



 **Manulife**

Term Life Insurance **Exclusive Group Benefits for REALTORS®**

Plan sponsored by



The Canadian Real Estate Association

The Manufacturers Life Insurance Company

Member & Spouse Term Life Insurance

Plan Overview – Your Benefits Under This Plan

Term Life Insurance provides coverage for you and your spouse, in multiples of \$50,000 up to a maximum of \$750,000 each, at low rates exclusive to Realtors®.

Who Can Apply?

All applicants and their spouses must be under age 60 and resident in Canada. You must be a member of the Canadian Real Estate Association (CREA) and be licensed as a real estate agent/broker or salesperson for a minimum of one year, or an employee of a CREA member, or an employee of a Real Estate Board or Association working a minimum of 25 hours per week.

Coverage terminates if you cease to qualify as a member of the Canadian Real Estate Association (CREA).

Rate Advantages

- **12% lower rate on coverage of \$250,000 or more.** If you purchase Term Life coverage of \$250,000 or more per person, a 12% lower rate applies to all of that person's Term Life coverage under this Plan.
- **Save 28% to 48% for non-smokers.** Special rates mean that if you qualify as a non-smoker, you can pay less. If, after you become covered, you quit smoking cigarettes for at least 12 months and meet the plan's health standards, you can apply for lower non-smoker rates.

More Great Features

- **Waiver of Premium.** If you become totally disabled before age 65, coverage that is in effect may be continued and payments waived after you have been totally disabled for three continuous months provided the insurer has received satisfactory proof of claim.
- **Living Benefit cash advance if terminally ill.** If an individual insured for Term Life coverage is diagnosed as terminally ill with less than 12 months to live, that individual may apply to receive a cash advance of up to 25% of his or her Term Life death benefit (to a maximum of \$50,000). This Living Benefit is paid directly to the insured individual. The Living Benefit is automatically added, at no additional charge, to Member and Spouse Term Life coverage that has been in effect for two years.

- **Payment-free lifetime coverage in your senior years.** Beginning at age 70, the Insurance Continuation Benefit automatically replaces Term Life coverage with payment-free permanent protection equal to \$5,000 for each \$50,000 of Term Life coverage then in force. This coverage is yours for life, with no further payments whatsoever.

Limitations and Exclusions

In the event of suicide (while sane or insane) in the first two years of coverage, no benefit will be payable and all premium payments will be returned.

Low Payments

To determine your payment, find the amount in the table that corresponds to your age, gender and smoking status, then multiply that amount by the number of units of coverage you want (2 units = \$100,000, 3 units = \$150,000, etc.). Choose up to 15 units, or \$750,000 coverage per person.

Term Life Insurance Monthly Payment per \$50,000 ¹ of Coverage				
Age ²	Non-Smoker ³		Smoker	
	Male	Female	Male	Female
Under 30	\$4.00	\$3.00	\$6.00	\$4.50
30 to 34	4.50	3.75	7.00	5.25
35 to 39	5.50	4.50	9.50	6.75
40 to 44	8.00	6.50	15.50	11.00
45 to 49	12.00	9.50	23.50	16.75
50 to 54	19.75	14.75	35.75	24.25
55 to 59	33.00	22.75	54.75	34.00
60 to 69 ⁴	40.75	28.50	71.50	42.50
70	No further payments for life – Insurance Continuation begins ⁵			

¹ From age 65 to age 69, coverage is reduced 50% to \$25,000 units.

² "Age" for payments and benefits means the age attained as of the policy anniversary date of July 1. Payments increase with age.

³ Non-Smoker rates apply to people who have not smoked cigarettes in the past 12 months and who meet Manulife's health standards. Once insured, you must notify Manulife of any change in your smoking status.

⁴ Existing coverage only. (New applicants must be under age 60.)

⁵ Insurance Continuation benefits equal \$5,000 per unit of Term Life coverage held up to age 70.

Note: Rates are subject to change without notice.



Children's Life Coverage

Overview

The addition of Children's Life Coverage to your Term Life Insurance coverage provides \$10,000 in term life insurance for each of your eligible children, regardless of how many, for a single low monthly payment of \$2.25.

Eligibility

You can add Children's Life Coverage for all of your eligible children. Eligible children are unmarried, dependent on you for support, and at least 15 days old but not yet 21 years old (or not yet 25 years old if in full-time attendance at school or university). Once Children's Life Coverage is in effect, newborn children are automatically insured upon reaching the age of 15 days.

Low Payments

A total payment of \$2.25 per month covers all of your eligible children, regardless of how many, for \$10,000 of term life insurance each.

30-Day Money-Back Guarantee of Satisfaction

If you are not completely satisfied with your coverage, simply return your insurance certificate to Manulife within 30 days of first receiving it and any payments made for the coverage will be promptly refunded.

Term Life Insurance

Coverage Advantages

Affordable: The low group rates help make it possible for you to obtain the amount of coverage you may need to secure your family's financial future.

Renewable: Once coverage is in force, it is guaranteed renewable with no medical examination or health questions required to continue coverage, **even if your health has declined.**

Versatile: Coverage can serve as low-cost funding for your partnership buy-sell agreement, or as a low-cost alternative to mortgage insurance.

Payment of Benefits

- i. A beneficiary can use Term Life benefits to maintain their standard of living, pay down a mortgage or outstanding debt, fund children's university education, retire or for other purposes.
- ii. The benefits can be paid as a lump sum, or the beneficiary can choose from one of the payment options available at that time.

Conversion Option: If you are under age 70, you can convert your CREA Term Life Insurance plan to a Manulife permanent life insurance plan, without evidence of insurability.

Exclusive Group Benefits for REALTORS®

[manulife.com/realtor](https://www.manulife.com/realtor)

NOTICE ON EXCHANGE OF INFORMATION. Information regarding your insurability will be treated as confidential. The insurer or its reinsurers may, however, make a brief report on it to MIB, Inc., formerly known as the Medical Information Bureau, a non-profit membership organization of insurance companies which operates an insurance information exchange on behalf of its members. If you apply to another MIB member company for life or health insurance coverage, or a claim for benefits is submitted to such a company, MIB, upon request, will supply such company with the information about you in its file. Upon receipt of a request from you, MIB will arrange disclosure of any information in your file. Please contact MIB at 416-597-0590. If you question the accuracy of the information in MIB's file, you may contact MIB and seek a correction. The address of MIB's information office is: 330 University Avenue, Suite 501, Toronto, Ontario M5G 1R7.

NOTICE ON PRIVACY AND CONFIDENTIALITY. The specific and detailed information requested on the application form is required to process the application. To protect the confidentiality of this information, Manulife will establish a financial services file from which this information will be used to process the application, offer and administer services, and process claims. Access to this file will be restricted to those Manulife employees, mandataries, administrators or agents who are responsible for the assessment of risk (underwriting), marketing and administration of services and the investigation of claims, and to any other person you authorize or as authorized by law. These people, organizations and service providers may be in jurisdictions outside Canada, and subject to the laws of those foreign jurisdictions. Your consent to the use of personal information to offer you products and services is optional and if you wish to discontinue such use, you may write to Manulife at the address shown below. Your file is secured in our offices or those of our administrator or agent. You may request to review the personal information it contains and make corrections by writing to: Privacy Officer, Affinity Markets, Manulife, P.O. Box 670, Stn Waterloo, Waterloo, ON N2J 4B8.

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Please direct your inquiries to our toll free telephone line:

1 800 668-0195

Monday through Friday from 8 a.m. to 8 p.m. ET

or email: **am_info@manulife.com**

Affinity Markets, Manulife, P.O. Box 670, Stn Waterloo, Waterloo, ON N2J 4B8.

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