

TERM INSURANCE

FOR ADVISOR USE ONLY



term

ABOUT EQUITABLE LIFE OF CANADA®



Equitable Life® is proud to be one of Canada's largest mutual life insurance companies. We are owned by our participating policyholders, not shareholders. This allows us to focus on management strategies that foster prudent long-term growth, continuity and stability.

We are dedicated to meeting our commitments to our customers – to provide good value and meet their needs for insurance protection and wealth accumulation – now and in the future. That's why Canadians have turned to Equitable Life since 1920 to protect what matters most.

Equitable Life is a focused, stable and strong company. We have sufficient earnings and capital to meet our future growth targets, and we continue to grow steadily. Our growth in sales has been driven by our ability to implement our strategic plan, placing a priority on products, service and execution. Our financial success reflects our continued commitment to profitable growth and our ability to navigate a changing regulatory and economic environment.

Our mutual structure is a key element of our value proposition, along with our diversified product portfolio and superior service. As an organization we're progressive, competitive and firmly committed to serving the best interests of our policyholders, through longer-term strategies that foster ongoing stability, growth and profitability.

ABOUT THIS GUIDE

This guide provides a detailed overview of Term life insurance, including product features and additional Riders and benefits. This is a non-participating policy. The policy contract provides full product details. While Equitable Life has made every effort to ensure the accuracy of the information presented here, the policy contract governs in all cases. FOR ADVISOR USE ONLY.

Questions? Equitable Life is committed to providing you with the service you need to support your business. If you have questions or require additional information, please contact your Equitable® Life Regional Sales Manager.



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ABOUT TERM

Equitable Life offers affordable term insurance protection that is easy to understand and easy to deliver to those clients who need temporary insurance protection. It provides:

<p>Low cost protection</p>	<p>Term insurance offers low-cost life insurance protection. There are three plan types available to meet your clients' family or business needs and financial obligations:</p> <ul style="list-style-type: none"> • 10 year renewable and convertible term (10 YRCT) provides level life insurance protection to age 85, with guaranteed premiums renewing every 10 years. • 20 year renewable and convertible term (20 YRCT) provides level life insurance protection to age 85, with guaranteed premiums renewing every 20 years. • Term 30/65 is a non-renewable plan that provides level life insurance protection and guaranteed level premiums payable to the later of 30 years and age 65.
<p>Preferred underwriting</p>	<p>Equitable Life offers preferred underwriting on term insurance coverages with face amounts greater than \$1,000,000, rewarding your clients for their good health and lifestyle.</p>
<p>Additional features and benefits</p>	<p>A number of additional features and benefits are available that allow your clients to create an insurance plan tailored to their unique and changing needs.</p>
<p>EZcomplete® online application</p>	<ul style="list-style-type: none"> • Use it for in person or non-face-to-face meetings. • EZcomplete easily guides you through only the required sections of the application. • It includes functionality that allows your clients to sign the application using their own electronic device. • Login to EquiNet® and click on the EZcomplete icon on the menu bar.

Target markets

Term insurance is ideally suited to the following markets:

- Individuals or families seeking mortgage/debt protection or income replacement.
- Business owners seeking creditor protection, key person coverage or funding for buy sell agreements.
- Individuals or families looking for an affordable alternative to more costly permanent coverage.

Marketing tools

The following client brochures are available to assist with your term sales:



Thinking Term?
Think Equitable. 1342
(available in English and French)



Unique Mortgage
Protection 1255
(available in English and French)



Taking Care of Business
with Term 1301
(available in English and French)



Guide to Preferred
Underwriting 1345
(available in English and French)
(available in PDF format only)

How to order

Complete the supply order form on EquiNet on the Term Insurance Product page under the Marketing Materials tab. Please request marketing material from your MGA. Your MGA should complete the order form, scan it and email it to supply@equitable.ca or FAX it to 519-883-7424.

FEATURES AT A GLANCE	
Issue ages	<ul style="list-style-type: none"> 10 YRCT: 18 – 75 (expires at age 85) 20 YRCT: 18 – 65 (expires at age 85) Term 30/65: 18 – 55 (expires at the later of 30 years and age 65)
Availability	<ul style="list-style-type: none"> Single life Multiple coverages Multiple lives (up to 5 lives). Available on personally-owned policies only. Joint first-to-die (2 lives) – only available on 10 and 20 YRCT 10 and 20 YRCT are available as riders on universal life and EquiLiving critical illness insurance (adult plans only) 10 and 20 YRCT and Term 30/65 are all available as riders on Equimax whole life (adult plans only)
Rate bands	<p>Minimum sum insured: \$50,000.</p> <ul style="list-style-type: none"> Band 1: \$50,000 – \$99,999 Band 2: \$100,000 – \$249,999 Band 3: \$250,000 – \$499,999 Band 4: \$500,000 – \$999,999 Band 5: \$1,000,000 – \$2,499,999 Band 6: \$2,500,000 + <p>Special quotes from head office may be obtained for face amounts over \$10,000,000.</p>
Admin/policy fees	<ul style="list-style-type: none"> \$50 per year / \$4.50 per month
Exchange option	<ul style="list-style-type: none"> Option to exchange 10 YRCT to 20 YRCT without evidence after the 1st anniversary but before the earliest of the 5th anniversary and the anniversary nearest the insured's 65th birthday.
Convertibility	<ul style="list-style-type: none"> 10 and 20 YRCT: convertible up to age 71 (oldest life for the joint plans) Term 30/65: convertible up to age 60
Optional riders	<ul style="list-style-type: none"> Additional accidental death benefit Children's protection rider Disability waiver of premium provision EquiLiving[®] critical illness insurance Guaranteed insurability option
Built-in features	<ul style="list-style-type: none"> Bereavement counselling benefit Living benefit Substitution of a life insured Survivor benefits and separate policy option (joint first-to-die 10 and 20 YRCT only)
EZcomplete [®] online application	<ul style="list-style-type: none"> Use it for in person or non-face-to-face meetings. EZcomplete easily guides you through only the required sections of the application. It includes functionality that allows your clients to sign the application using their own electronic device. Login to EquiNet[®] and click on the EZcomplete icon on the menu bar.
Underwriting classes	<p>Preferred underwriting is available for face amounts greater than \$1,000,000:</p> <ul style="list-style-type: none"> Class 1 – Preferred plus non-smoker Class 2 – Preferred non-smoker Class 3 – Non-smoker (standard) Class 4 – Preferred smoker Class 5 – Smoker (standard)
Non-smoker definition	<p>To be considered a non-smoker, the insured must not have used any cigarettes, pipe or chewing tobacco, smoking cessation products, or tobacco substitutes within the past 12 months. Up to one cigar/cigarillo is permitted per month, subject to a negative cotinine level. Clients who use marijuana, whether inhaled or ingested, may qualify for non-smoker rates (Class 3).</p>

EXCHANGE OPTIONS (available on 10 YRCT only)

A 10 year term plan can be exchanged (fully or partially) to a 20 year term plan beginning on the 1st coverage anniversary until the 5th coverage anniversary or the anniversary nearest the life insured's 65th birthday, (whichever comes first). If the person qualified for preferred rates on the 10 year term they will carry that preferred class over to the new 20 year term upon exchange, provided it meets our administrative and underwriting rules in effect at that time.

CONVERSION OPTIONS

All term plans and term riders may be fully or partially converted to any permanent life insurance product issued by Equitable Life at that time, without evidence of insurability.¹ The following age restrictions apply:

- 10 and 20 year term
 - Single life, and multiple lives (personally-owned policies only): any time prior to the policy anniversary nearest the life insured's 71st birthday and while the policy is in effect.
 - Joint first-to-die: any time prior to the policy anniversary nearest the 71st birthday of the oldest life insured and while the policy is in effect.
- Term 30/65: Any time prior to the policy anniversary nearest the life insured's 60th birthday and while the policy is in effect.

Administrative details:

- If the risk class of the life insured converting the coverage is preferred, and the conversion is made before the 10th coverage anniversary then the risk class under the converted permanent policy will be to a similar risk class, provided it is offered by Equitable Life and meets our administrative and underwriting rules in effect at the time of conversion.
- If the insurance coverage is being converted from a preferred risk class to a plan that offers only a standard risk class, or if converting the coverage after the 10th anniversary, the risk class of the converted policy will be standard.
- The risk class will be determined by Equitable Life at the time of conversion.
- Premiums for the converted coverage will be based on Equitable Life's then current premium or cost of insurance rates for the life insured's attained age on the date of conversion.
- All coverages must meet the minimum and maximum face amount, age and premium requirements, according to the current administrative rules and practices at that time.
- Partial conversions are permitted, however, if the original term plan qualified for preferred rates and the amount remaining is equal to or less than \$1,000,000, the risk class will be adjusted on the original term coverage.
- If your client exercises conversion while premiums are being waived under the disability waiver of premium provision, premiums will not be waived and will become payable under the converted policy.
- If the face amount is increased at conversion, evidence of insurability will be required.
- If the term policy has other riders and benefits in effect when the term coverage is converted, availability of these riders and benefits on the new policy is subject to the administrative rules and guidelines in effect at that time.

PREMIUMS

Premium payments

Your clients have the option of paying their premiums annually or monthly by pre-authorized debit plan (PAD). If premiums are paid monthly, the modal factor used is 0.09. All premiums are payable to Equitable Life of Canada and must be received in our head office in Waterloo.

Grace period

After the first premium, if a premium is not paid on or before its due date, a grace period of 31 days will begin on the date the missed premium was due. The policy will lapse and coverage will terminate if Equitable Life does not receive the premium due under the policy by the end of the grace period.

Reinstatement

A term policy may be reinstated within two years of its lapse upon written application by your client. Evidence of insurability will be required according to the then current underwriting guidelines. The premiums that would have been required to maintain the policy in effect from the date of lapse to the date of reinstatement plus interest will be required.

¹ Must continue to meet minimum and maximum face amount requirements after the conversion.

UNDERWRITING CLASSIFICATIONS

At Equitable Life, we reward good health and lifestyle with better premiums on life insurance. That's why we offer your clients five risk classes or underwriting classifications on term plans and term riders. Better health and lifestyle translates into a preferred risk for the company and lower premiums for the client.

- Preferred underwriting is available for face amounts greater than \$1,000,000.
- Face amounts equal to or less than \$1,000,000 have two risk classes: standard non-smoker (class 3) and standard smoker (class 5).

Class 1: Preferred plus non-smoker	The life insured is a very healthy non-smoker (no smoking or cessation aids within the past 24 months) with an excellent family medical history.
Class 2: Preferred non-smoker	The life insured is in good health, a non-smoker (no smoking or cessation aids within the past 12 months) with good family medical history.
Class 3: Non-smoker	The life insured is a healthy non-smoker (no smoking or cessation aids within the last 12 months). Up to one cigar or cigarillo/month is permitted, subject to a negative cotinine test. Clients who use marijuana, whether inhaled or ingested, may qualify for non-smoker rates.
Class 4: Preferred smoker	The life insured is in good health and smokes cigarettes or uses nicotine based products. Evaluated with similar health criteria as class 2 preferred non-smoker.
Class 5: Smoker	The life insured is healthy and smokes cigarettes or uses nicotine based products.

Determination of the risk class is dependent on Equitable Life's underwriting assessment. For more details on the underwriting criteria, refer to the [Guide to Preferred Underwriting 1345](#).

BUILT-IN FEATURES

Bereavement counselling benefit	<p>Upon the death of a life insured covered under the term policy, and payment of the death benefit, we will provide a bereavement counselling benefit.* The benefit provides a reimbursement of up to a total of \$500 towards the cost of counselling expenses, shared among all beneficiaries, provided that:</p> <ul style="list-style-type: none"> • The beneficiary(ies) submits receipts within 12 months of the date of death of the life insured to Equitable Life; and • The counsellor has professional accreditation or certification as determined appropriate by Equitable Life at the time of receipt. <p>The bereavement counselling benefit amount is a total of \$500 regardless of the number of beneficiaries.</p> <p>*Subject to requirements as set out in the policy contract.</p>
Living benefit	<p>If the life insured is diagnosed with a disease or injury which is expected to cause death within 24 months (supported by Doctor's documentation/reports), they may qualify for a living benefit payment.</p> <ul style="list-style-type: none"> • A non-contractual provision, the living benefit payment is an advance death benefit payment and will be an amount equal to the lesser of \$100,000 or 50% of the face amount of the policy, less any existing indebtedness. • Our determination of the releasing of funds is not dependent on the use of funds by the individual who will be receiving them. • The policy must be in effect for the benefit to be paid. • This benefit is not taxable.
Substitution of a life insured	<p>On multiple life personally-owned policies, your clients have the option to substitute a life insured. The new life insured must submit satisfactory evidence of insurability as well as proof of an insurable interest with the other lives insured. An administrative fee may apply.</p>

BUILT-IN FEATURES (continued)

Survivor benefits (joint first-to-die 10 and 20 YRCT only)	<ul style="list-style-type: none"> • The joint first-to-die plan will end on the date of the first death of the lives insured. Within 60 days of the first death, the surviving life insured will have the option to purchase, without evidence of insurability, a new single life plan for an amount up to a maximum of the insurance amount in effect at the date of the first death. Minimums and maximums for face amount, premiums and issue age that apply for the new plan must be met. Premiums will be based on the attained age of the surviving life insured. • If, within 60 days of the first death of the lives insured, the surviving life insured dies and is under attained age 70, we will pay the beneficiary an additional death benefit equal to the insurance amount in effect at the date of the first death.
Option to elect individual policies (joint first-to-die 10 and 20 YRCT only)	<ul style="list-style-type: none"> • If there has been a material change in the relationship of the lives insured under the plan, the policy may be surrendered for two single life policies, each with coverage up to the amount of coverage in effect on the joint first-to-die policy, without evidence of insurability. • The new single life term policies would be issued at attained age and then current rates for a similar risk class. Minimums and maximums for face amount, premiums and issue ages that apply to the new plan must be met.
Stop-smoking incentive	<ul style="list-style-type: none"> • If your client quits smoking for 12 consecutive months within the first 2 policy years, Equitable Life will refund the difference between what the life insured paid as a smoker and what they would have paid as a non-smoker, for a maximum of one month's premium. Eligibility is subject to certain conditions including a negative cotinine level and evidence of continued insurability. • Clients may be eligible to move from a preferred smoker or smoker to a class 3 non-smoker.

OPTIONAL RIDERS

Disability waiver of premium provision	<ul style="list-style-type: none"> • Issue ages: 18 – 55 • This rider can be purchased on any of the lives insured and/or the payor of the policy. It provides for the payment of all premiums applicable to the plan while the person(s) for whom the rider was purchased is totally disabled by sickness or accident. If the total disability occurs prior to their 60th birthday and lasts for six consecutive months, Equitable Life will refund any premiums paid during this six-month period and waive any premiums that come due during the continuation of the total disability.
Additional accidental death benefit	<ul style="list-style-type: none"> • Issue ages: 18 – 60 (maximum of age 55 on Term 30/65) • If death occurs as a result of an accident and the life insured dies within 90 days of the accident, this rider provides an additional death benefit equal to the amount elected at issue. The minimum amount of coverage offered is \$1,000 and the maximum amount of coverage is limited to the lesser of the amount of term coverage or \$500,000.
Children's protection rider	<ul style="list-style-type: none"> • Issue age of insured parent: 16 – 55 • This rider provides term insurance protection for all of a client's children, age 15 days to 18 years, under one convenient plan. Children born or adopted after the policy is issued are automatically included after 15 days. The protection continues to a child's age 25. This coverage may be converted to any permanent plan or term plan for up to 5 times the original coverage amount, when the child is between the ages of 21 and 25, without providing evidence of insurability. Minimums and maximums for face amount, premiums and issue ages that apply to the new plan must be met. Premiums for this rider are payable for only 20 years, even if children are still covered by the rider. The rider expires on the child's 25th birthday.
Guaranteed insurability option	<ul style="list-style-type: none"> • Issue ages: 18 – 38 • Attractive feature for clients concerned about future insurability. This option guarantees their right to buy additional insurance coverage at specified dates in the future, without providing further evidence of continued insurability. Minimums and maximums for face amount, premiums and issue ages that apply to the new plan must be met.

OPTIONAL RIDERS (continued)

EquiLiving critical illness insurance

A term plan coupled with an EquiLiving critical illness insurance rider can provide your clients with well-rounded protection. EquiLiving critical illness insurance riders provide the person insured under the rider (or a beneficiary named under the rider), with a lump sum benefit in the event that the person insured is diagnosed with one of the 25 covered critical conditions as defined in the rider contract and survives the survival period applicable to the particular condition.

EquiLiving critical illness insurance riders are available on a single life basis at or after issue. And, provided they qualify, can be added to the life insured under a single life plan, all lives insured under multi-life plans, and both lives insured under joint first-to-die term plans.

EquiLiving critical illness insurance rider — 10 year renewable to age 75

- Issue ages:
 - Term 10: 18 to 65 years
 - Term 20: 18 to 65 years
 - Term 30/65: 18 to 55 years
- Minimum benefit amount: \$25,000
- Maximum benefit amount: \$2,000,000
- Provides a level amount of coverage
- Guaranteed premiums renew (increase) every 10 years
- Rider automatically terminates at age 75
- Change privilege
 - Flexibility to change to a level premium to age 75 rider or a level premium to age 100 rider covering the same conditions as covered by the original rider provided one is then available.
 - The change privilege may be elected at any policy anniversary up to and including the policy anniversary nearest the person insured's attained age 60. No evidence of insurability is required for the change privilege, as long as there is no increase in the benefit amount. To take advantage of the change privilege, your clients simply make a written request to Equitable Life's head office in Waterloo, Ontario at least 30 days prior to their 60th birthday.
 - Premiums will be based on the then current rates for the level premium to age 75 or the level premium to age 100 change rider at your clients' attained age at the date of the change for the same class of risk and smoking status.

EquiLiving critical illness insurance rider — Level to age 75

- Issue ages:
 - Term 10: 18 to 64 years
 - Term 20: 18 to 64 years
 - Term 30/65: 18 to 55 years
- Minimum benefit amount: \$25,000
- Maximum benefit amount: \$2,000,000
- Provides a level amount of coverage
- Premiums are guaranteed level
- Rider automatically terminates at age 75

OPTIONAL RIDERS (continued)

EquiLiving critical illness insurance (continued)

EquiLiving critical illness insurance rider — Level to age 100

- Issue ages:
 - Term 10: 18 to 65 years
 - Term 20: 18 to 65 years
 - Term 30/65: 18 to 55 years
- Minimum benefit amount: \$25,000
- Maximum benefit amount: \$2,000,000
- Provides a level amount of coverage
- Premiums are guaranteed level
- Rider automatically terminates at age 100

Covered conditions

- | | | |
|----------------------------------|-----------------------------|---------------------------------------|
| • Heart attack | • Cancer (life threatening) | • Stroke |
| • Alzheimer's disease | • Aortic surgery | • Aplastic anaemia |
| • Bacterial meningitis | • Benign brain tumour | • Blindness |
| • Coronary artery bypass surgery | • Coma | • Deafness |
| • Heart valve replacement | • Kidney failure | • Loss of independent existence* |
| • Loss of limbs | • Loss of speech | • Major organ failure on waiting list |
| • Major organ transplant | • Motor neuron disease | • Multiple sclerosis |
| • Paralysis | • Parkinson's disease | • Occupational HIV infection |
| • Severe burns | | |

* Loss of independent existence provides a benefit for cognitive impairment and/or a total and permanent inability to perform two or more of: bathing, dressing, toileting, continence, transferring, feeding.

Any illness, disorder, or condition not specifically defined as a covered condition in the contract is not insured and no benefit payout will apply. Detailed information on the Covered Critical Conditions is available in [Understanding the Covered Conditions](#) (#1248.)

EquiLiving critical illness insurance rider benefit

Provided the term policy and the EquiLiving critical illness insurance rider are in effect, Equitable Life will pay the EquiLiving critical illness insurance rider benefit amount to the person insured (or a beneficiary named under the Rider), in a lump sum following the diagnosis by a licensed physician (unless otherwise specified in the rider contract) in Canada, the US, or any other region as approved by Equitable Life of a covered critical condition as defined in the rider contract and satisfaction of the specified survival period. Any illness, disorder or conditions not specifically defined as a covered critical condition in the contract is not insured and no benefit will be payable.

Survival period

Survival period refers to the number of days your clients must survive starting on the date of diagnosis of, or surgery for, a critical condition before a benefit payout will be made. The survival period is generally 30 days unless otherwise specified in the rider contract. The person insured must be alive at the end of the survival period and must not have experienced irreversible cessation of all brain functions during the survival period. During the survival period for a covered critical condition, no premium payment is required.

OPTIONAL RIDERS (continued)

EquiLiving critical illness insurance (continued)

Extension of expiry

If your clients have elected either a 10 year renewable to age 75 or level to age 75 EquiLiving critical illness insurance rider, the rider expires on the policy anniversary nearest their attained age 75. However, if that rider expires while the person insured is satisfying an applicable survival period for a covered condition, the extension of expiry applies, and your clients' EquiLiving rider will remain in effect until the earlier of the date of the person insured's death, or the date the person insured's EquiLiving benefit or early detection benefit becomes payable. The extension of expiry provides coverage only for the particular covered critical condition or early detection benefit covered condition that initiated the extension of expiry.

Automatic policy exchange

If the joint first-to-die term policy terminates due to payment of the death benefit, and the surviving life insured has an EquiLiving critical illness insurance rider in effect, we will automatically exchange the EquiLiving critical illness insurance rider for a separate EquiLiving policy. This means uninterrupted EquiLiving critical illness insurance coverage for the person insured!

If the term policy expires and an EquiLiving critical illness insurance rider is in effect on any of the lives insured under the term policy, Equitable Life will automatically exchange the rider for a separate EquiLiving critical illness insurance policy on the person insured.

The premiums for the separate EquiLiving critical illness insurance policy will be the same as for the rider, with the addition of a policy fee. The separate EquiLiving policy will have the same benefits and will be at the same class of risk and smoking status as the rider, without the requirement of Evidence of Insurability. Upon the automatic policy exchange of an EquiLiving critical illness insurance rider, any additional riders will not be included. The separate EquiLiving critical illness insurance policy can be cancelled at any time by providing written notice to Equitable Life's head office in Waterloo, Ontario

Early detection benefit

This automatically included feature provides your clients with a lump sum benefit if they are diagnosed with and survive the 30 day survival period applicable to one of four non-life-threatening conditions. The early detection benefit covered conditions are:

- Coronary angioplasty
- Early prostate cancer
- Ductal breast cancer
- Superficial malignant melanoma

The early detection benefit will be the lesser of 15% of the then current EquiLiving benefit amount and \$50,000. This benefit can be paid twice while the rider is in effect, but only once for any one of the early detection benefit covered conditions. Payment of the early detection benefit will not cause the rider to terminate, reduce the EquiLiving benefit, or reduce the rider premiums. Note that unlike the survival period applicable to the covered critical conditions, during the early detection benefit survival period, premiums are still payable.

OPTIONAL RIDERS (continued)

EquiLiving critical illness insurance (continued)

Tax handling of the EquiLiving critical illness insurance rider

Presently, there are no tax laws specifically pertaining to critical illness insurance in particular. Equitable Life interprets current tax laws as follows:

- if premiums are paid by an individual, the benefit payout received is not taxable regardless of who owns the policy.
- if the policy is owned by an individual and premiums are paid by an employer and deducted as a business expense, either:
 1. the premium paid will be considered a taxable benefit to the owner of the policy (it is added to the income of the owner of the policy), or
 2. the benefit payout received will be considered to be taxable to the owner of the policy.

Note: This is general tax information only and should not be used as the basis for rider purchase decisions. Your clients should seek advice from their lawyer or tax advisor on the taxation of the EquiLiving critical illness insurance rider.

Works for me.®

Canadians have turned to Equitable Life since 1920 to protect what matters most. We work with you to offer solutions that provide good value, and help you navigate those solutions to meet the needs of your clients.

Equitable Life is not your typical financial services company. We have the knowledge, experience and ability to find solutions that work for you. We're friendly, caring and interested in helping. And we're owned by our participating policyholders, not shareholders, allowing us to focus on your needs and providing you with personalized service, financial protection and peace of mind.



 The Equitable Life Insurance Company of Canada  1.800.722.6615  www.equitable.ca