

# Simple financial protection for you and your loved ones

When it comes to life insurance, there are many options to choose from – term or permanent insurance – which one is right for your client?

If your clients need insurance coverage for a specific period of time, term insurance may be a good option.

## Take a look at Bill...

- 35 year old, recently divorced
- Entrepreneur
- Works long hours
- Still has student loan debt
- Has a condo in the suburbs
- No personal insurance

## Insurance Checklist for Bill

- Pay off his mortgage and to cover final expenses and debt in case of death
- Have funds available to cover extra expenses during a critical illness recovery period

## BMO Insurance solution for Bill

Male 35 Non-Smoker (Standard Class)	Coverage	Monthly Premium
Base Plan: Term 25	\$500,000	\$45.00
Rider 1: Living Benefit 20 (CI)	\$50,000	\$22.86
Rider 2: Disability Waiver		\$10.22
BMO Insurance Health Advocate™ Plan <sup>1</sup>		No Cost
<b>Total Monthly Premium</b>		<b>\$78.08</b>

## Other Term solutions for Bill

	Total Monthly Premium
\$500,000 Term 20 Base plan (with same riders)	\$65.03
\$500,000 Term 30 Base plan (with same riders)	\$89.78



Every Living Benefit rider includes the BMO Insurance Health Advocate™ Plan – medical information and personal assistance services for the insured and their family.



### Ideal Customer

#### Mortgage/Debt protection focus

- Ages 25-40
- Looking for “inexpensive” temporary protection

#### Key Drivers

Low Maintenance

High Insurance

Save Time

Affordability

#### The BMO Insurance Solution: Term Life

- Guaranteed rates for Term 10-15-20-25-30 renewable to age 85 and convertible up to age 71
- Available with SmartApp and SmartDelivery for better advisor and client experience
- Term Exchange Program – Term 10 or Term 15 may be exchanged to a longer term between the 1<sup>st</sup> and 5<sup>th</sup> anniversary with no further underwriting
- Bundle up and Save – add Living Benefit 10-20 as a rider
- Multi-policy discount – save \$25 on the policy fee
- Accelerated underwriting up to age 50 for life coverage amounts up to and including \$2,000,000

## 7 Years later at age 42...

- Bill is now an Executive in a growing small business
- Re-married with a young child
- Increased net worth (registered and non-registered)
- Now wants permanent insurance with tax-deferred savings
- Reduced mortgage balance

## Exercising Bill's Term Conversion Option

Option 1: Convert \$200,000 of his Term 25 coverage to Life Dimensions (Low Fees)

Option 2: Convert \$200,000 of his Term 25 coverage to The BMO Insurance Whole Life Estate Protector

	<b>Option 1: Life Dimensions (Low Fees) Level COI Minimum Premium</b>	<b>Option 2: BMO Insurance Whole Life Estate Protector (Pay to age 100)</b>
<b>Partial Term Conversion: \$200,000 Permanent Plan (Based on Male 42 NS)</b>	\$178.91 <sup>2</sup>	\$335.52
<b>Keeping his Term 25 coverage</b>	\$300,000 with disability waiver rider (based on Male 35 NS)	\$300,000 with disability waiver rider (based on Male 35 NS)
<b>Critical Illness: \$50,000 (Living Benefit)</b>	Full conversion to... Living Benefit 75 with ROPS 65 <sup>3</sup>	Keeping his... Living Benefit 20 Rider
<b>NEW Total Monthly Premium</b>	\$321.79	\$398.12
<b>Illustration Rate:</b>	1.50% (10 year GIA)	5.50% (Performance Bonus)
<b>Total Cash Value (Year   Age)</b>		
<b>13   55</b>	\$78	\$25,923
<b>23   65</b>	\$27,152 (including ROPS)	\$118,976
<b>33   75</b>	\$199	\$232,881
<b>43   85</b>	\$259	\$375,631
<b>58   100</b>	\$349	\$666,479



<sup>1</sup> BMO Insurance offers the services on a referral basis only and will not charge you for the services provided. LifeWorks and Teladoc Health, Inc. will not charge you for the services they provide. You may however, incur additional costs for services or for providers that may be referred to you by LifeWorks or Teladoc Medical Experts. These additional charges are incurred at your sole discretion and BMO Insurance will not be liable for their payment.

<sup>2</sup> Quote based on 2% provincial premium tax.

<sup>3</sup> Convert \$50,000 of his Living Benefit 20 (CI) rider to Living Benefit 75 (CI) plan and add a Return of Premium at age 65 without further underwriting.

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Insurer: BMO Life Assurance Company