

One product with two solutions: DI to LTC conversion

For advisor use only

At RBC Insurance®, we offer the protection to help suit your clients' changing needs throughout their lifetime. When your clients buy a disability insurance policy, they have the opportunity to convert their policy to a long term care policy when they're ready — one product, two solutions.

At RBC Insurance, our disability insurance policy gives clients the comfort of knowing they've made arrangements to supplement their income in the event of a disability now and the convenience to convert their policy to a long term care policy down the road. This means they can opt for long term care insurance to help protect their savings and assets should they require long term care at some point in the future.

You can use this chart to view the product features and specifications of this conversion option so you can easily communicate the appropriate information to your clients.



DI products with LTC conversion option	The Professional Series®, Quantum®, The Foundation Series® and Bridge Series® products issued on or after August 5, 2008
Conversion age range	Any time between ages 55 and 65
24-month eligibility rule	To be eligible for conversion, DI benefits must have been in force for at least 24 months
Conversion formula	\$1,000 per month of DI benefit converts to \$33 per day of LTC facility care benefit, rounded up to the next \$10 per day
Maximum conversion	\$200 per day of LTC facility care benefit maximum, from all conversions, from all RBC Insurance policies

continued

Partial conversions	<ul style="list-style-type: none"> ■ Less than the full DI benefit may be converted ■ The remaining DI benefit will continue to be in force ■ The minimum partial DI conversion amount is \$1,000 per month
Insured's health at conversion	<p>There is no medical underwriting at the time of conversion. However, at the time of application for conversion, the insured must not:</p> <ul style="list-style-type: none"> ■ Be disabled ■ Have claimed disability benefits in the prior 12-month period ■ Be unable to do two or more activities of daily living ■ Be cognitively impaired
Conversion rules	The designated LTC policy and available options and riders will be subject to our conversion rules in effect at the time of conversion
Converted LTC policy premiums	The then current attained age (nearest) premiums will be payable for the converted LTC policy
Underwriting	The converted LTC benefit must be within LTC issue and participation limits at the time of conversion

We are now pleased to also offer LTC conversion to eligible existing RBC Insurance DI policy holders who purchased prior to August 2008.

Call us today

With the built-in DI to LTC conversion option and our conversion offer for in-force clients, RBC Insurance is offering your clients the opportunity to purchase one product with two solutions, helping to meet their needs as they change over time. Very few policies offer this conversion option — one more reason to choose RBC Insurance.



For more information, contact your MGA, speak with your RBC Insurance sales consultant at 1-866-235-4332 or visit www.rbcinsurance.com/salesresourcecentre.



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