

Term life insurance



INSURANCE THAT KEEPS PACE WITH YOUR BUSINESS



iA Financial Group, leader in term life insurance!

As the industry leader in term life insurance, iA Financial Group is a partner of choice for Canadian business owners.

With the most comprehensive and flexible range of coverage in the industry, find out how our term life insurance can help you protect the financial security of your business now and give you options to adapt to your changing needs over time.

An affordable, effective solution to protect your business

Term life insurance can be an ideal solution to protect your business against negative financial repercussions in the event of the premature death of a shareholder or key person.

The affordable cost is a major advantage that allows your business to benefit from coverage adapted to its needs while maximizing its other investments. Term life insurance is an attractive option for businesses that may not plan to use leverage strategies for liquidity management.

In addition, term life insurance coverage does not include a surrender value. Therefore, it doesn't affect the eligibility of the company's shares for capital gains exemption, if applicable. There is also a financial advantage in having the company pay the premiums, rather than having the premiums paid directly by a shareholder or key person, due to the difference in tax rates for a corporation and an individual.

Coverage that keeps pace with your business!

Whether your business is just starting out, in a growth phase or has reached maturity, term life insurance adapts to your changing needs by providing appropriate coverage to meet the objectives below.

Protecting the company's working capital

Ensure your company meets its short- and medium-term financial commitments by providing liquidity that's essential to maintaining financial balance in the event of the death of a shareholder.

Insuring a key person

Ensure your business continuity and protect it against the negative impact of the untimely death of a key person by securing the cash flow you would need to hire a replacement.

Funding a shareholder agreement

Secure funding for a buy-sell agreement among shareholders so that you can pay for the shares at the appropriate time using the death benefit.

Securing a commercial loan

Ensure repayment of a loan in the event of a death and benefit from a guarantee that improves your company's ability to obtain financing from a lending institution. Under certain conditions, premiums may be subject to tax deductions.

Ensuring intergenerational succession

Protect the intergenerational transfer of your business by allowing the redemption of shares issued following an estate freeze in the event of the premature death of the founding shareholder.

A wealth of advantages for even more flexibility

In addition to meeting your business needs with comprehensive, flexible and affordable coverage, your company will benefit from the many advantages that make our term life insurance the most popular range of coverage on the market.

Face amount decreasing to 50%

Ideal for covering your loan-related needs, Pick-A-Term offers a face amount which decreases to 50% of the initial capital and then remains level. This unique flexibility offers you an even more affordable option to guarantee a loan in case of a death.

Wide range of additional coverage options

With 16 additional coverage options, you can get comprehensive coverage for your business' insurance needs under one policy, including disability and critical illness coverage. You can also take advantage of the Combined Coverage discount that saves you the cost of additional policies for these additional coverage options!

Guaranteed renewal

If your need for coverage continues, you can renew the business's term life insurance at the end of the coverage term without additional evidence of insurability. This guarantees future coverage for your business even if there is a change to the insured's health condition.

Renewal at YRT premiums

Available with Pick-A-Term, renewal at yearly renewable term (YRT) premiums offers additional leeway at a better cost when the need for life insurance is extended for a few years. This may be the case, for example, if you extend the term of a commercial loan or take out a new one.

Conversion

If your short-term needs turn into long-term needs, you can convert 10-year coverage into 20- or 30-year coverage within five years after your term life insurance is issued. You can also, at any time, convert term coverage into permanent coverage from our wide selection of participating, universal or whole life insurance products. These conversions can be made without additional evidence of insurability, which guarantees future coverage options for your business even if there is a change to the insured's health condition.

Beneficial underwriting

With our EVO technological platform, you benefit from an accelerated quote process for coverage up to \$2M if the insured is 18 to 50 years old, with no systematic medical requirement.

If you submit an application for coverage over \$2M, you could benefit from one of our 4 preferential rate classes if the insured has a healthy lifestyle. Alternatively, you can also easily access our standard risk status for coverage amounts of up to \$1M thanks to our superior risk tolerance.

VIP underwriting

With a minimum annual premium of \$10,000, you can take advantage of iA Financial Group's VIP program, which offers personalized underwriting services and handling of your file in under 24 hours.

iA Large Case Solutions program

Our team of experts can support you in implementing complex financial and tax strategies and optimizing your insurance products by recommending personalized, simple, high-performance solutions to meet the specific needs of your business.

**Complete,
flexible and
affordable
coverage.**



Meet Christopher and David

As he approaches age 50, Christopher wants to protect the financial security and sustainability of the IT company he founded, in case he were to die unexpectedly. He now shares ownership of the company with a younger 30-year-old professional, David. Over the next few weeks, they're planning to obtain a loan to modernize some of their equipment and attract new employees.



Coverage that keeps pace with their business

After an analysis of their needs, their financial security advisor determines that:

- The company has a short-term need: securing a new commercial loan to ensure reimbursement in case of death of one of the shareholders
- The company also has medium-term needs: insuring a key person and funding a shareholder agreement

The advisor therefore recommends to Christopher and David:

- Pick-A-Term term life insurance coverage for a 10-year term, with a coverage amount of \$2.5M for each of the shareholders
- Pick-A-Term term life insurance coverage for a 20-year term, with a coverage amount of \$2.5M for each of the shareholders

Solution

Coverage	Monthly premium for Christopher	Monthly premium for David	Monthly premiums for the business
Pick-A-Term T10 – \$2.5M	\$311.40	\$101.70	\$413.10
Pick-A-Term T20 – \$2.5M	\$600.75	\$121.50	\$722.25
Total years 0 to 10	\$912.15	\$223.20	\$1,135.35
Total years 11 to 20	\$600.75	\$121.50	\$722.25

Assumptions: Men, 50 and 30 years old, non-smokers. Monthly premiums based on rates in effect on April 30, 2022.

Starting now:

- This combination of term coverage allows Christopher and David to take advantage of the flexibility of term insurance to meet the specific needs of their business while minimizing their costs.
- With a minimum annual premium of \$10,000, the company benefits from the VIP underwriting program, which offers handling of their file in under 24 hours.

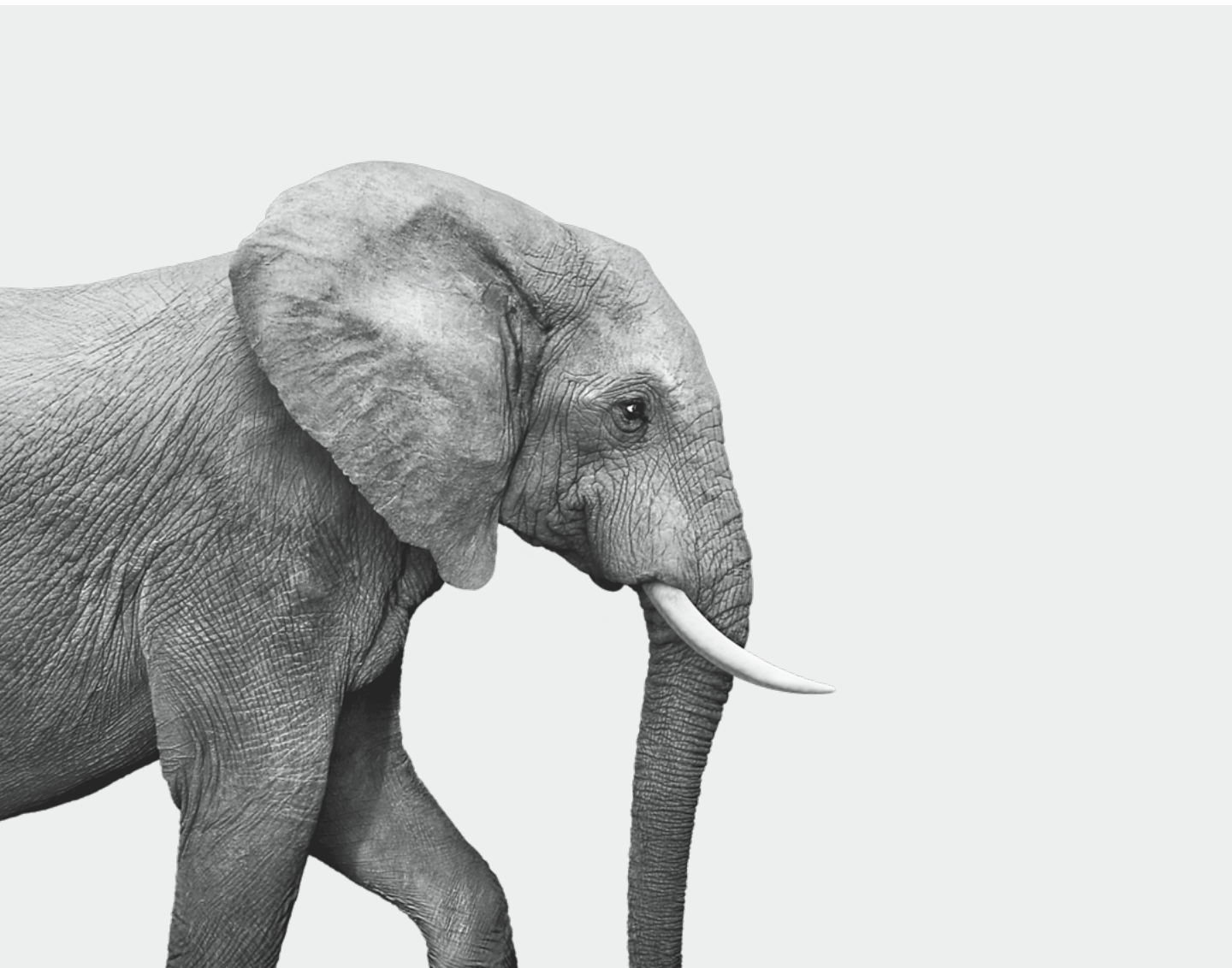
In the future:

- At the end of the contract term, the company will have leeway thanks to guaranteed renewal at yearly renewable term (YRT) premiums to extend the insurance coverage for a few more years at an affordable price if the term of the loan is extended.
- The company also has access to personalized expertise and support from our iA Large Case Solutions team if they want to implement more complex financial strategies during their coverage term.

iA Financial Group – A solid, trusted company

With over 125 years of history in the insurance and wealth management businesses, iA Financial Group is a name that inspires trust for its clients. Founded in 1892, iA has always succeeded in adapting its practices and product offering to changing market needs in order to meet the needs of clients.

Our mission is to ensure the financial wellbeing of our clients by offering them personal insurance coverage and investment solutions to help them achieve their personal goals.



F13-1180A(23-10) ACC

INVESTED IN YOU.

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