# **Credit Protection Insurance**

Protection covering all your financing needs





### **NEEDS ANALYSIS**

Presented to:	
Prepared by:	
repared by:	

Date:

## For your...

- Personal line of credit
- Mortgage loan or line of credit
- Personal loan (automobile, boat, recreational vehicle, renovations, studies, etc.)
- Commercial mortgage loan
- Agricultural loan
- Car lease

## Why choose La Capitale?

When you choose La Capitale's Credit Protection Insurance, you get a fixed or decreasing term life insurance policy with a Disability Income Benefit rider. Here is the full range of benefits and features that La Capitale gives you.

Does your current credit insurance give you as much?	YES	NO
<ul><li>Insurability</li><li>Insurability verified at the time of application, not at the time of a claim</li></ul>		
<ul> <li>At the time of the disability benefit claim</li> <li>No integration of benefits: No consideration of any other benefits payable.<sup>1</sup></li> <li>No proof of loan required<sup>1</sup></li> <li>No proof of income required</li> <li>The policyholder (individual) may provide an Assignment of Benefit form to name another person as beneficiary of the monthly disability benefit (insured or financial institutions)</li> </ul>		
<ul> <li>Flexibility</li> <li>Would you still be insured if:</li> <li>you changed financial institutions?</li> <li>you changed financing methods?</li> </ul>	O	O
<ul> <li>Product features</li> <li>A premium that's guaranteed for the duration of your contract</li> <li>You choose the duration of your Disability Income Benefit payments:         <ul> <li>2 years, 5 years or at expiry of the insurance contract</li> </ul> </li> <li>Your choice of a fixed or decreasing insured amount</li> <li>An insured who suffers a total loss of autonomy before age 60 receives, during his or her lifetime, a benefit equivalent to 50% of the insured amount (amount of insurance at end</li> </ul>		
of term for a decreasing term), up to a maximum of \$200,000  The option of converting your Term Life Insurance into permanent insurance  Includes a reimbursement of total policy premiums in the event of the loss of the policyholder's job  The freedom for your designated beneficiary to use the money as he or she sees fit  The option to apply for a rider for The Provider – Monthly income for your loved ones		
- The option to obtain a Fixed Term Critical Illness rider.		

<sup>1.</sup> If you provided proof of loan at the time of issue and if the benefit amount is \$2,000 or less.

La Capitale's Credit Protection Insurance offers you comprehensive coverage that can help you avoid financial worries. You and your family can have peace of mind, knowing that you are sheltered from any unforeseen events that could jeopardize your financial security.

FINANCIAL NEEDS ANALYSIS	YES	NO
Client 1 Homemaker spouse		
Client 2 Homemaker spouse		

#### ELIGIBILITY CRITERIA FOR DISABILITY INCOME BENEFIT COVERAGE

- Work at least 20 hours per week AND at least nine months per year with a minimum annual income of \$12,000
- Work in an insurable profession (see La Capitale list)
  - **Salaried employee:** for at least one year (insurable profession)
  - Self-employed worker: for at least one year in the same field or area of activity
  - New self-employed worker: at least one year of experience in the same field or area of activity
  - Exception: Homemaker spouse or student (see Fact Sheet)

Basic life insurance			
	Client 1	Client 2	
ELIGIBLE CREDIT AMOUNT	(loan amount)		
Mortgage loan Commercial mortgage loan Agricultural loan Personal loans Car lease			
Mortgage line of credit Personal line of credit TOTAL LOANS		amount used)  f life insurance otal credit amount	

Critical Illness Insurance rider			
Choose a fixed amount or specify a number of payments	Client 1	Client 2	
to cover the total loans.	The amount of Critic		
	for life in		
PROOF OF LOAN TO BE PROVIDED AT TIME OF ISSUE			
FOR DISABILITY INCOME BENEFIT APPLICATIONS  Current monthly statement is acceptable			
in the case of	a line of credit.		

Disability Income Benefit rider			
	Client 1 Client 2		
CREDIT AMOUNT (monthly pay A. Residential mortgage <sup>2</sup> Loan Line of credit	(principal + interest + taxes) (1% of the balance used + taxes)		
B. Other loans <sup>3</sup> Personal loans Car lease Commercial mortgage loan Agricultural loan	(principal + interest)		
Personal line of credit TOTAL LOANS	(1% of the balance used)  Amount between \$250 and \$3,500 without exceeding \$15 per month per \$1,000 of death benefit		
ELICIDI E DICADII ITV DENEEIT AMOUNT			

#### ELIGIBLE DISABILITY BENEFIT AMOUNT

The eligible benefit amount is equal to the total sum of monthly payments, up to a maximum of \$3,500 per month. This is the case regardless of the gross monthly income and any other individual benefit or disability insurance in force or pending.

#### **DURATION OF AVAILABLE BENEFITS**

Would you like to cover a loan mentioned in Section B, Other loans?

Yes	If so, please choose: 2 years	or	5 year
No	If not, please choose:		

2 years 5 years or until expiry

- 2. If two or more people are applying for a Disability Income Benefit, it can be granted for the entire monthly payment amount. 3. If one of the other loans is in the name of both insureds, the amount is shared by the insureds.

### **Notes**

#### A and B ELIGIBLE CREDIT AMOUNT

#### Personal line of credit

#### For residential mortgage loans/lines of credit taken out with a financial institution

- Only borrowers whose names appear on the deed of loan can apply for a Disability Income Benefit.
- The insured must be the owner-occupant of the mortgaged residence.

#### Personal loan

Automobile, boat, recreational and leisure vehicle, renovations, studies, etc.

#### Commercial mortgage loan/line of credit

- Building housing a business (available only if the building is occupied by the insured or the insured's company and the income considered results from the occupation carried out at this location).
- Owner-occupant, 4 units or less.
- Retirement home building, 4 lodging units or less.

#### Agricultural loan

Car lease

#### INSURABLE INCOME - DISABILITY INCOME BENEFIT

#### **Employee**

Gross monthly income, less any income from investments, rent, capital gains, retirement pensions and any other sources.

#### Self-employed

 Net income from the insured's business or professional activities, as declared in the financial results for tax purposes, less income tax.

#### Farm operator

• Income considered corresponds to net income increased by 25%. As such, an income of \$0 is not eligible for benefits.

#### Student

- Gross monthly income for last 2 years
- Graduate students (university or technical college): Eligible if working in their area of training, even if duration of employment is under 1 year and the annual salary is under \$12,000.
- Masters and Doctoral students may be eligible, subject to certain conditions (for example, paid research, assistant professor or any other duties, provided they devote more than 20 hours per week, more than 9 months per year to such work and the annual salary is under \$12,000).

#### Homemaker spouse

- Spouses can be insured according to the least of the following amounts:
  - 50% of the benefit amount granted to the wage-earning spouse
  - \$1,000 per month
- The spouse must be a co-borrower.



For life. And all it brings.