



## Family discussion guide: Talking to your loved ones

For many people, life's big changes can arrive quickly and dramatically. Almost overnight, priorities can shift from our own needs, to those of our family and loved ones.

Unlike home or auto, life insurance is a sensitive topic. What's important to remember is having an open and honest discussion with your partner can help your family during the toughest times. Start with this guide, and together, we can find the right insurance plan for you.

### Three things to consider.

What if:

- 1) You or your partner passes away?
- 2) One of you is diagnosed with a critical illness?
- 3) You or your partner is unable to work due to injury or illness?

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Many Canadians don't realize how great the need for life insurance is. It's a hard question to ask, but would your loved ones be able to cope with debt, mortgage and child care payments, on top of basic financial needs, without you or your partner? Here are a few questions to discuss:

- Do you have a mortgage?
- Are you currently carrying debt?
- When you consider your current savings, would you need additional financial aid to see you through the above situations?
- If you have life insurance through work, would you need additional coverage to pay your debts and other obligations?
- Do you have dependents? Could you cover their financial needs now and in the future?

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**If you answered yes to any of these questions, you might benefit from a consultation with your Financial Advisor. They can help you find the right plan for your future, and help you resolve these questions.**

To help you prepare for meeting a Financial Advisor, and to calculate your financial necessities, [download our advisor discussion guide](#). It'll help you understand exactly what your needs are, and what you should bring to the meeting.

