

Insurance Planning

Insurance is essential to any comprehensive financial security plan. When events like death, disability or a need for extended care strike, insurance can protect you and your family from some of the financial impacts often associated with those events. Some life insurance policies may also provide tax-advantaged approach to saving for things like buying a house or retirement income.

Life insurance

In the event of death, life insurance offers surviving family members increased financial security. As a tax-free lump sum payment, it can help pay for final expenses and debts, as well as provide income for the deceased's dependents.

The advantages of life insurance include:

- An instant estate for your loved ones at a time when funds are most needed
- Death benefits that are almost always non-taxable for named beneficiaries
- Avoid probate costs if you name a beneficiary other than your estate
- Potentially offer your loved ones creditor protection through some life insurance plans
- Build tax-advantaged capital for retirement purposes or provide liquid savings through some permanent life insurance plans

You can select coverage from a variety of life insurance options to meet the needs identified in your financial security plan.

Long-term Care, Disability and Critical Illness insurance

Help protect one of your most valuable assets – your income – from unexpected events through long-term care, disability and critical illness insurance.

Long-term care and disability insurance

Income is important for both current financial obligations (e.g. grocery bills and mortgage payments) and for future financial security (e.g. planning for your children's education or for retirement). Just think what might happen if you suddenly lost your income stream through a long-term illness or disability.

Long-term care and disability insurance are intended to help protect your ability to maintain an income stream sufficient to help meet your obligations and responsibilities, when the unthinkable happens.

You can choose the long-term care and disability insurance products that provide advantages like:

- Helping maintain your financial independence, lifestyle and long-term financial security plan in the event your income is impacted by disability



- Assist with paying fixed expenses for your business if you become disabled
- Support the buy-out of a disabled partner's share of a business

You can tailor your financial security plan so it may protect your income through long-term care and disability insurance.

Critical illness insurance

Suffering a critical illness is distressing for both you and your family. Help ease the burden through insurance that will reduce financial stresses and can complement disability and life insurance protection needs. By helping pay for the additional expenses often associated with a critical illness or condition, insurance offers you, your family, and if applicable, your business, added financial security—so you can focus on recovery.

The advantages of critical illness insurance can include:

- Coverage for up to 22 critical illnesses or conditions
- Home-care costs during illness and recovery periods
- Even if you're not disabled from working, you may receive payment
- The ability to provide a return of premium benefit (optional)
- Individuals who cannot obtain disability insurance in some cases still qualify for critical illness coverage (e.g. a non-income earning spouse)

Health and dental insurance

Depending on your situation, you may or may not be covered under an employer's group benefits plan. If not, I can refer you to qualified professionals to assist you in identifying health and dental plans that can help cover out-of-pocket medical and dental expenses for you and your family. These plans are designed to provide various levels of enhanced healthcare protection, depending on your needs and the stage of life you're in.

When designing your customize health and dental insurance package, you can choose from an array of services. Options include:

- Prescription drugs, which many consider one of the most valuable forms of health coverage.
- Paramedical services, ranging from the use of an ambulance to a visit to the massage therapist.
- Vision care if you or your family members wear glasses or contact lenses.
- Protection while on vacation or a business trip with out-of-country medical coverage.
- Access to private or semi-private hospital rooms.



- Dental care can include basic dental work as well as a portion of orthodontics, depending on your level of coverage.

Group health benefits

In today's working environment, valued employees are looking for more than financial compensation. They also want an employer who supports their health, and the health of their families.

For this reason, either by itself or paired with group insurance products, consider attracting and retaining employees with group benefit plans. From traditional health and dental benefits to alternative arrangements like employee wellness programs, group auto insurance or flexible work situations, group benefits help make employees more efficient, productive, and happy. Employers also gain tax benefits, such as premiums that are deductible as a business expense in some cases.

Flexible plans offer employers and employees cost-effective, customized ways to address their needs. Choose from an array of benefits like:

- Extended health and dental care coverage, which includes options like prescription drugs, paramedical services, vision care, out-of-country medical coverage, basic dental work and orthodontics
- Group life insurance
- Group short- and long-term disability insurance
- Employee assistance and wellness programs
- Alternative group benefits, such as group auto insurance or flexible work arrangements
- Group critical illness coverage, to help ensure your employees can survive a critical illness
- Benefits plans tailored to specialized employee groups, such as foreign or part-time workers