



*nb*Insurance Solutions

Protect Your Income and Your Assets

nbNavigator Solutions

- Cash Flow Plans
- Debt Reduction
- Debt Settlement
- Credit Repair Solutions
- Mortgage Solutions
- HELOC Solutions

nbDebt & Cash Flow Solutions:
Manage Your Debt & Cash Flow

nbInsurance Solutions:
Protect Your Income & Your Assets

- Life Insurance
- Critical Illness
- Disability
- Long Term Care Insurance
- Health & Dental
- Group Benefits

- Estate Preservation
- Succession Planning
- Charitable Giving
- Legacy Planning
- Tax Planning
- Executor Assistance

nbEstate Planning Solutions:
Leave a Great Legacy

nbInvestment Solutions:
Retire Financially Successful

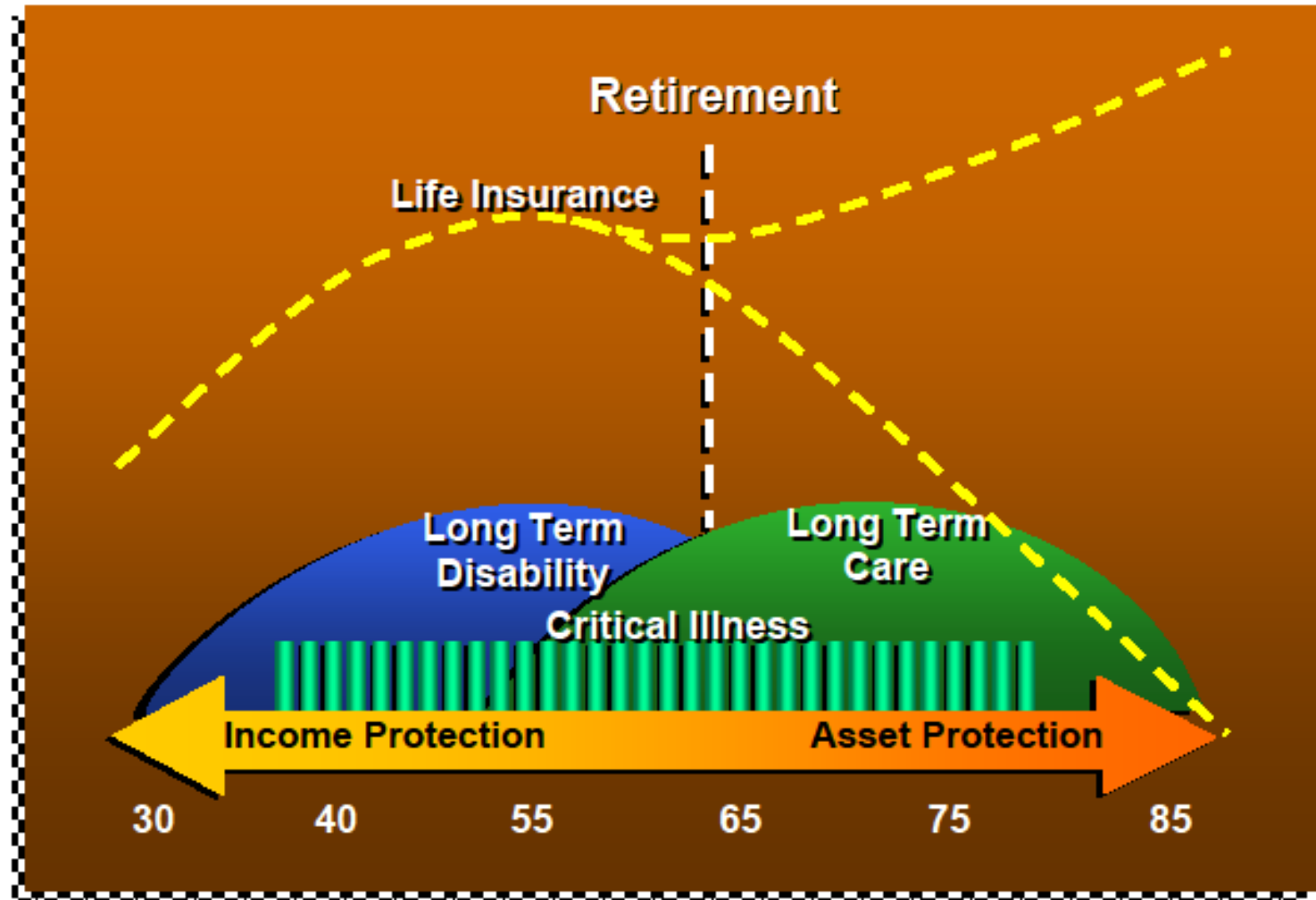
- Segregated Funds
- Exempt Market Funds
- Mutual Funds
- Modern Money Solution
- RDSPs, RESPs, TFSAs
- RRSPs, RRIFs, LIRAs, LIFs



Financial Planning Pyramid



5 Categories of Insurance



Life Insurance Needs Analysis

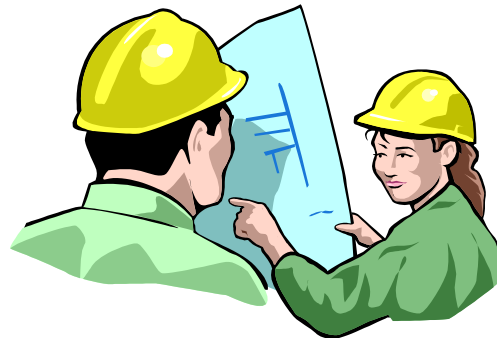
- What do you have?
- What do you owe?
- For whom are you financially responsible?
- For how long?
- What do you expect will change in the next 5 years?



3 Types of Life Insurance



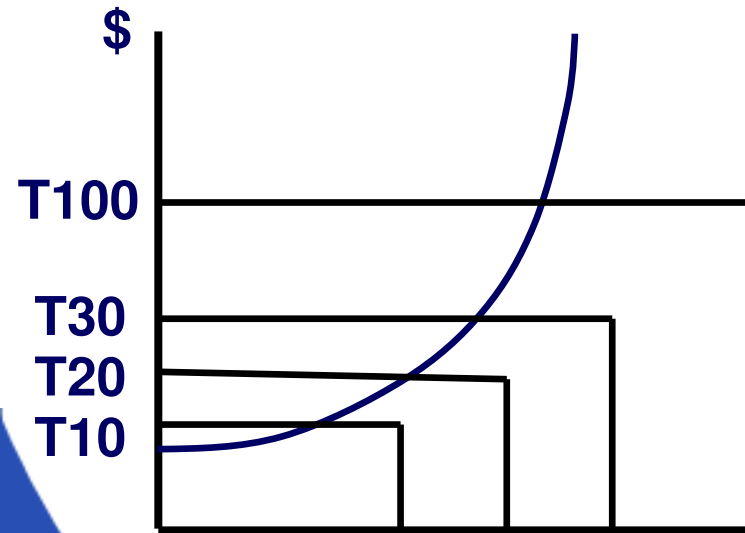
1. Term
2. Universal Life
3. Whole Life



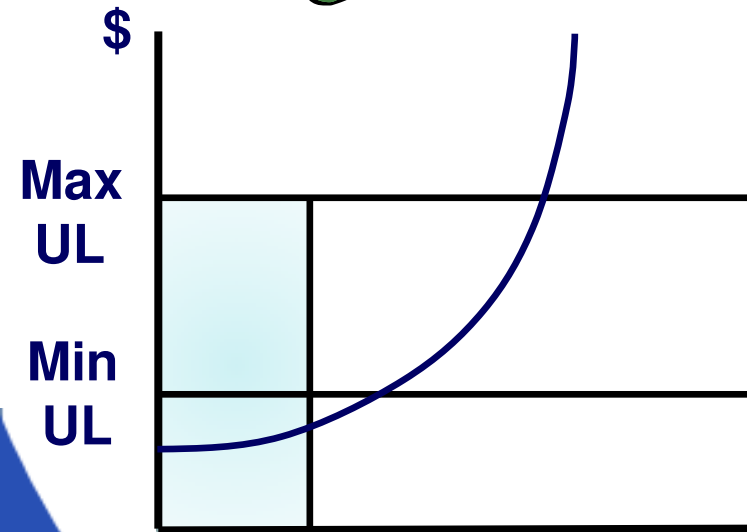
Term Insurance



- Rent Death Benefit (DB): Typically No Cash Values
- T10, 20, 30 (Typically Expires Age 85)
- Option- Term to age 100
- DB: Increasing, Decreasing, Level
- Renewable / Convertible to Permanent Insurance
- Typically least expensive immediate premium but can be more expensive to maintain for a lifetime

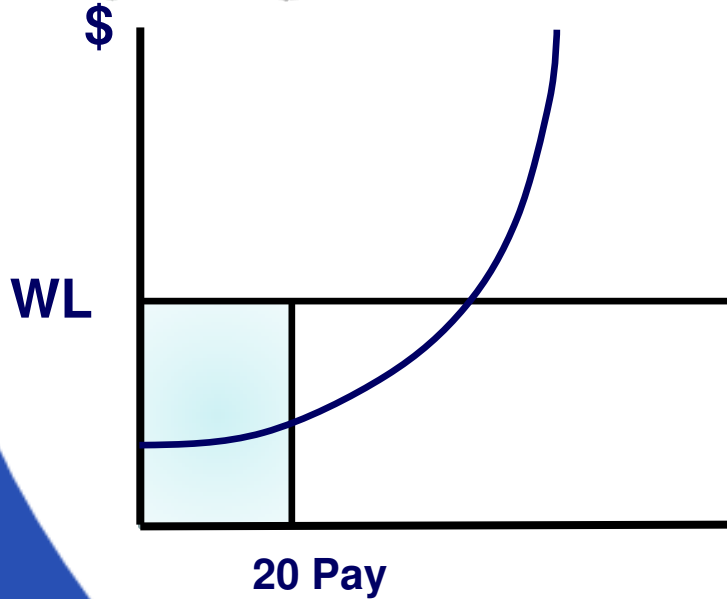


Universal Life Insurance



- Buy DB + surplus to Cash Value (Unbundled)
- Deposits & Cost of Insurance typically NOT Guaranteed
- Investment Ceiling but NO floor: Investment Returns NOT Guaranteed
- Requires investment decisions by client over the life of the policy
- Loan Options: Policy Loans or Third-Party Loans
- When properly structured and well funded within first 7 years (250% rule), it can be the least expensive way to buy insurance

Whole Life Insurance



- Buy DB + access to Cash Value during Lifetime (Living Benefits)
- Typically Fixed Deposit Schedule: 20 Pay, or Life Pay
- Option: Participating Policies (Dividends) or Non-Participating
- Investment Component handled by Insurance Company (Bundled)
- Loan Max up to 90% cash value
- **GUARANTEES: Level Premium for life, Coverage for Life, Basic Cash Values**
- Level guaranteed premiums which can be less expensive overall to maintain for a lifetime

Permanent Life Insurance for Your Child or Grandchild

- The benefits of purchasing permanent life insurance on your child or grandchild, go far beyond the benefit of life insurance coverage.
- Other benefits to the strategy include:
 - Ensuring life insurance coverage for the child or grandchild (A guaranteed insurability option is also available to add more coverage later in life as needed).
 - Purchasing life insurance at its cheapest price point for your child while also allowing the longest amount of time for your cash values to grow inside your policy tax-free.
 - Creating a very efficient savings vehicle for yourself and your family and enabling an option to create a “Family Bank”.
 - Creating a family asset owned and fully controlled by the parent until they decide to transfer it to the child through a tax-free rollover (An effective estate transfer strategy).



Mortgage Insurance



For many, your house might be your most significant asset, which also makes your mortgage your most significant liability.

- Protect your family from the burden of your mortgage should something unforeseen happen to you.
- In doing so, you will be protecting the value of your family's most significant asset, the family home.
- Mortgage insurance helps you provide peace of mind and preserve that value for your family.



Mortgage Insurance

COMPARISONS

Your Legacy Matters

PERSONAL INSURANCE THROUGH AN INSURANCE COMPANY		MORTGAGE INSURANCE THROUGH A LENDER
Your mortgage protection remains even if you switch lenders.	Portability	When you switch mortgage providers, you usually need to reapply for mortgage insurance.
You own the policy and choose the beneficiary you want to receive the death benefit.	Control	Typically the lender owns the policy and assigns itself as the beneficiary.
Your coverage amount remains intact even as your mortgage balance decreases.	Level coverage	Mortgage insurance declines as your mortgage balance decreases yet premiums stay the same.
You benefit from insurance underwritten at the time of application.	Comfort	Mortgage insurance is underwritten at the time of death and therefore not guaranteed.
Your rates are guaranteed for life of the policy - it's right in the contract.	Guaranteed benefits & premiums	Mortgage insurance rates are typically not guaranteed if you refinance or change lenders.

Critical Illness Insurance

- Lump sum \$10,000 to \$1,000,000 +
- Can be paid up in as little as 20 years
- Return of Premium option still available from a few providers
- Used any way you want
 - Treatment
 - Modifications to house
 - Vacation (Recuperation / Create Memories)
- Best Doctors (Second Opinion)
 - 62% suggested change in treatment
 - 22% changed diagnosis
- Odds of Major Critical Illness in Canada
 - Heart Attack: 1 in 5
 - Stroke: 1 in 9
 - Cancer: 2 to 5



Disability Insurance

- **Partial Income Replacement**
 - Only 67%
- **Group Disability**
 - May only last 2-5 years
 - NOT portable
 - Benefit is subject to income tax
- **Personal Disability**
 - 2 years, 5 years, OR to age 65
 - Portable
 - 0, 30, 60 or 90-day waiting period
 - Benefit is received tax-free
- **Odds of disability for average 30 year old in Canada before age 65:**
 - Disability lasting 3 months or more: 1 in 2
 - Average length of disability if over 90 days: 2.5 years



Long Term Care Insurance

- Long-Term Care Insurance helps protect for the day that you may no longer be able to look after yourself based upon the loss of independent existence or a diagnosis of Dementia or Alzheimer's Disease.
- Monthly or Lump Sum Tax-free Income Benefit
 - Maintain your Independence Longer
 - Remove the “Burden of Care” from your Loved Ones
 - Protect your assets against the high cost of poor health in your later years.
- Key Numbers:
 - 1 in 2 Babies born today will live to age 100 or more.
 - 1 in 3 Canadians over age 85 already have Dementia.
 - Every 4 seconds, a new case of Dementia is diagnosed worldwide according to the World Health Organization



Health & Dental Insurance

- **“Pay-as-you-go” Private Health Spending Accounts (Health Spending Accounts – Not applicable in QC)**
 - Medical, health and dental expenses are tax deductible to corporation or sole proprietorship and a tax-free benefit to the employee
 - Highly customizable to your particular needs
 - Available for a small business or self-employed individuals.
- **Wellness Benefits**
 - Benefits to keep you healthy not just simply for when you are sick.



Travel Insurance

- In Canada, we have universal health care allowing us to walk into a hospital worry free and focus purely on the best healthcare treatment available.
- Traveling abroad, especially in the you United States, we do not have the same luxury and the cost of healthcare becomes what matters most.
 - In 2012, the average cost per medical stay in the US is \$8500. If the hospital stay is for surgical reasons, that cost grows to \$21,200.
- For pennies a day, you can get a family travel insurance plan to restore the peace of mind when it comes to healthcare whether here at home or traveling abroad.



Super Visa Insurance

- Since December 1, 2011, parents and grandparents of Canadian citizens or permanent residents have the option to apply for super visa and enjoy visiting the family in Canada for up to two years per visit without the need to renew a visa for up to 10 years.
- Please keep in mind the following requirements:
 - Super Visa Medical coverage must be in place for at least a minimum of \$100,000.
 - The policy must have a minimum duration of one year.
 - Plans are available to cover pre-existing conditions as well as those that do not cover pre-existing conditions.
 - Proof of insurance must be provided to the government of Canada with your application for the visa for entry to Canada under the super visa program

