

REFERENCE

Term life insurance

FOR SHORT AND MEDIUM-TERM NEEDS

FOR ADVISORS ONLY

Term life insurance is hands down the most affordable coverage available on the market. Term insurance from Desjardins Insurance includes competitive features such as the Multi-Coverage Discount, as well as a number of flexible options to ensure your clients always have the right coverage—all without further proof of good health!

Features

		10 YEARS (T10)	20 YEARS (T20)	30 YEARS (T30)	TO AGE 65 (T65)
Issue age (nearest birthday)		18 to 75	0 to 65	0 to 55	0 to 44
End of coverage		Age 85			Age 65
Coverage option		Individual Joint first-to-die			Individual
Renewal		Every 10 years	Every 20 years	After the first 30-year term	N/A
Options	• Exchange option	Within the first 5 years of coverage, to age 60	Within the first 5 years of coverage, to age 50	N/A	N/A
	• Insurability option	To age 65			N/A
	• Association option	To age 70			To age 60
	• Conversion option	To age 70			To age 60
Insurance amount		\$25,000 to \$10,000,000*			
Rate band		<ul style="list-style-type: none"> • \$25,000 to \$49,999 • \$50,000 to \$99,999 • \$100,000 to \$249,999 • \$250,000 to \$499,999 		<ul style="list-style-type: none"> • \$500,000 to \$999,999 • \$1,000,000 to \$4,999,999 • \$5,000,000 or more 	
Preferred rate		Preferred rate applicable to classes P1, P2 and R1: <ul style="list-style-type: none"> • 250,000 and up for ages 51 and over • 1,000,001 and up for ages 18 to 50 			
Additional coverage		<ul style="list-style-type: none"> • Children's Protection Benefit • Disability Waiver of Premiums • Accidental Fracture • Guaranteed Insurability Benefit • Children's Accidental Fracture 	<ul style="list-style-type: none"> • Accident • Business Insurability • Accidental Death, Dismemberment or Loss of Use • Accidental Dismemberment or Loss of Use 		
Annual policy fee		Basic coverage: \$40 / Each additional coverage: \$20			
Modal factor		Monthly: 0.09 / Semi-annually: 0.52			

* This is the maximum amount the illustration software can illustrate—you can request a higher amount as a special quote.

	10 YEARS (T10)	20 YEARS (T20)	30 YEARS (T30)	TO AGE 65 (T65)
Multi-Coverage discount	It allows your clients to enjoy a reduced premium when they purchase a minimum of two eligible insurance coverages at the same time on the same policy. For more information, visit Webi.			
Complimentary assistance services	With Desjardins Insurance, your clients can have access to many complimentary assistance services, depending on their insurance coverage, such as 24/7 phone assistance service. They can use them whether they're healthy or going through a difficult time. The assistance services are not a contractual obligation of Desjardins Insurance.			

The flexibility your clients are looking for!

EXCHANGE OPTION

Within the first 5 years of coverage, to age 60

Lets the policyowner exchange a T10 or T20 for a longer-term life insurance policy.

- A great way to **keep up with changing needs**, like having to refinance a mortgage over a longer period.
- Perfect for young adults looking for **affordable and flexible coverage** that can be exchanged down the road for different coverage that's more in line with their needs.

The diagram illustrates the Exchange Option in a 2x2 grid. The top-left quadrant, labeled 'INDIVIDUAL TERM', shows a T10 policy (one person icon) with arrows pointing to T20 (one person icon) and T30 (one person icon) policies, with the word 'or' between them. The top-right quadrant, labeled 'JOINT TERM', shows a Joint T10 policy (two person icons) with arrows pointing to Joint T20 (two person icons) and Joint T30 (two person icons) policies, with the word 'or' between them. The bottom row shows direct transitions: a T20 policy to a T30 policy, and a Joint T20 policy to a Joint T30 policy.

INSURABILITY OPTION

To age 65

Lets couples and business partners split joint coverage into two individual permanent policies.

- When their needs change**, the insureds can split the total insurance amount into equal shares.
- If one of the insureds dies** (within 90 days), the surviving insured(s) can keep the full amount of the initial coverage.

The diagram shows a 'JOINT TERM' policy (two person icons in a dashed circle) with an arrow pointing to two 'INDIVIDUAL PERMANENT' policies (each one person icon in a solid circle).

CONVERSION OPTION

To age 70

Lets the policyowner convert term coverage into permanent life insurance.

An excellent strategy for protecting wealth!

The diagram shows two conversion paths. The top path shows 'INDIVIDUAL TERM' (one person icon in a dashed circle) converting to 'INDIVIDUAL PERMANENT' (one person icon in a solid circle). The bottom path shows 'JOINT TERM' (two person icons in a dashed circle) converting to 'JOINT PERMANENT' (two person icons in a solid circle). Arrows indicate the direction of conversion.

ASSOCIATION OPTION

To age 70 (age 60 for T65)

Lets the policyowner convert their individual coverage into joint last-to-die permanent coverage and add a new insured (for whom proof of good health may be required).

This option is perfect for covering estate taxes once the term coverage is no longer needed.

The diagram shows an 'INDIVIDUAL TERM' policy (one person icon in a dashed circle) with an arrow pointing to a 'JOINT LAST-TO-DIE PERMANENT' policy (two person icons in a solid circle).

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