for ages 66 to 75
Maximum coverage	\$499,999	\$10,000,000	\$10,000,000	\$10,000,000
Underwriting Classification	All amounts <ul style="list-style-type: none"> Standard non-smoker Standard smoker 	All amounts <ul style="list-style-type: none"> Standard non-smoker Standard smoker \$500,000 and up <ul style="list-style-type: none"> Elite non-smoker Preferred non-smoker Preferred smoker 	All amounts <ul style="list-style-type: none"> Standard non-smoker Standard smoker \$500,000 and up <ul style="list-style-type: none"> Elite non-smoker Preferred non-smoker Preferred smoker 	All amounts <ul style="list-style-type: none"> Standard Non-smoker Standard Smoker
Coverage Type	<ul style="list-style-type: none"> Single life Joint First-to-die (2 lives) Joint Last-to-die (2 lives) Multi-life (2 lives) 	<ul style="list-style-type: none"> Single life Joint First-to-die (2 lives) Joint Last-to-die (2 lives) Multi-life (2 lives) 	<ul style="list-style-type: none"> Single life Joint First-to-die (2 lives) Joint Last-to-die (2 lives) Multi-life (2 lives) 	<ul style="list-style-type: none"> Single life Joint First-to-die (2 lives) Joint Last-to-die (2 lives) Multi-life (2 lives)
Premium	<ul style="list-style-type: none"> Guaranteed rates with level premiums for the first three years and then increase every year The last premium increase occurs on the premium renewal at age 85. 	<ul style="list-style-type: none"> Guaranteed rates that increase every 10 years The last premium increase occurs on the premium renewal after 75. 	<ul style="list-style-type: none"> Guaranteed rates that increase every 20 years The last premium increase occurs on the premium renewal after 65. 	<ul style="list-style-type: none"> Guaranteed level rates to age 100
Premium Banding	Under \$100,000 \$100,000 – \$249,999 \$250,000 – \$499,999	Under \$100,000 \$100,000 – \$249,999 \$250,000 – \$499,999 \$500,000 +	Under \$100,000 \$100,000 – \$249,999 \$250,000 – \$499,999 \$500,000 +	Under \$100,000 \$100,000 – \$249,999 \$250,000 – \$499,999 \$500,000 +
Annual policy fee	Base plan: \$50, Rider: \$0	Base plan: \$50, Rider: \$0	Base plan: \$50, Rider: \$0	Base plan: \$50, Rider: \$0
Modal factor	0.09	0.09	0.09	0.09
Conversion	Up to age 75	Up to age 75	Up to age 75	Not convertible
Conversion options	<ul style="list-style-type: none"> Solution 100 EstateMax Optimax Wealth 	<ul style="list-style-type: none"> Solution 100 EstateMax Optimax Wealth 	<ul style="list-style-type: none"> Solution 100 EstateMax Optimax Wealth 	None
Policy values	Not available	Not available	Not available	Guaranteed cash surrender and reduced paid-up values after the 4th year
Available benefit riders	<ul style="list-style-type: none"> Waiver of Premium Guaranteed Insurability AD&D Children’s Life Rider Children’s Critical Illness Rider 	<ul style="list-style-type: none"> Waiver of Premium Guaranteed Insurability AD&D Children’s Life Rider Children’s Critical Illness Rider 	<ul style="list-style-type: none"> Waiver of Premium Guaranteed Insurability AD&D Children’s Life Rider Children’s Critical Illness Rider 	<ul style="list-style-type: none"> Waiver of Premium Payor Waiver of Premium Guaranteed Insurability AD&D Children’s Life Rider Children’s Critical Illness Rider
Available insurance riders	Solution Series CI Protect	Solution Series CI Protect	Solution Series CI Protect	Solution Series CI Protect

Permanent Participating Life Insurance

	EstateMax™	Optimax Wealth™
Plan description	Guaranteed permanent participating life insurance plan with long-term cash values and lower level cost of insurance rates.	Guaranteed permanent participating life insurance plan with higher early cash values that accrue on a tax-deferred basis.
Client profile	Suited for clients looking to use life insurance as part of their estate planning and interested in long-term cash value growth that is tax-sheltered.	Suited for clients looking to use the cash values in the early years or within their lifetime or have a low-risk exit strategy should their needs change.
Issue ages	0 to 75 (age nearest)	0 to 75 (age nearest)
Coverage duration	Lifetime coverage, fully paid-up at age 100	Lifetime coverage, fully paid-up at age 100
Minimum coverage	\$25,000 up to age 65 \$10,000 for ages 66 to 75	\$25,000 up to age 65 \$10,000 for ages 66 to 75
Maximum coverage	\$10,000,000	\$10,000,000
Underwriting Classification	<ul style="list-style-type: none"> • Standard Non-smoker • Standard Smoker 	<ul style="list-style-type: none"> • Standard Non-smoker • Standard Smoker
Coverage type	<ul style="list-style-type: none"> • Single life • Joint-first (2 lives) • Joint-last (2 lives) • Multi-life (2 lives) 	<ul style="list-style-type: none"> • Single life • Joint-first (2 lives) • Joint-last (2 lives) • Multi-life (2 lives)
Premium	Guaranteed level premium	Guaranteed level premium
Premium banding	None	None
Annual policy fee	Base plan: \$50	Base plan: \$50
Modal factor	0.09	0.09
Dividend Options * May be subject to taxation. See policy contract for details. ** Subject to specific conditions. See policy contract for details	Dividend Options <ul style="list-style-type: none"> • Cash Payment* • Paid-Up Additions • Annual Premium Reduction • Cash Accumulation* • Enhanced Coverage (Lifetime Guarantee)** 	Side Account (non-exempt) <ul style="list-style-type: none"> • Each participating policy includes a Side Account allowing lump sum deposits to fund future premium needs. • Additional funds can be deposited and withdrawn at any time. • Interest earned is subject to income tax.
Conversion	Not convertible	Not convertible
Policy Loans	Yes. Minimum \$250 up to 100% of the available loan value	Yes. Minimum \$250 up to 100% of the available loan value
Available benefit riders	<ul style="list-style-type: none"> • Waiver of Premium • Guaranteed Insurability • AD&D • Children's Life Rider • Children's Critical Illness Rider 	<ul style="list-style-type: none"> • Waiver of Premium • Guaranteed Insurability • AD&D • Children's Life Rider • Children's Critical Illness Rider
Available insurance riders	Solution Series CI Protect	Solution Series CI Protect
Special Features * Subject to specific conditions. See policy contract for details.	<ul style="list-style-type: none"> • Joint First Death coverage contains survivor and policy exchange options: provides survivor with temporary insurance for 90 days after the first death. • Term coverage provided under Enhanced Coverage dividend option may be converted to permanent insurance*. • The dividend scale on all participating plans is guaranteed never to fall below zero. 	<ul style="list-style-type: none"> • Joint First Death coverage contains survivor and policy exchange options: provides survivor with temporary insurance for 90 days after the first death. • Term coverage provided under Enhanced Coverage dividend option may be converted to permanent insurance*. • The dividend scale on all participating plans is guaranteed never to fall below zero.

Critical Illness Insurance

CI Protect

Plan description	10-year renewable critical illness insurance that provides a lump sum benefit if the life insured is diagnosed with one of the four covered conditions up to age 75.
Target audience	Suited for clients looking for affordable critical illness coverage without traditional critical illness insurance underwriting.
Issue ages	18 to 65 (age nearest)
Coverage duration	Lifetime coverage, fully paid-up at age 100
Minimum coverage	\$25,000
Maximum coverage	\$75,000
Coverage type	Single Life
Covered illnesses	<p>4 Conditions (as defined in the contract)</p> <ul style="list-style-type: none"> • Cancer (life threatening) • Coronary artery bypass surgery • Heart attack • Stroke
Underwriting	<ul style="list-style-type: none"> • Uses our life insurance underwriting questions • Life insured will qualify for CI Protect coverage if: <ul style="list-style-type: none"> – no family history of certain medical conditions or diseases – considered as a standard risk for life insurance, and has not been previously declined or rated for our Vital Link critical illness insurance
Underwriting Classification	<ul style="list-style-type: none"> • Standard classes only (i.e. substandard and preferred risk classes are not available) • Non-smoker • Smoker
Premium	Guaranteed rates that increase every 10 years up to age 75.
Annual policy fee	Base plan: \$50, Rider: \$0
Modal factor	0.09
Survival Period	30 days
Conversion	Not convertible
Available benefit riders	None
Available insurance riders	None
Built-in benefit	Upon claims approval, a lump sum benefit of \$1,000 will be paid if the life insured dies from any cause before becoming eligible for the CI Protect critical illness benefit

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