



How to choose a CI coverage amount

Recommending a suitable amount of Critical Illness (CI) coverage for your client can be a challenge. Each of your clients' needs are unique, which means you play an important role in helping them understand what to consider when choosing a suitable amount of coverage. Consider how you can help your clients arrive at a number.

1. Ask your client about the following...

Cash Flow

What is the largest cash flow item you would worry about if you were seriously ill - and how long would you like to cover it?

For example, a \$2,000 monthly mortgage for two years would be \$48,000 of CI.

Income

How much family income would you like to cover and not have to worry about if you or your spouse were seriously ill - and for how long?

For example, \$50,000 a year for two years (perhaps this amount is 60% of your combined income) would be \$100,000 of CI.

Debt

Is there an amount owing that you would like completely paid off, if you were seriously ill?

For example, your mortgage of \$400,000, or your car loan of \$35,000.

2. Then discuss...

Affordability

There are many plans available, ranging from Renewable 10 year to Permanent coverage, with or without Return of Premium options. Renewable 10 and 20 products are cost-effective options for initial protection, often have excellent renewal rates and can be converted to Level to age 75 and Permanent to age 100 without additional underwriting.

When the time is right, use [Rates to go](https://www.manuliferates.com/rates.html#shown) (manuliferates.com/rates.html#shown) to get a quick premium quote for the coverage type and amount your client is considering.

For more information, visit Advisor Portal or speak to your Manulife sales representative.

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