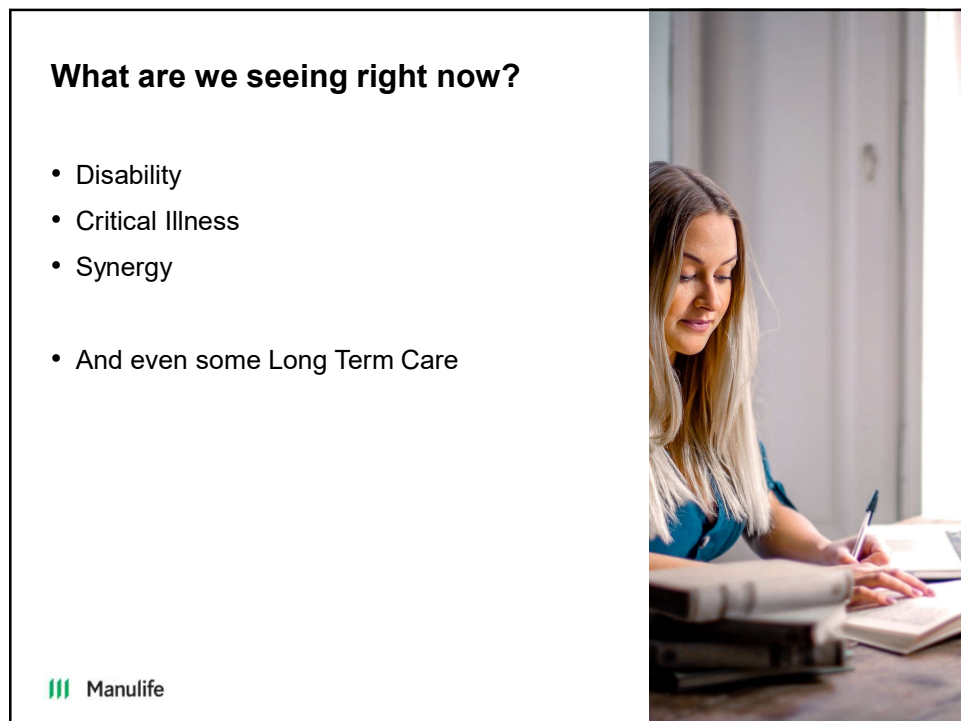


1



2

What do you see?

OPPORTUNITYISNOWHERE

3

SHIFT?


4



5



6



**WebMD**  
Convince yourself that you have a terminal illness.


Manulife

Manulife University 7

7

### What are we seeing right now?

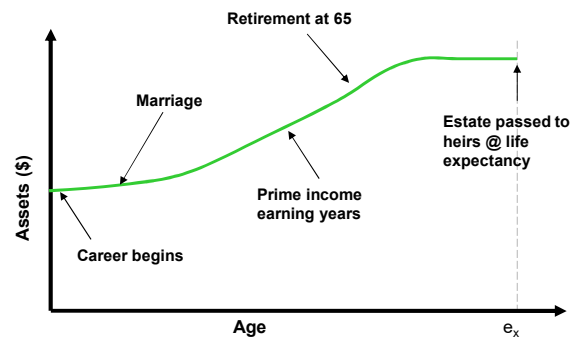
- Disability
- Critical Illness
- Synergy
- And even some Long Term Care
- FOH



Manulife

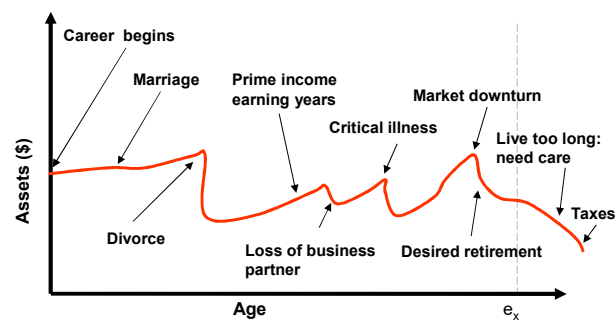
8

## Financial Plan



9

## Reality Check



10

# Disability Insurance

## What are we seeing right now?

- New business owners
  - Using Venture New Business Offer
  - \$1000/90/24
  - + AIR
- Topping up
- Business Overhead cases
- Future Care exchanges



11

## Future Care Exchanges

Disability	LivingCare				
Monthly benefit	Monthly benefit for home care	Monthly benefit for facility care	Benefit option	Total amount of insurance	Monthly premium
\$6946	\$3,743	\$6,946	0.5%	\$649,600	\$544.40
			1%	\$374,300	\$464.03
			2%	\$173,650	\$343.35

Current DI plan XXXXXXXXXX is \$611.74/month

Assumes and no changes in LTC premiums

.5% benefit option = 200 payments or 16.6 yrs home/8.3 yrs facility

1% benefit option = 100 payments or 8.3 yrs home/4.16 yrs facility

2% benefit option = 50 payments or 4.16 yrs home/2.08 yrs facility

12

Male, non-smoker, 40 yrs old, 30 day elimination / 24 month coverage with no riders

BOE	2A risk	3A risk	4A risk
\$1000	\$26.27	\$21.94	\$15.25
\$3000	\$78.32	\$65.82	\$45.72
\$5000	\$131.37	\$109.69	\$76.20

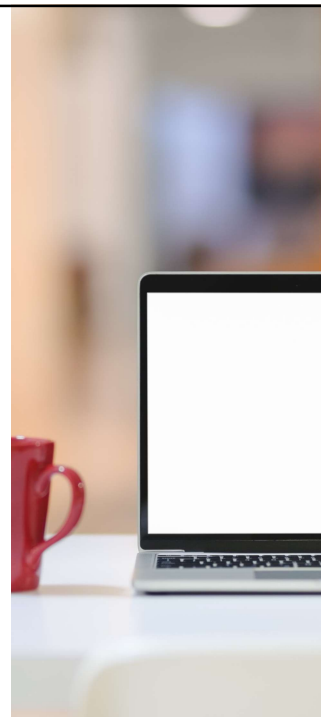
Products are equal - Rates current as of December 2019

13

## Critical Illness (includes HSN)

### We are seeing ...

- Business Continuation coverage
  - Term, 15 pay, Split Dollar
- Level 100 (Permanent) over T75 (Level)
- Level 65
- Term 20 vs Term 10
- Health Care Fund

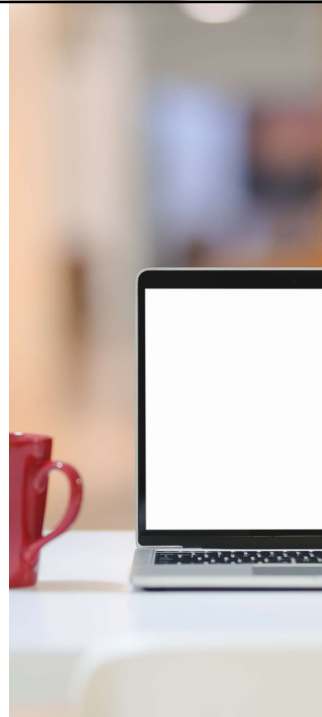


14

## Critical Illness (includes HSN)

### We are seeing ...

- T100 without ROPS
- CI upside down
- Uninsurable parent/grandparent




15

# SOME



16







## SOME Critical Illness Insurance

Male	Female
30 - \$12.68	30 - \$12.57
35 - \$14.15	35 - \$14.39
40 - \$17.61	40 - \$18.24
45 - \$23.91	45 - \$24.25
50 - \$33.61	50 - \$30.28
55 - \$52.26	55 - \$41.35

**\$25,000 of Term 10 Lifecheque from Manulife**  
**Fully convertible**



17




### CRITICAL ILLNESS INSURANCE


The choice is yours – thanks to a lump sum payment

Manulife's critical insurance benefit pays a tax-free, lump sum that the recipient can use however and whenever they wish.


Here are some examples of how a critical illness insurance benefit can be used:

**PERSONAL COSTS**

- Replace lost income
- Pay or retire a debt/mortgage/line of credit
- Supplement retirement savings
- Fund children's education and financial plans
- Extra time off work or unpaid leave for spouse
- Celebrations, vacations and dream items (car, boat, etc.)

**BUSINESS COSTS**



- Salaries for replacement or additional staff while recovering
- Maintain pre-illness income level
- Modify working hours and duties
- Pay or retire a debt/mortgage/line of credit
- Fund a buy-sell arrangement

**TREATMENT AND RECOVERY COSTS**

- Holistic treatments and organic nutrition
- Additional physiotherapy or rehabilitation
- Medications not covered
- Vehicle and home modifications
- Medical equipment and supplies
- Fertility treatments
- Alternative out-of-country medical treatment
- Hire additional at-home help
- Expenses associated with treatment travel expenses (parking, hotel, food)

**Freedom of choice and flexibility can make a tough situation better**

Not only can one spend the money on whatever they choose, including items not listed in this piece, a lump sum payment allows for flexible spending options – either incrementally or all at once.

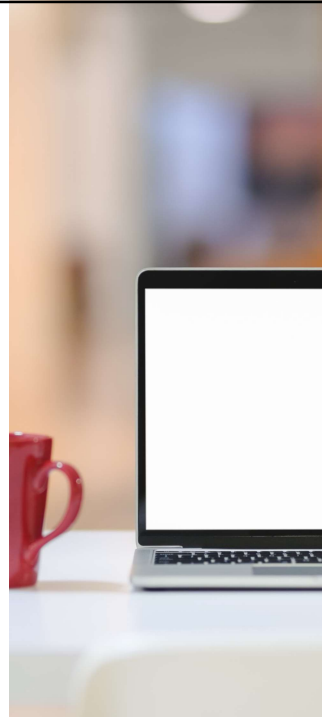


18

## Synergy (includes HSN)


### We are seeing ...

- Solve for fledgling business owners
- Mini adult policies
- Solutions for lower DI risks



19

## Why Life and not DI and/or CI? Insureright.ca

Your Risk Results	
Age	44 46
Gender	 
Smoking status	 
Combined Risk*	Likelihood
Disability before age 65	52 %
Critical illness before age 65	30 %
Dying before age 65	8 %
Probability of dying, becoming critically ill or disabled before age 65**	65 %
<a href="#">Recalculate your risk</a>	 <a href="#">Print results</a>  <a href="#">Email results</a>



20

## Which job would you choose?

***"I need to ask you a hypothetical question. If you were given the choice between these two jobs, which would you take?"***

### Job A

- \$100,000 while you are working
- \$0 if you can't work
- **How long can you support your lifestyle without an income?**

### Job B

- \$95,231 while you are working
- \$60,840\*\* if you can't work
- **Does it not make sense to protect our greatest asset?**

\*Salaries shown are all on a before tax basis except where noted. \*\* Rate based on Proguard Series, Male, age 35, \$100K income, Commercial Real Estate Sales, 2A, 90 EP, 65 BP, monthly benefit \$5070 (or \$60,840 annual), annual premium of \$2861.47 grossed-up to reflect the fact that the premium is paid with after-tax dollars @ a tax rate of 40% which is an after tax cost of \$4,769.

## Which job would you choose?

### Job A

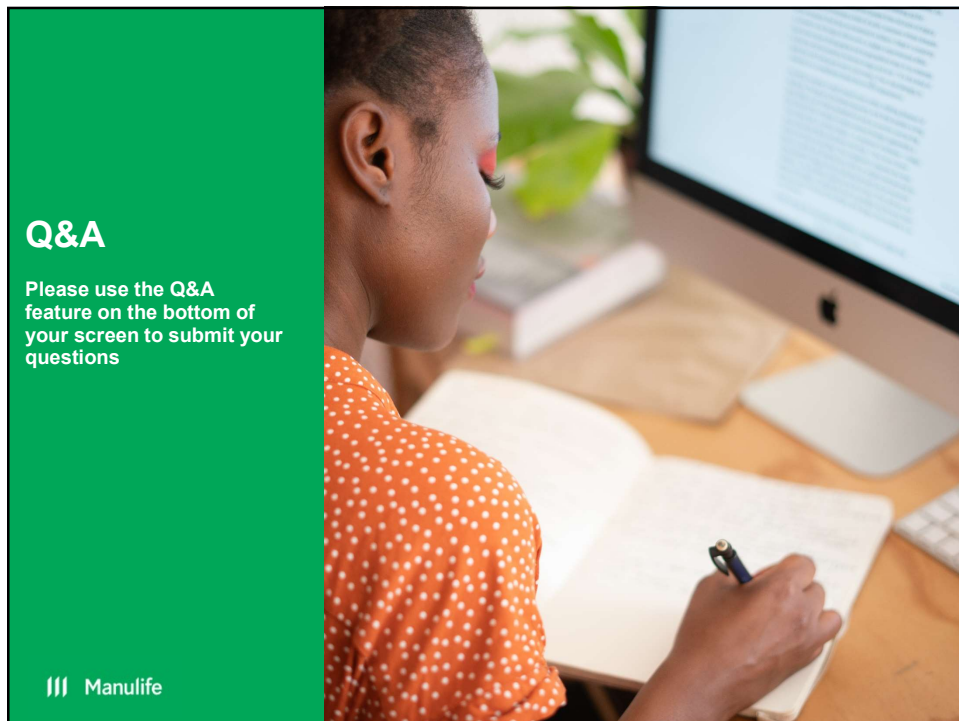
**\$80,000** while you are working

- ✗ **\$0** for your loved ones in the event of unexpected death.
- ✗ **\$0** tax free annually if you are unable to work due to an injury or illness.
- ✗ **\$0** tax free lump sum benefit if you are diagnosed with a serious illness and survive.

### Job B

**\$77,145** while you are working

- ✓ **\$500,000** for your loved ones in the event of unexpected death.
- ✓ **\$51,000** tax free each year (paid monthly) if you are unable to work due to an injury or illness.
- ✓ **\$80,000** tax free lump sum benefit if you are diagnosed with a serious illness and survive.
- ✓ Earn Vitality rewards and premium savings for adopting a healthy lifestyle



## Q&A

Please use the Q&A feature on the bottom of your screen to submit your questions

Manulife

23

## Q&A

Please use the Q&A feature on the bottom of your screen to submit your questions

Manulife

### New Business Temporary Measures

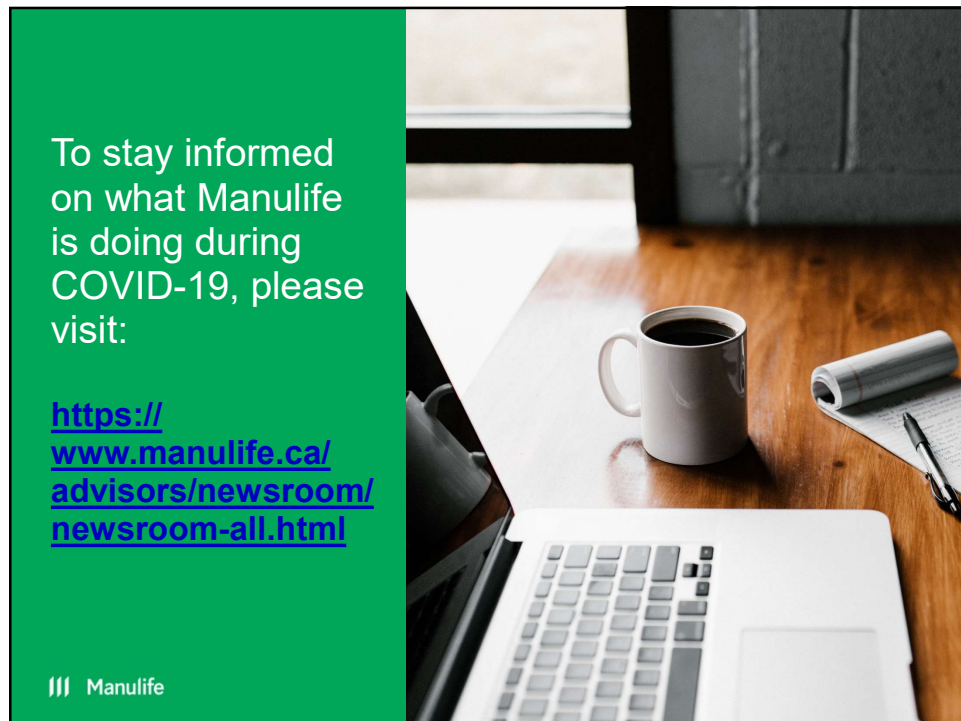
(As of April 13<sup>th</sup>, 2020)

- Non Face to Face – No Limits (📄 Paper or 📱 E App)
- 📱 E App – All Products (Life, CI, DI, Synergy)
- 📄 Accelerated Underwriting / Non med limits:
 

<u>Life (non smoker)*</u>	
Ages 18-50	\$2,000,000 or less (\$1,000,000 smoker)
Ages 51-60	\$1,000,000 or less
<u>Critical Illness</u>	
Ages 18-50	\$100,000 or less
<u>Disability</u>	
Ages 18-40	\$6,000/month or less
Ages 41-50	\$2,500/month or less
- 📄 E Delivery
  - Any Coverage Amount, Term, PAR, UL, CI
  - No E-Deliver for : Corporate cases, DI or Juvenile

Manulife University 24

24



25



26