



THERE'S NO PLACE LIKE HOME... AFFORDABLE FAMILY PROTECTION

It's easy to add critical illness protection to your client's life insurance

A home is often the single largest purchase a family will make in their lifetime. It's important to protect that investment. What would happen if your client were to become critically ill or die? Would their family be able to keep making the mortgage payments? Help your client reduce financial worry and get more comprehensive coverage by adding a critical illness rider to their existing life insurance plan.

THE SITUATION:	THE NEED:
<ul style="list-style-type: none"> • Bob (38), production supervisor • Mary (35), freelance graphic designer • Household income of \$135,000 • \$250,000 mortgage for 20 years 	<ul style="list-style-type: none"> • Keep the family home in the event of a tragedy • Cover two years of mortgage payments (\$2,000/month) if Bob or Mary is unable to work due to a critical illness

THE BEST VALUE SOLUTION:

Combining affordable term insurance and critical illness coverage into one plan creates the perfect mortgage protection bundle, one that is flexible enough to meet Bob and Mary's needs today and into the future.

Coverage	Monthly premiums ¹	
	Bob	Mary
\$250,000 term 20 life insurance ²	\$22.16	\$12.69
\$50,000 EquiLiving® 10 year renewable critical illness rider ³	\$20.75 renew at \$42.71	\$17.51 renew at \$35.56
Policy fee (only one policy fee applies)	\$4.50	
Total	\$47.41	\$30.20
Combined premium (year 1 to 10)	\$77.61	
Combined premium (year 11 to 20)	\$117.62	

¹Rates effective January 7, 2019. Assumes standard non-smoker rates. ²Premiums for term 20 life insurance will increase after 20 years when the coverage renews. ³Premiums for EquiLiving critical illness rider will increase after 10 years when the coverage renews.

FUTURE FLEXIBILITY:

- Bob and Mary can switch their term 20 plan to permanent coverage, without underwriting, to lock in a level premium for the remainder of their lives.⁴
- The critical illness coverage can be changed to level-to-age-75 or level-to-age-100 coverage to lock in a consistent rate.⁴

⁴ Change would need to occur prior to the age specified in the contract. See contract for details.

Term life insurance + critical illness insurance = flexible, cost-effective mortgage protection.
Questions? Contact your Equitable Life Regional Sales Manager.

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term