



PROTECTING YOURSELF AND YOUR FAMILY with Critical illness and Term life insurance.

Critical illness insurance is sometimes called a “selfish purchase”. If **you** suffer from a critical illness, **you** receive a payment. But when it comes to protecting your family’s financial security, it can actually be one of the most unselfish purchases you make. Bundle it with life insurance, and it will definitely be one of the smartest!

| THE SITUATION | THE NEED |
|---|---|
| <ul style="list-style-type: none"> • Jim (33) and Susan (30) and daughter Heather (1). • Young professionals with a household income of \$160,000. • Combined personal debt of \$65,000 for car and student loans. • \$200,000 mortgage for 25 years. | <ul style="list-style-type: none"> • Critical illness insurance: Should Jim or Susan suffer from a critical illness, it makes funds available to offset the cost of treating and managing their illness without impacting their family’s financial security. • Life insurance: An analysis uncovered a need for \$750,000 each of life insurance. Term insurance is an affordable way to cover their debt, replace their income and have funds available for Heather’s education. |

TODAY’S SOLUTION:

\$100,000 of critical illness insurance (CI) with \$750,000 of Term life insurance on each life.

| | Jim’s plan | Susan’s plan |
|---|-----------------------------|----------------------|
| | Monthly premiums | |
| \$100,000 EquiLiving® CI, 10 year renewable to age 75 | \$31.59 ¹ | \$27.45 ¹ |
| \$750,000 10 year renewable & convertible Term rider | \$30.19 | \$20.79 |
| Total | \$61.78 | \$48.24 |
| Combined premium | \$110.02² | |

¹ Includes monthly policy fee of \$4.50. ² Assumes standard non-smoker rates. Rates effective August 31, 2015.

By bundling CI with a Term rider instead of a stand-alone plan, Jim and Susan each save the policy fee, a combined total of \$108 a year. Plus, if they qualify for preferred underwriting because of their good health and lifestyle, they could save an additional \$165 a year.

FUTURE FLEXIBILITY:

In the next 5 years:

They can exchange³ their Term 10 riders for Term 20 riders to lock in a level premium for the remainder of their mortgage.

In the next 6+ years:

As their financial situation changes and they start to focus on long-term needs, they can:

- Change their 10 year renewable CI plans to level to age 75 or level to age 100 CI coverage.⁴
- Switch their Term riders to permanent insurance to address lifelong insurance needs.⁵
- Buy critical illness insurance for their children to make funds available to cover expenses, so if their child gets sick, they can take a leave from work to be by their child’s side during treatment and recovery.

Critical illness insurance + Term life insurance. A flexible combination for life.

ADVISOR USE ONLY

³ Exchange must occur prior to the 5th anniversary or up to age 65, whichever comes first.

⁴ The change must occur prior to the anniversary nearest the insured’s age 60. ⁵ The change must occur prior to age 71 of the life insured.

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