



Needs analysis Term Plus Total Disability Rider

The Total Disability Rider is a credit protection that can be added on Term Plus life insurance.

By choosing the Total Disability Rider to cover credit insurance needs, insureds will receive a monthly benefit in case of a total disability to help maintain their financial commitments and relieve financial worries.

The benefit amount is based on the amount of eligible monthly payments and proof of loan(s) provided at the time of a claim.

Importance of a needs analysis for disability protection as insurance needs change

The monthly benefit amount requested should be based on a needs analysis, considering eligible loans and monthly loan payments eligible for disability coverage. It is important for advisors and clients to meet periodically to ensure that the disability protection at any given time corresponds to the client's needs.

Needs analysis

Name of client: _____

Stay at home spouse or spouse on parental leave: Yes No (if yes, maximum monthly indemnity is \$1,000)

Loans to insure	Balance	Monthly payment	Loan already insured?*	Monthly indemnity requested
Mortgage loan	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Mortgage line of credit	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Personal line of credit	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Personal loan	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Car loan	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Student loan	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Other loans				
	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
	\$	\$	Yes <input type="checkbox"/> No <input type="checkbox"/>	\$
Total	\$	\$	Insurance need Report this amount in section C of the insurance application.	\$

* A loan already covered under another disability insurance is not eligible.

Signature of client

| Y | Y | Y | Y | M | M | D | D |
Date

Signature of advisor

| Y | Y | Y | Y | M | M | D | D |
Date

Eligibility

The insured must:

- subscribe to Term Plus life insurance;
- work at least 21 hours per week; and
- have worked 8 months or more during the last 12 months at a rate of at least 21 hours per week.

A stay at home spouse or spouse on parental leave:

- is eligible for a monthly indemnity only when the working spouse subscribes to Term Plus life insurance (the spouse's name must appear on the loan document for which insurance is requested); and
- is eligible to subscribe to a maximum monthly indemnity of up to \$1,000 for a benefit period of 2 years.

Note that a spouse on parental leave must have a regular occupation insurable according to our criteria to be eligible for a maximum amount of \$1,000.

Eligible loans

To be eligible for coverage in case of total disability, a loan must have been taken out with a financial institution.

The following loans are eligible:

- a mortgage loan or line of credit;
- a personal loan or line of credit;
- a loan for the purchase or lease of an automobile, motorcycle, boat or recreational vehicle;
- a student loan;
- a commercial loan; and
- a loan for investment purposes.

The following loans are not covered:

- loans between individuals and credit card balances; and
- any loan already covered under another disability insurance policy.

Loan for an apartment building

A loan for an apartment building is considered eligible if:

- the insured owns and lives in the building; and
- the building has no more than 6 apartments, including that of the insured.

Loan for a building housing a business

A loan for a building housing a business is considered eligible if:

- the insured owns the business;
- the business occupies at least 50% of the building's inhabitable area; and
- the business revenues are generated from the occupation carried out at this location.

Benefit payable upon disability

The benefit payable upon total disability corresponds to the lesser of:

- the total of the eligible monthly payments of the eligible loans outstanding at the start of the total disability; and
- the policy's monthly indemnity, determined based on the needs analysis for disability coverage.

Proof of eligible loans is required at the time a claim is made.

A document from the financial institution is required at the time a claim is made. The name of the insured(s) as holder(s) of the loan or line of credit, the monthly amount required and the remaining balance of the loan or line of credit must be indicated in the document.

The purpose of this document is to provide a summary description of an insurance product offered by SSQ Insurance Company Inc. It is not intended to describe all the provisions, exclusions and limitations applicable to a benefit or to a specific insurance policy. For a complete description of the provisions, exclusions and limitations, please refer to the policy.