

# Insurance for Professionals

Valuable protection designed for members of participating associations



Term Life  
Personal Accident  
Income Protection  
Office Overhead

The Manufacturers Life Insurance Company

## RISK-FREE GUARANTEE

**Your satisfaction is our number one concern.**

Once approved, you will receive your Certificate of Insurance. Please examine it carefully and if you are not completely satisfied, return your Certificate to Manulife within 30 days of receipt and your premium will be refunded in full – guaranteed!

## Term Life Insurance

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Term Life Insurance is priced affordably to help you secure the maximum protection for your family's future should something happen to you.

## Personal Accident Insurance

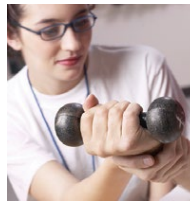
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Add Personal Accident Insurance to your Term Life plan to help cover the immediate costs of a disability or death due to an accident. This valuable coverage helps your family to cope during a trying time.

## Income Protection Insurance

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Your ability to earn an income is the single most important asset you have. Income Protection Insurance can help you maintain your standard of living if an accident or illness keeps you from your job.

## Office Overhead Insurance

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Office Overhead Insurance can help pay the bills for your sole practice or partnership when an accident or illness leaves you disabled.

MEMBER & SPOUSE

# Term Life Insurance

Term Life Insurance is an affordable way to protect the well-being of your loved ones in the event that the unthinkable happens. The lump-sum payment can be used to maintain your family’s lifestyle, help cover living expenses, pay off the mortgage or outstanding debts, provide money for a child’s education, settle final expenses and more.

## Benefits and Eligibility

Members and spouses between the ages of 18 and 60 can apply for coverage in amounts from \$50,000 to \$750,000.

## Child Coverage

For the low monthly premium of \$2.25, this benefit provides all of your eligible children† with \$10,000 of life coverage each. Once Child Term Life coverage is in force, newborn children are automatically covered upon reaching the age of 15 days.

## Additional Features of the Term Life Plan

### LIVING BENEFIT

Automatically included in the Member and Spouse Term Life Insurance is a Living Benefit feature. If, after two years of coverage, you are diagnosed as terminally ill with a life expectancy of 12 months or less, you may qualify to receive a portion of your Term Life benefits in advance (up to 50% of your coverage to a maximum of \$50,000).

### PREFERRED RATES FOR VOLUME PURCHASE

A 10% rate reduction applies to members who purchase or increase their Term Life coverage to \$200,000 or more.

This preferred rate also applies to members who purchase or increase Spouse Term Life coverage to \$200,000 or more.

‡ Eligible children must be unmarried, dependent on you for support, and under 21 years of age (21 years and over but less than 25 years of age if attending school or university full time).



Monthly Premium per \$25,000 Unit				
Age*	Non-Smoker**		Smoker	
	Male	Female	Male	Female
Under 30	\$ 2.20	\$ 1.70	\$ 3.50	\$ 2.50
30 – 34	2.40	2.00	4.00	3.00
35 – 39	2.90	2.20	5.25	4.00
40 – 44	4.10	3.20	8.00	6.00
45 – 49	6.00	4.60	12.25	9.00
50 – 54	8.90	6.50	18.00	12.25
55 – 59	14.40	9.60	26.75	16.50
60 – 72†	16.80	11.80	35.50	20.25
73 – 74	No Premiums Payable			
75	Coverage Terminates			

Minimum Coverage .....\$50,000 (2 units)  
 Maximum Coverage .....\$750,000 (30 units)

The value of 1 unit is \$25,000 until age 65. Starting at age 66, coverage reduces by \$2,500 per unit per year and ends at age 75. Insured members aged 73 and 74 are covered for \$5,000 and \$2,500 per unit, respectively, without premium charge.

† Rates for those 61 and over are for renewals only.

### Important Notes:

- \* “Age”, for the calculation of premiums and the determination of benefits, means the age attained as of the beginning of each policy year (March 1st).
- \*\* Non-Smoker rates apply to people who have not smoked cigarettes in the past 12 months and who meet Manulife’s health standards.

## Personal Accident Insurance

The perfect complement to Term Life coverage, Personal Accident Insurance is a convenient, cost-effective way to help ensure that your family is able to cope financially and cover immediate costs, in the event that an accident leads to permanent disability, temporary disability or worse. The lump-sum payment can be used towards replacing lost income, unexpected medical expenses, rehabilitation costs, and more.

### Benefits and Eligibility

Members and spouses between the ages of 18 and 60 can apply for coverage in amounts from \$25,000 to \$250,000.

### Home Alteration and Vehicle Modification Benefit

If as a direct result of an accidental injury you require the use of a wheelchair to be ambulatory, you will also receive an additional Home Alteration and Vehicle Modification Benefit of up to \$10,000 to help pay for alterations to your home and vehicle to make them wheelchair accessible.

### Seat Belt Benefit

If loss of life is a direct result of an accidental injury sustained while driving or riding in an automobile, Manulife will pay an additional Seat Belt Benefit in the amount of 10% of the Accidental Death Benefit, provided:

- the automobile was equipped with seat belts;
- the seat belt was in use and properly fastened at the time of the accidental injury; and
- the position of the seat belt is certified in the official report of the accident or by the investigating police officer.

### Beneficiary

The beneficiary is the insured member if living; otherwise, the beneficiary is the same as the one appointed under the Term Life Insurance Plan.



Personal Accident Benefit	
If You Suffer the Loss of:	Percent of Benefit Paid:
Life	100%
Loss of use of both hands or both feet	100%
Sight in both eyes	100%
One hand and one foot	100%
One hand or one foot and sight of one eye	100%
Hearing in both ears and speech	100%
Loss of use of one arm or one leg	75%
Loss of use of one hand or one foot	67%
Sight in one eye	67%
Speech or hearing in both ears	67%
Thumb and index finger from the same hand	33%
Hearing in one ear	25%
All toes of one foot	25%
Movement (Hemiplegia, Paraplegia or Quadriplegia)	200%

Maximum Coverage (Member & Spouse)..... \$250,000 (10 units)  
 The monthly premium is \$1.50 per unit.

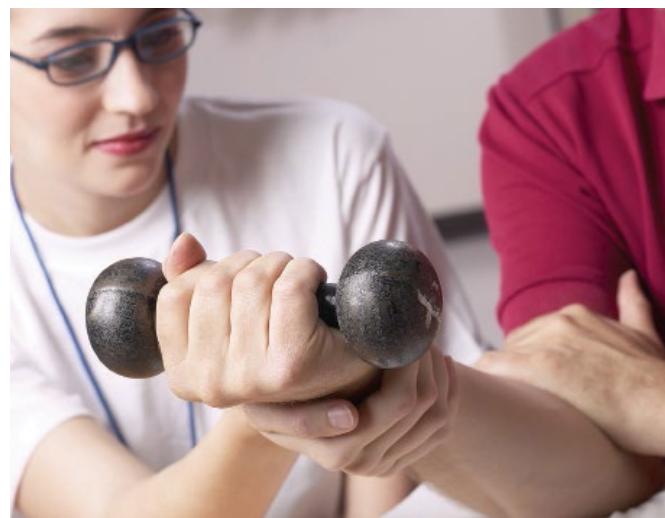
The value of 1 unit is \$25,000, until age 65. Starting at age 66, coverage reduces by \$2,500 per unit per year and ends at age 75. Insured members aged 73 and 74 are covered for \$5,000 and \$2,500 per unit, respectively, without premium charge.

# Income Protection Insurance

Income Protection Insurance gives you an easy, economical way to protect your income – your single most important asset – should a serious accident or illness keep you from your job. While you are unable to work, the money can be used towards maintaining your family’s lifestyle, covering everyday expenses, paying medical bills and more, so you can focus on your recovery without financial worries.

## Benefits and Premiums

Members 60 years old and under may apply. The value of 1 unit is \$100 of monthly income benefit. Choose the waiting period that best meets your needs.



Monthly Premium per \$100 Unit of Monthly Benefit						
Age <sup>1</sup>	Waiting Period					
	30 Days		90 Days		180 Days	
	Male	Female	Male	Female	Male	Female
Under 30	\$ 1.20	\$ 1.20	\$ .75	\$ .80	\$ .65	\$ .70
30 – 34	1.35	1.60	.85	1.00	.75	.85
35 – 39	1.60	1.90	1.05	1.20	.90	1.05
40 – 44	1.95	2.90	1.25	1.80	1.25	1.75
45 – 49	2.90	3.75	1.90	2.50	1.80	2.25
50 – 54	4.20	4.60	2.80	3.05	2.70	2.95
55 – 59	5.85	4.75	3.85	3.20	3.75	3.10
60 – 64 <sup>2</sup>	5.10	4.00	3.20	2.55	3.10	2.50
65	Coverage Terminates					

Maximum Coverage .....\$5,000 (50 units)

1 Age means attained age at the Policy Anniversary date (March 1st).  
Premiums increase with age and may be changed on the Policy Anniversary.

2 Rates for those 61 and over are for renewals only.

## Maximum Benefit

The maximum monthly benefit when you apply is the lesser of:

- (a) \$5,000 per month, or
- (b) 60% of the first \$2,000 of earned monthly income plus 50% of the excess, reduced by any other group, individual or association disability insurance in force or applied for (excluding Canada or Quebec Pension Plan benefits and Office Overhead Insurance) and any earned income continued by your employer or by the partnership, rounded up to the next higher multiple of \$100 per month unless already an exact multiple. This formula has been developed to ensure that you do not apply for more coverage than you need.

## Definition of Disability

**TOTAL DISABILITY.** You will be considered totally disabled if, due to sickness or injury, you are unable to perform the normal duties of your regular occupation or regular employment and you are not employed in any other gainful occupation. After the first 24 months of benefits, you must be unable to engage in any occupation for which you are reasonably suited by training, education or experience and you must not be engaged in any type of gainful occupation.

## Benefit Payments

**TOTAL DISABILITY.** If totally disabled, benefit payments begin after the chosen waiting period has expired, and are payable to age 65 (or for 12 months if disability begins at age 64).

**PARTIAL DISABILITY.** Immediately after receiving Total Disability Benefit, reduced benefits are available for up to 6 months at 50% of the benefit paid in the last month of Total Disability.

## Income Protection Insurance

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CONTINUED

### Definition of Earned Income

For the purposes of this plan, earned income means income earned from your employment or profession, after business expenses but before income taxes. Earned income excludes any severance pay.

### Limitations and Exclusions for Income Protection and Office Overhead

You must be under the regular care of a legally qualified physician or surgeon at all times. Disabilities resulting from self-inflicted injury, involvement in a criminal offence, insurrection or war are not covered. Coverage is limited to a maximum of six months for foreign travel or residence outside of Canada or the U.S., unless an extension is approved in writing by the Company. Benefits for back and neck injuries will be considered for payment only where substantiated by diagnostic medical tests.

### Tax Tip

Under current tax laws, Income Protection benefits are not taxable if you, not your employer or partnership, pay your premiums.



#### PLEASE NOTE:

Additional Income Protection Insurance obtained from any other source reduces the payment by Manulife upon claim if the combined disability benefit payable exceeds 100% of the average pre-disability income over the 24 months preceding disability.

## Office Overhead Insurance

If you operate your own business, Office Overhead Insurance gives you a simple, budget-friendly way to ensure that your day-to-day business and office overhead expenses are covered, in the event that a serious accident or illness prevents you from working. The money can be used towards obligations like utilities, rent and salaries, helping to ensure your doors stay open while you are recovering.

Monthly Premium per \$100 Unit of Monthly Benefit				
Age <sup>1</sup>	Waiting Period			
	14 Days		30 Days	
	Male	Female	Male	Female
Under 40	\$ .75	\$ 1.00	\$ .65	\$ .90
40 – 44	.85	1.25	.75	1.15
45 – 49	1.10	1.45	.90	1.35
50 – 54	1.45	1.60	1.20	1.45
55 – 59	2.00	1.90	1.65	1.55
60 – 64 <sup>2</sup>	2.65	2.30	2.15	1.75
65	Coverage Terminates			

Maximum Coverage (Member & Spouse)..... \$5,000 (50 units)

<sup>1</sup> Age means attained age at the Policy Anniversary date (March 1st). Premiums increase with age.

<sup>2</sup> Rates for those 61 and over are for renewals only.

### Benefits and Premiums

The value of 1 unit is \$100. Monthly premiums per unit are shown in the table above.

### Eligibility

Members 60 years old and under may apply. Partners and sole practitioners who meet the eligibility requirements may apply for this coverage.



### Benefits Payable

The plan will provide reimbursement for incurred expenses such as rent, salaries, utilities, leased or rented equipment and other expenses which are normal and customary in the operation of your practice. The plan does not cover any remuneration payable to yourself or to your partners or to any person who replaces you to perform your duties for the purpose of generating income for your practice. The cost of any new purchases of equipment or supplies will be excluded as well. In the event of joint occupancy or partnership, only your share of the office overhead expenses will be used in determining the amount of benefit payable. Benefits will be payable for up to 12 months.

### Partial Disability

If you have recovered sufficiently to return to your practice on a part-time basis, benefits will be payable for up to 6 months, rather than 12 months, at 50% of the benefits paid in the last month of Total Disability.

### Definition of Disability

You will be considered totally disabled if, as a result of injury or sickness, you are severely limited in the performance of the normal activities pertaining to your occupation.

**Term Life Insurance  
Personal Accident Insurance  
Income Protection Insurance  
Office Overhead Insurance**

**How to apply:**

Send your completed application, with your payment, to:

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

Additional information may be obtained  
from Manulife by calling toll-free:

**1 800 668-0195**

Monday through Friday  
from 8:00 a.m. to 8:00 p.m. E.T.

Or you can e-mail us at:  
am\_info@manulife.com

**[www.manulife.com/professional](http://www.manulife.com/professional)**

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