

Superior Program



DISABILITY
INSURANCE

COMPREHENSIVE INCOME REPLACEMENT INSURANCE



For advisor use only

Becoming disabled is unpredictable. It can happen to anyone at any age.

Disability insurance is an essential part of anyone's financial plan because:

1 in 2 Canadians
lives paycheque to paycheque¹

1 in 3 people
have a 90-day or longer disability period at least once before age 65²

1 in 7 Canadians
disabled at any given time³

¹ IBDO Canada Affordability Index 2019
² CLHIA, A Guide to Disability Insurance
³ Statistics Canada, Commissioners disability table A.

Superior Program

Designed to protect your client's income in case of disability due to illness or accident.

- Non-taxable benefits of up to \$15,000 per month, depending on the insured's occupational class, when the premium is paid by the insured
- 24-hour coverage in case of accident or illness, whether at work, at home or while practicing sports.
- For all workers, whether self-employed, business owners or employees.



Superior protection that offers more

Waiver of premiums in case of total disability	Starting at the end of the waiting period or a minimum of 30 days
Temporary loss of full-time work	Disability insurance maintained for up to 12 months
Automatic increase in benefits	Monthly benefits will increase annually based on the Consumer Price Index
Coverage at day 0	For day surgery or hospitalization of 18 hours or more
Residual disability benefit	In case of a decrease in income and functional ability of over 20% when returning to work
Recurrent disability	No waiting period within 6 or 12 months if the disability is due to the same causes (depending on occupation class)
Special rehabilitation benefit	Portion of benefits payable during rehabilitative employment for up to 24 months
Guaranteed benefit	With financial proof of income at issue or anytime while insured on the contract
Organ donation	Benefit period up to 12 months in the event of disability resulting from an organ donation
Death benefit	Three months of benefits paid to the beneficiary after 12 months of a disability causing death
Extension up to age 75	Coverage maintained in the event of an accident, without evidence of insurability

Please refer to the terms and conditions in the contract for full details on these coverages.

Enhance coverage with options adapted to your client's reality

<p>Partial disability</p> <p>Even without completely leaving work, the insured can receive 50% of the monthly benefit.</p>	<p>Extension of regular occupation period</p> <p>Increases the period covering the insured's regular occupation from 2 years to 5 years or until age 65.</p>	<p>Broader definition for seasonal or contractual workers</p> <p>Provides eligibility for insurance if the insured works 1,050 hours per year, in just a four-month period.</p>
<p>Retroactive benefit</p> <p>Reimbursement of 60, 90 or 119-day waiting period after 6 months of disability.</p>	<p>Return of premiums</p> <p>This option refunds 50% of premiums paid if insurance was not used at all. If a claim was made, the refund will be 50% of the premiums minus the claim amount paid. Option can be exercised at age 55, 60 or 65. Automatic payment at age 65.</p>	<p>Indexation of benefits while disabled</p> <p>After 12 months of benefits, benefits are indexed based on the Consumer Price Index, to a maximum of 5% per year.</p> <p>Benefits may not exceed \$12,000 for classes 2A, 1A, B and C, \$15,000 for class 3A and \$18,000 for class 4A.</p>

Even more coverage with riders

Travel insurance	Emergency medical coverage for the whole family up to \$5 million with trip cancellation up to \$5,000 per trip
Accidental fracture	Up to \$10,000
Accidental death, dismemberment or loss of use	Up to \$350,000 as the result of an accident
Extended medical care	Medical care following an accident up to \$100,000: hospitalization expenses, ambulance, private home nursing, chiropractor, osteopath, physiotherapist, medications, dental repair following accident, etc.

This document is a short summary of the coverages and conditions of the contract and is, therefore, incomplete. Please refer to the terms of the contract, including limitations and exclusions.

Superior Program – Income Insurance

Coverage	Accident and illness Accident only	
Premium options	Level for 5 years Level up to age 65	
Regular occupation period	2 years 5 years Up to age 65	
Benefit period	2 years 5 years Up to age 65	
Waiting period (in days)	14/14+ 30/30+ 60/60+ 90/90+ 119/119+ With Option +, it is possible to be compensated starting from the first medical appointment in the event of an accident.	
Benefits	Non-integrated: are paid even if benefits are received from another source, to a maximum of \$2,000/month for a period of 2 years.	Integrated: are reduced by the benefits received from another source. The sum of all benefits paid cannot exceed the available benefit amount.

Superior Program – Overhead expense insurance

(for entrepreneurs and self-employed workers)

Coverage	Accident and illness Accident only	
Premium options	Level for 5 years Level up to age 65	
Benefit period	2 years	
Waiting period (in days)	30/30+	

Overhead expense insurance helps pay the expenses needed to run the business, such as phone, electricity, rent, employee salaries (up to three employees), vehicle, etc. Benefits range from \$500 to \$15,000, depending on the insured's occupational class.

Eligibility

- Be between ages 18 and 59 at the time of application
- Work:
 - at least 21 hours per week on a regular, continuous basis, or
 - at least 8 months and 1,050 hours per year, or
 - at least 4 months and 1,050 hours per year (rider for seasonal workers required)
- Insurance open to newcomers under certain conditions

Benefits available based on occupational class

Occupational class	Example	% of physical labour	Risk level	Min and max monthly benefit
4A	Architect	0%	Low	\$500 to \$15,000
3A	Office worker	0%	Low	\$500 to \$12,000
2A	Event organizer	≤20%	Medium	\$500 to \$9,000
1A	Plumber	>20%	Medium	\$500 to \$8,000
B	Roofer	>20%	High	\$500 to \$7,000
C	Miner	>20%	Very high	\$500 to \$6,000

Nobody is safe from the unpredictable. Let's clear up the objections!



My group insurance and government programs provide coverage in case of disability

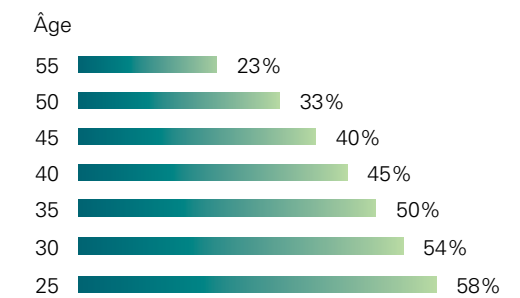
Unfortunately, not for everyone! Some government programs have limitations regarding the severity of the disability or the place where the accident happens, or they are short in duration (e.g. 112 days for employment insurance). Employer's group insurance only covers a portion of the salary. By supplementing this coverage with individual disability insurance, the insured can protect the full salary amount, and the coverage continues even after changing jobs.

No need, I'm healthy!

Yes, but you never know what could happen. That's good if there is no disability period during one's working life. In this case, the **Return of premiums** lets you recover part of the payments. See the risk of disability by age groups in the graph below.

Risk of disability based on age

Risk of being disabled 3 months or more before age 65⁴.



⁴ Source: Statistics Canada, Commissioners Disability Tables A and C

Average duration for a disability of more than 90 days

Age	Duration in years
25	2.1
30	2.5
35	2.8
40	3.1
45	3.2
50	3.1
55	2.6
60	1.6

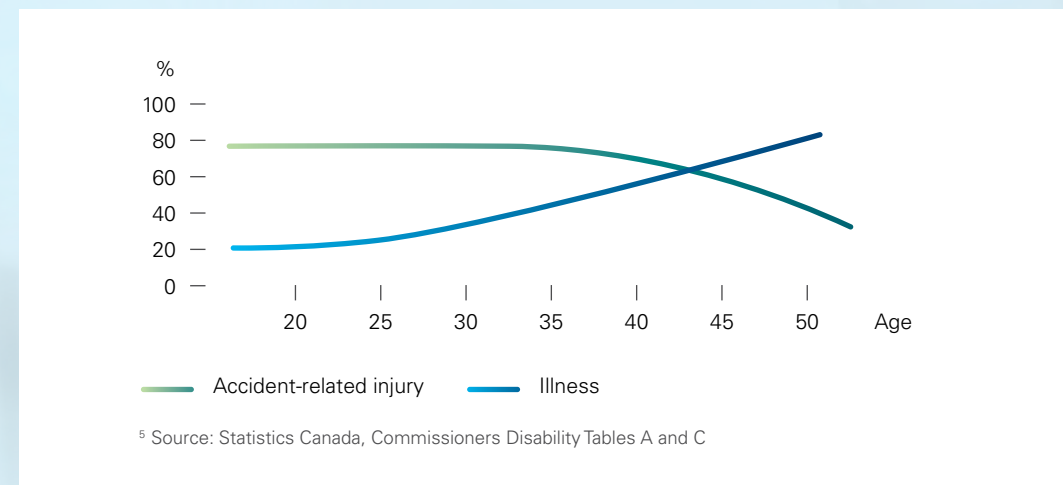
No need, I'm young and I'm just entering the job market.

It is common to hear that a person entering the labour market does not have a need for disability insurance. In fact, the risk of becoming disabled due to a disease is much less significant in younger people, but the risk of accident is much higher, as shown in the graph below. What would happen if a young person were to lose their income because they are unable to work? The younger and healthier someone is, the easier it is to obtain insurance, and at a very reasonable price.

If something bad happens, I've got money saved up.

Perhaps, but no one can say how long a disability will last. Loss of income will definitely wreak havoc on the insured's savings and may severely affect retirement savings as well.

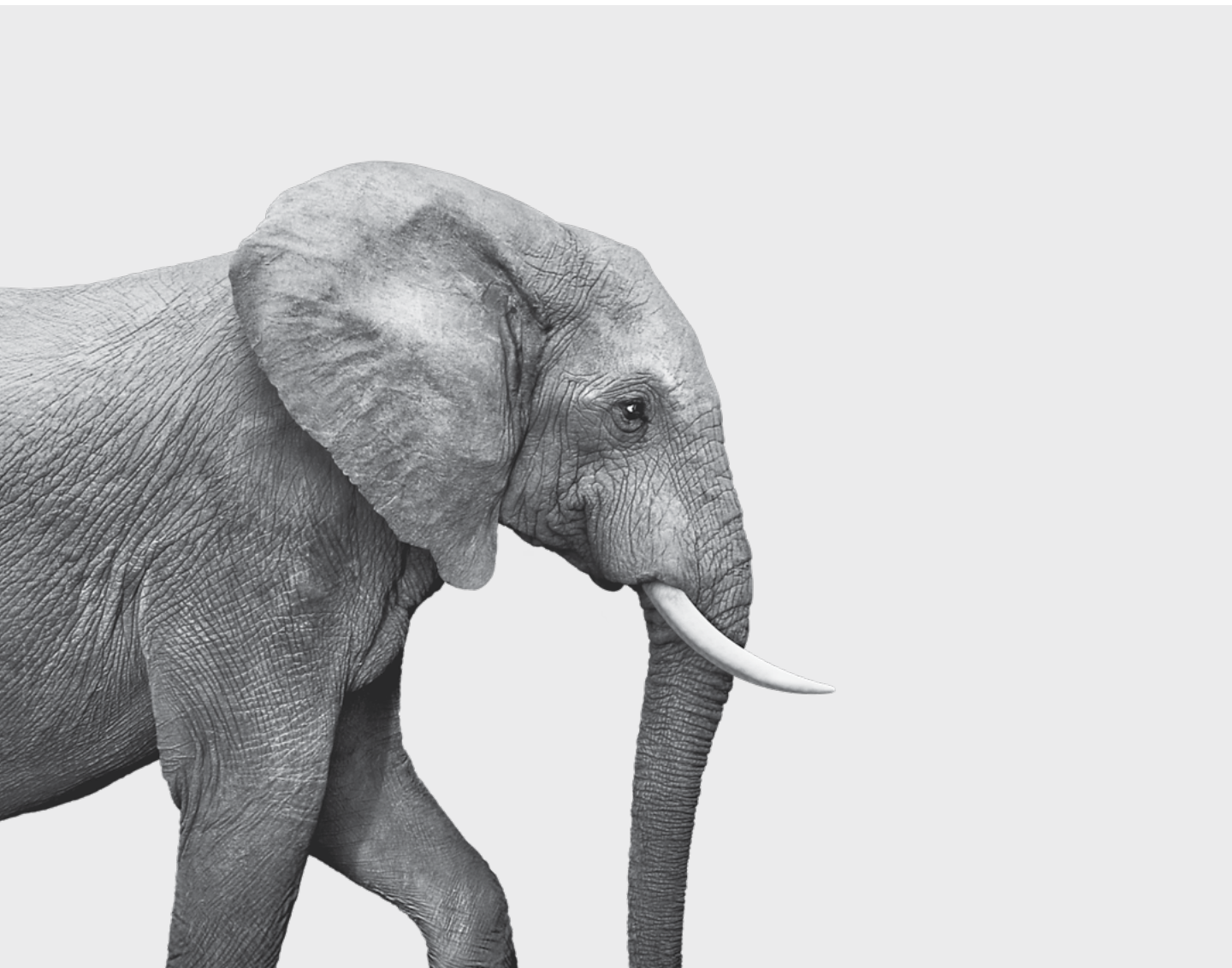
Risks and causes of disability change over time and with age⁵.



A disability may
change the life
of your clients —
so does insurance!

To know more

For an overview of the features of this product, refer to document [F13-1090A, *Summary of Living Benefits*](#), available in the Document Centre.



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