

# Life changes. And your client's insurance should change with it.

## RBC *YourTerm* Life Insurance is still convertible.

FOR ADVISOR USE ONLY



Insurance

Your clients can convert an RBC *YourTerm*™ Life Insurance policy to an RBC Growth Insurance™, RBC Growth Insurance Plus™, RBC Universal Life™ or T100 policy up until age 71.

The following products are available for conversion.

### RBC Growth Insurance and RBC Growth Insurance Plus

RBC Growth Insurance and RBC Growth Insurance Plus are participating whole life insurance products ideal for protecting families and helping businesses grow, as well as transferring wealth between generations. They pair life insurance coverage and the opportunity to earn tax-advantaged investment growth with the added benefits of guaranteed base coverage and premiums, and a guaranteed death benefit.

Preferred classes are not available. Term policies converted with:

- Optimum or Preferred Non-Smoker rate classification will be issued as Standard Non-Smoker
- Preferred Smoker rate classification will be issued as Standard Smoker

### Issue Limits

	RBC Growth Insurance	RBC Growth Insurance Plus
<b>Minimum</b>	\$25,000	\$250,000
<b>Maximum</b>	\$25,000,000	\$25,000,000

### Deposit Option

The deposit option may be added at the time of conversion without underwriting for 20 Pay and Life Pay options when paid-up additions is the selected dividend option. Conditions apply; refer to the RBC Growth Insurance advisor guide for more details.

### RBC Universal Life

An RBC Universal Life policy allows you to meet a wide range of clients' permanent insurance and investment needs using one convenient, flexible solution. Clients can convert their term policies up until age 71, and those who hold joint first-to-die plans can convert either to a joint permanent plan or several single-life plans.

Choose from two insurance plans:

- **RBC Universal Life** features competitive management fees.
- **RBC Universal Life with Bonus Interest** offers a 1.5% guaranteed bonus every year.

### Issue Limits

- Minimum: \$50,000
- Maximum: \$10,000,000
- Preferred classes available for amounts of \$500,000 or more for ages 18 to 55 and \$250,000 or more for ages 56 and above

### Death Benefit and Cost of Insurance Options

- Level protection with annually increasing Cost of Insurance (COI)
- Increasing protection with annually increasing COI, with an option to switch to level COI
- Increasing protection with level COI



Universal Life Level Cost of Insurance	\$500,000		
	Age 50	Age 55	Age 60
Standard MNS			
RBC Insurance Universal Life	\$6,684	\$9,026	\$12,276
BMO – Life Dimensions	\$6,918	\$9,005	\$11,985
Canada Life – Universal Life	\$7,943	\$9,928	\$13,173
Desjardins – Universal Life	\$6,710	\$8,860	\$11,815
Equitable Life – Equation Gen. IV	\$7,261	\$9,406	\$12,816
Industrial Alliance – Genesis	\$7,940	\$9,925	\$13,170
Ivari Universal Life	\$7,041	\$9,316	\$12,846
Manulife – InnoVision	\$8,209	\$9,837	\$13,282
Manulife – Security	\$7,503	\$9,208	\$12,278
Sun Life – Sun Universal Life	\$7,312	\$9,235	\$12,123
<b>RBC Insurance Ranking</b>	<b>1</b>	<b>4</b>	<b>5</b>

Source: LifeGuide<sup>‡</sup>, Jan. 2021

Initial annual premiums rounded to the nearest dollar, excluding incentives offered by competitors. The RBC premium rates illustrated above are for standalone policies only.

#### Interest Options

- Fixed interest options with minimum interest guarantees
- Variable interest index options
- Variable interest fund options, including four RBC Select Portfolio options
- Competitive management fees
- Four free transfers between interest options per year
- Four interest options guaranteed available for the life of the policy

#### Living Benefits

- Embedded disability benefit with four definitions of disability
- No charges or market value adjustments applicable to disability benefit payments
- Compassionate advance for terminal illness

For more information, contact your MGA or your RBC Insurance<sup>®</sup> Sales Consultant at 1-866-235-4332 or visit [rbcinsurance.com/advisor-lifeconversion](http://rbcinsurance.com/advisor-lifeconversion).

Universal Life Level Cost of Insurance	\$500,000		
	Age 50	Age 55	Age 60
Standard FNS			
RBC Insurance Universal Life	\$5,653	\$7,296	\$10,046
BMO – Life Dimensions	\$5,995	\$7,561	\$10,036
Canada Life – Universal Life	\$6,831	\$8,566	\$11,347
Desjardins – Universal Life	\$6,832	\$7,390	\$9,710
Equitable Life – Equation Gen. IV	\$6,219	\$7,857	\$10,624
Industrial Alliance – Genesis	\$6,830	\$8,565	\$11,345
Ivari Universal Life	\$6,156	\$7,761	\$10,291
Manulife – InnoVision	\$7,028	\$8,216	\$11,011
Manulife – Security	\$6,424	\$7,686	\$10,174
Sun Life – Sun Universal Life	\$6,266	\$7,750	\$10,419
<b>RBC Insurance Ranking</b>	<b>1</b>	<b>1</b>	<b>3</b>

Source: LifeGuide<sup>‡</sup>, Jan. 2021

Initial annual premiums rounded to the nearest dollar, excluding incentives offered by competitors. The RBC premium rates illustrated above are for standalone policies only.

#### Term 100

Term 100 is permanent life insurance with a level premium to age 100 and a level death benefit. The level sum insured and all premiums are guaranteed not to change.

Preferred classes are available for amounts of \$500,000 or more for ages 18 to 55 and \$250,000 or more for ages 56 and above.

#### Issue Limits

- Minimum: \$50,000
- Maximum: \$10,000,000

#### Survivorship Option

The same or similar insurance coverage will be available to the survivor of a joint first-to-die policy, without evidence of insurability, if it's purchased within 60 days of the joint insured's death. This benefit expires at each individual life insured's age 70.



Insurance

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