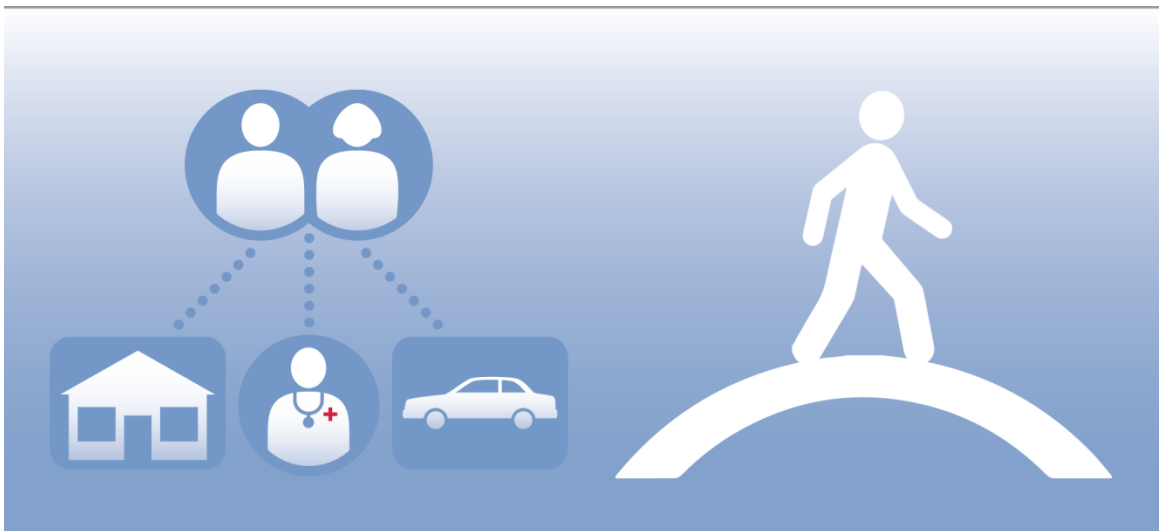


Bridging Risk



Designed for: John Sample

Designed by: Roy H Roberts

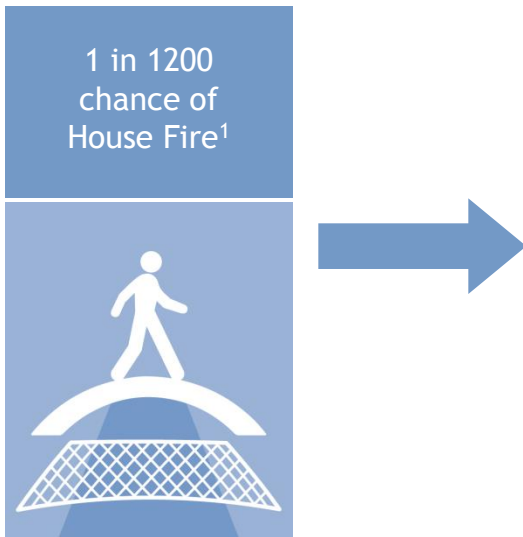
Date: June 8, 2017

Bridges of Risk

These bridges represent five risks in your life. As you are walking across each bridge, there is a risk you could fall into the valley below. The safety net represents insurance, ensuring that if one of these events happens you will be covered.

The first bridge represents your home. For most people, this is the biggest purchase in their lifetime and represents a significant amount of their wealth.

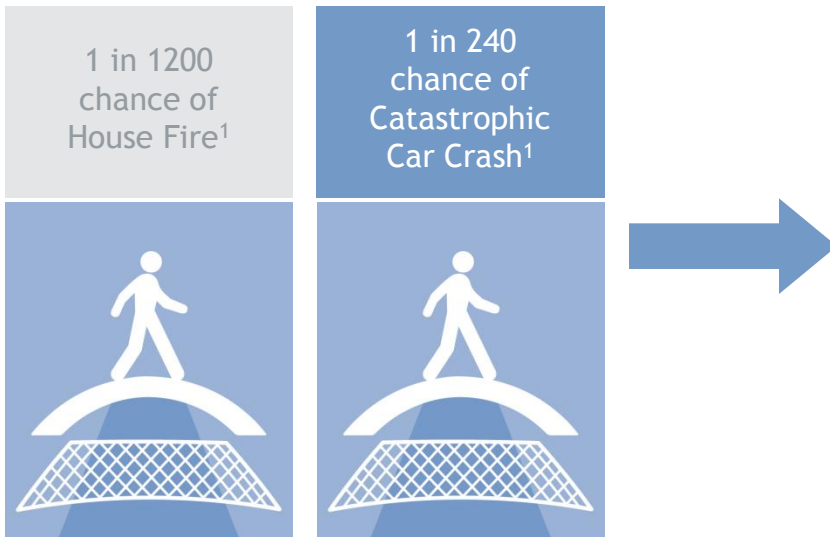
Your chances of claiming on your house insurance in the event of a house fire is shown below.



Bridges of Risk

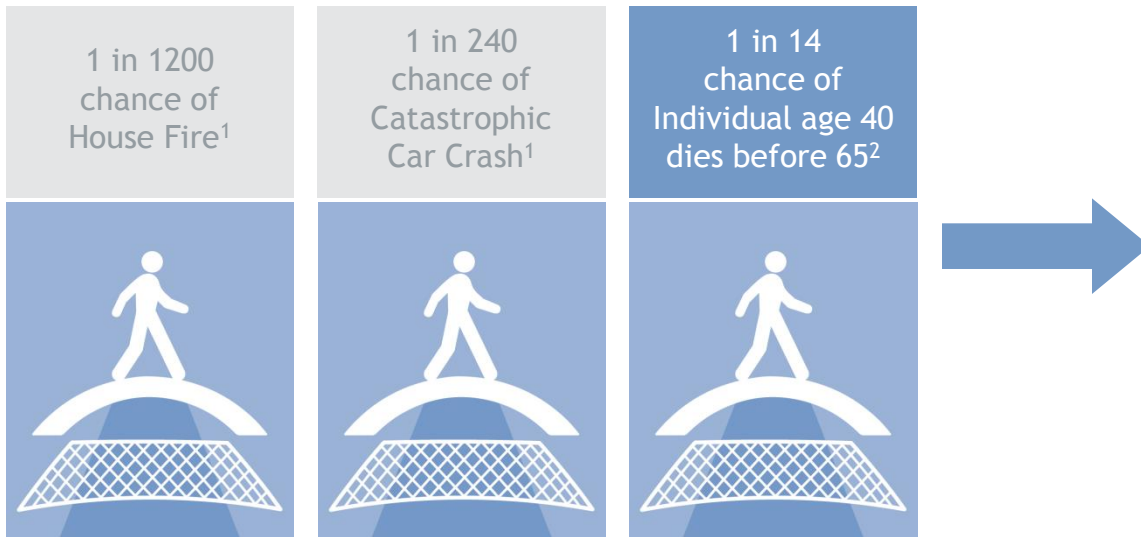
The next major purchase for many is their vehicle. The safety net represents your car insurance, something that is mandatory in order to drive.

The number below represents your chance of having a catastrophic car accident.



Bridges of Risk

The third bridge represents your risk of passing away before age 65 if you are a healthy 40 year old today. A significant loss to your family's standard of living could result if the safety net of life insurance is not in place.

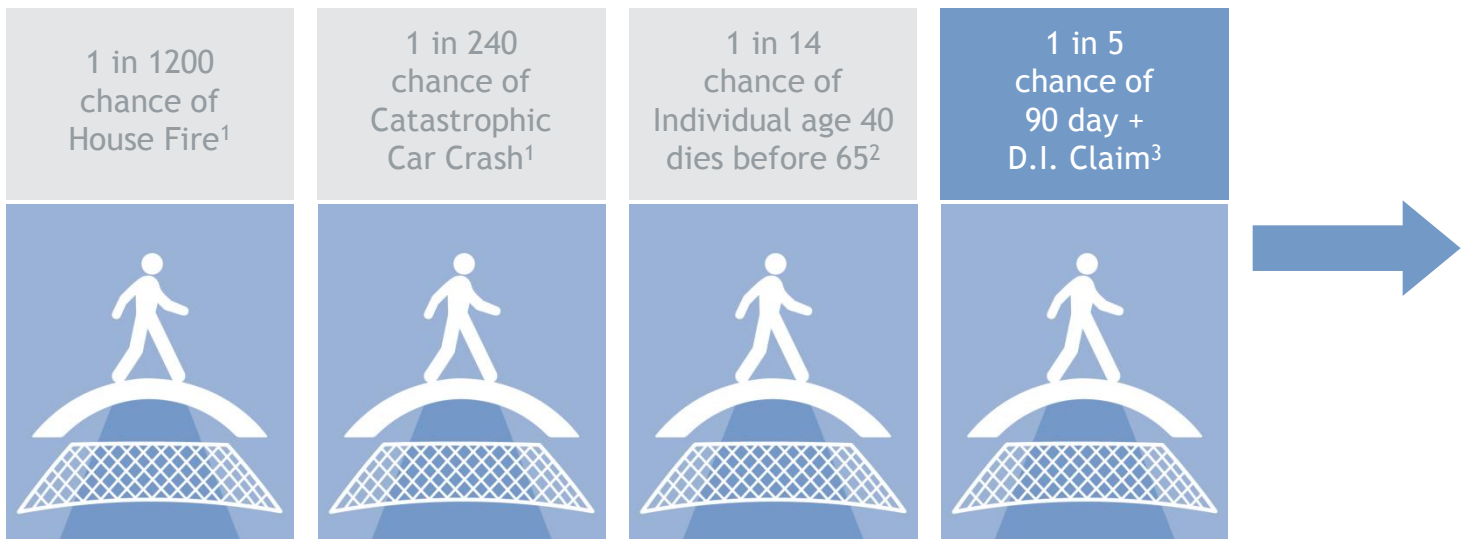


BRIDGING RISK

Bridges of Risk

Your loss of ability to perform your own occupation or any occupation as a result of injury or sickness would represent a loss of income, and perhaps a change to lifestyle. The cumulative risk to age 65 of an individual age 40 suffering from a disability is listed below.

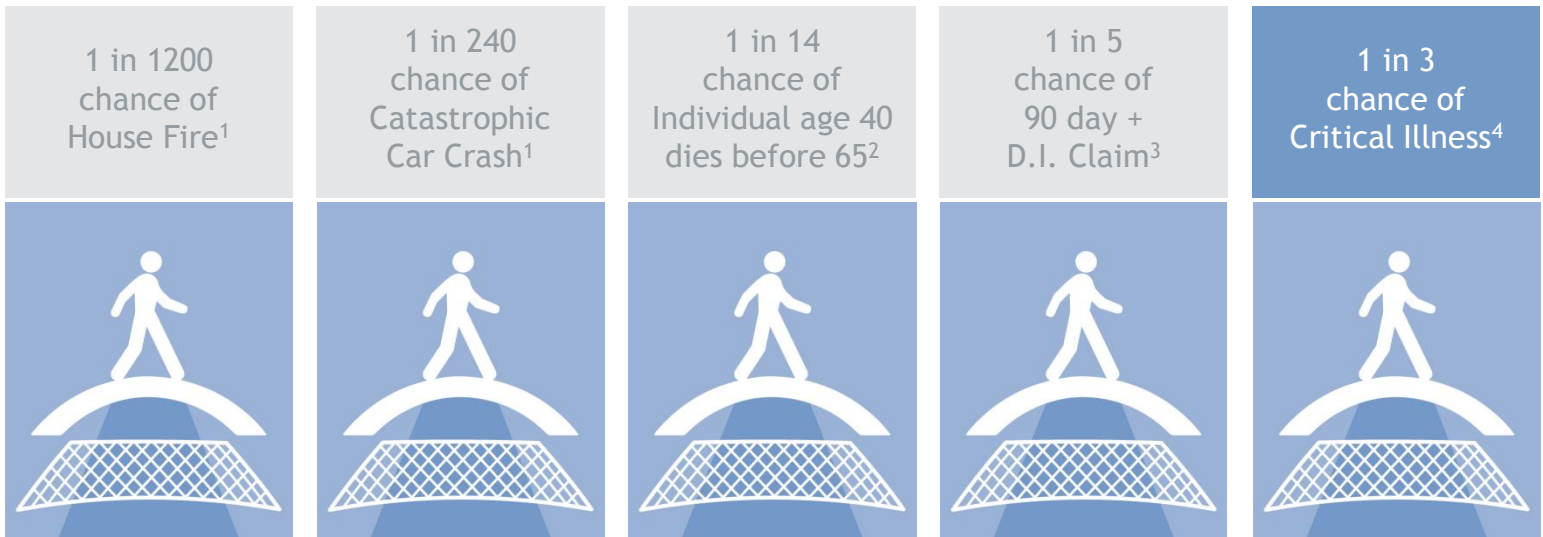
Can you guess what your odds of having a Critical Illness are?



Bridges of Risk

One in three of us will have a critical illness in our lifetime. Doesn't it make sense to cover the greatest risks to our income and lifestyle? Without your ability to earn a pay cheque everyday, the first two bridges would quickly disappear...

95% of people survive their first heart attack. They are usually back at work within 6 to 8 weeks. Is this enough time to properly recover? For most disability policies this would be a no claim scenario (or a small one at best).

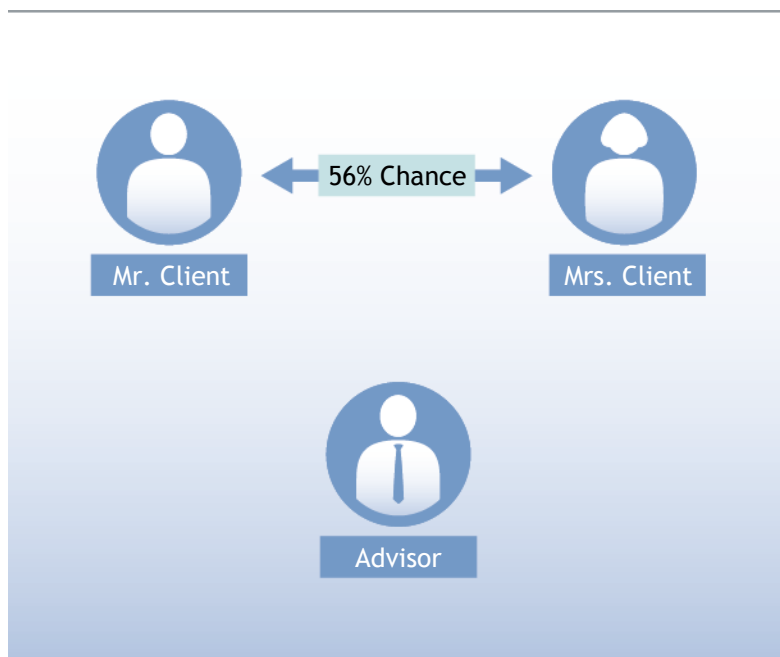


Bridges of Risk

In this room, one of us is going to have a Critical Illness.

My chance as the Advisor, is 1 in 3.

However, if it happens to either of you, it affects you both. Therefore, your chance of a Critical Illness effecting your life, is just over 1 in 2 or 56%



What is Critical Illness Insurance?

Critical Illness pays out a lump sum benefit upon diagnosis of one of the following covered conditions. Covered individuals must survive usually 30 days to qualify for a claim.

- Heart Attack
- Cancer
- Stroke
- Coronary Artery Bypass Surgery
- Multiple Sclerosis
- Alzheimer's
- Parkinson's
- Motor Neuron Disease (i.e. ALS)
- Major Organ Transplant
- Renal Kidney Failure
- Paralysis
- Coma
- Blindness
- Deafness
- Loss of Speech
- Severe Burns
- Loss of Limbs
- Occupational HIV
- Benign Brain Tumor
- Aortic Surgery
- Heart Valve Replacement
- Loss of Independent Existence

Return of Premium

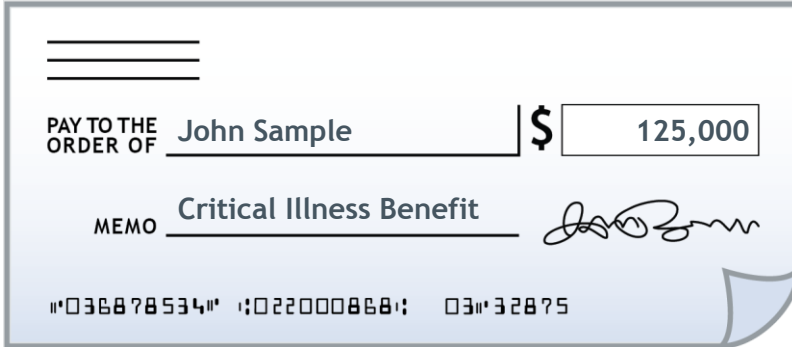
Return of premium on death and expiry are available on most policies. This entitles the policyholder to a full or partial refund of premiums paid either at death or when the policy is cancelled/matures.

(Refer to your specific policy for details.)

BRIDGING RISK

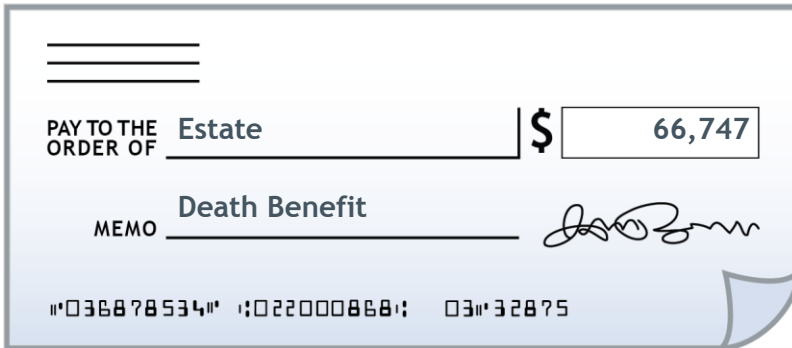
With a Critical Illness Policy one of three events will take place...

You suffer a serious illness,



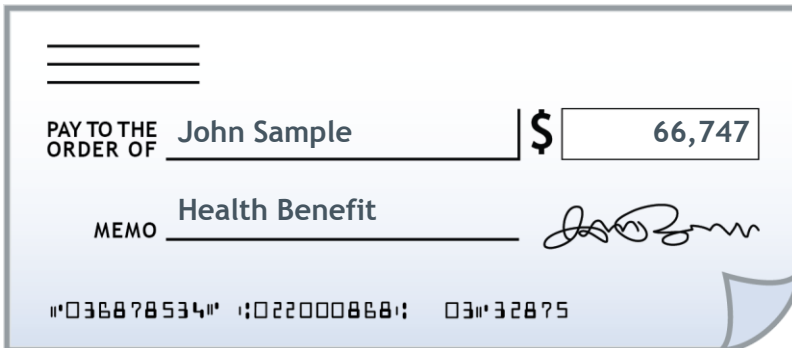
A check stub with a light blue background and a curled bottom-right corner. At the top left are three horizontal lines. The text reads: "PAY TO THE ORDER OF John Sample" followed by a vertical line and a box containing "\$ 125,000". Below this is "MEMO Critical Illness Benefit" followed by a horizontal line and a signature. At the bottom is the MICR line: "⑈036878534⑈ ⑆0220008888⑆ 03⑈32875".

You die prematurely (For example at age 65),



A check stub with a light blue background and a curled bottom-right corner. At the top left are three horizontal lines. The text reads: "PAY TO THE ORDER OF Estate" followed by a vertical line and a box containing "\$ 66,747". Below this is "MEMO Death Benefit" followed by a horizontal line and a signature. At the bottom is the MICR line: "⑈036878534⑈ ⑆0220008888⑆ 03⑈32875".

or You stay healthy (For example at age 65).



A check stub with a light blue background and a curled bottom-right corner. At the top left are three horizontal lines. The text reads: "PAY TO THE ORDER OF John Sample" followed by a vertical line and a box containing "\$ 66,747". Below this is "MEMO Health Benefit" followed by a horizontal line and a signature. At the bottom is the MICR line: "⑈036878534⑈ ⑆0220008888⑆ 03⑈32875".

References

1. Patty Randall. "Let's Talk – The Care Years.": LTC Long-Term Care Planning, 2007. 542-543. Print.

2. Probabilities of survival for a 40 year old to age 65:

| | Male | Female |
|------------|-------|--------|
| Non-smoker | .9319 | .9567 |
| Smoker | .8317 | .9023 |

Source: CIA 86-92 select and ultimate table

| Smoking ratios in 2009: 35 to 44 years | | |
|--|-------|---------|
| | Males | Females |
| | 25.3 | 19.9 |

Source: Statistics Canada, CANSIM, table 105-0501 and Catalogue no. 82-221-X.

Last modified: 2010-06-21.

3. Manulife Financial, Proguard Disability, 1985 Commissioners' Individual Disability Table A, occupation category 4A.

4. 1 in 2 men and 1 in 3 women are predicted to develop heart disease in their lifetime. 1 in 2.4 men and 1 in 2.7 women living in Canada will develop cancer.

Sources: Heart and Stroke Foundation, 2004. 2004 Multiple Sclerosis Society of Canada. National Cancer Institute of Canada: Canadian Cancer Statistics 2004.

Some Important Notes

This presentation is for general information purposes only and does not form any part of a policy contract.

The scenarios described in the preceding presentation provide only a general outline of some financial strategies. Readers should seek independent legal, tax and accounting advice with regard to the views expressed in this document.

The figures used in this presentation are derived from past cases and are provided to show an example scenario only. The financial results experienced in the case example may not be typical and are likely to vary with other examples and instances.