

# MORTGAGE SOLUTION FOR YOUR CLIENT



**Assumption Life**

# MORTGAGE SOLUTION

ASSUMPTION LIFE VS. LENDERS

# MORTGAGE PROTECTION

## FINANCIAL INSTITUTION

- ❌ Lender becomes the beneficiary
- ❌ DI will only cover the mortgage
- ❌ DI income not available
- ❌ CI covers mortgage only not treatment expenses



# MORTGAGE PROTECTION

## FLEXTERM

- ✓ Flexible term options to fit any budget
- ✓ Term period that can be extended with no additional questions
- ✓ Great rider combinations available



**ASSUMPTION LIFE** MAKES IT SIMPLE TO  
OFFER A **FULL INSURANCE** SOLUTION  
TO YOUR CLIENT IN **ONE MEETING!**

Make your client the owner of their insurance needs. With a competitive FlexTerm policy, Assumption is the solution for your client's mortgage protection!



# HOW TO CAPTURE YOUR CLIENT'S ATTENTION

- Simple questions
- Simple application
- Simple solution
- Full protection in one meeting



# SIMPLIFIED UNDERWRITING FOR HEALTHY CLIENTS

- Simplified issue up to \$499,999
- Simplified issue for any occupation, up to \$1,500/month
- Only 4 extra questions to add DI & CI
- No delivery receipt (unless there is an amendment)



WITH OUR **NEW AND IMPROVED DI**,  
WE TAKE CARE OF THE LOANS SO YOU  
CAN CONCENTRATE ON HEALING, AND  
GETTING BACK TO A NORMAL LIFE!

- Combination of DI based on loans & DI based on income available
- Maximum amounts are higher
- New coverage for credit cards and car leases





# WOULD YOU RATHER?

**Pay \$0/year in  
Disability Income  
Premiums**

**and**

**receive \$0/year in  
Disability Benefits.**

**Pay \$700/year in  
Disability Income  
Premiums**

**and**

**Receive \$40,200\*/year  
in Disability Benefits.**

\* Calculated on a Disability Income Benefit for \$3,350/month Male/age 35/non smoker



# A DISABILITY CAN HAPPEN TO ANYONE!

EVERY



SOMEONE IS INJURED  
IN AN AUTO ACCIDENT

EVERY



SOMEONE IS  
INJURED AT WORK

EVERY



SOMEONE IS INJURED  
IN SOME KIND OF ACCIDENT

Source: Disability Resource Center, DI Statistics (2018)



# CI IS REAL!



**1 IN 1200**

CHANCE OF HOUSE FIRE<sup>1</sup>



**1 IN 240**

CHANCE OF CATASTROPHIC CAR ACCIDENT<sup>1</sup>



**1 IN 14**

CHANCE OF A 40 YEAR-OLD INDIVIDUAL  
DYING BEFORE AGE 65<sup>2</sup>

CHANCE OF  
CRITICAL  
ILLNESS<sup>3</sup>  
**1 IN 3**

Source: <sup>1</sup> Patty Randall Let's Talk The Care Years LTC Planning (2007). <sup>2</sup> Statistics Canada, CANSIM, table 105-0501 and Catalogue no 82-221-X (2010). <sup>3</sup> Heart and Stroke Foundation MS Society of Canada, National Institute of Canada Canadian Cancer Statistics (2004)



IN FACT, DISABILITY FROM EITHER  
**INJURY OR ILLNESS** IS A FAR GREATER  
THREAT THAN MOST PEOPLE REALIZE.

Only **3%\*** of mortgage foreclosures are caused by death; **48%\*** are caused by disability.

\*Source: Disability Resource Center, DI Statistics (2018)



**EVERYONE WANTS CHOICES**

WE DO NOT ALL HAVE THE SAME GOALS

# DETERMINE YOUR GOAL

- ① Mortgage protection
- ② Income replacement
- ③ Life protection



# SCENARIO 1

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- Family of **3**
- Mom and Dad: **ages 35 & non-smokers**
- Mom's annual salary: **\$45,000**  
Dad's annual salary: **\$65,000**
- Daughter: **Age 5**
- Mortgage: **\$350,000** amortized over **25 years**
- Other debt: **\$25,000**



# SCENARIO 1

## MORTGAGE PROTECTION

- \$375,000 FlexTerm T30 (each parent)
  - Pay Mortgage, Personal Debt
- DI Loans \$2,300/month (each parent)
  - Mortgage \$1,800/month
  - Loan \$500/month
- CI \$25,000 (each parent)

**\$219/Monthly**

**Potential protection payout could be up to \$910,400**





# SCENARIO 1

## INCOME REPLACEMENT

- \$1,100,000 FlexTerm T30 (each parent)
  - Income replacement (Salary x 10)
- DI Loans \$2,300/month (each parent)
  - Mortgage \$1,800/month
  - Loan \$500/month
- CI \$25,000 (each parent)
- DI Income \$2,700/month (each parent)
  - 75% of salary, respecting maximum on product

**\$470/Monthly**

**Potential protection payout could be up to \$2,490,000**



# SCENARIO 1

## LIFE PROTECTION

- \$50,000 ParPlus 20Pay (joint first-to-die)
- \$1,100,000 FlexTerm T30 (each parent)
  - Income replacement (Salary x 10)
- CI \$25,000 (each parent)
- CIB \$20,000
- DI Loans \$2,300/month (each parent)
  - Mortgage \$1,800/month
  - Loan \$500/month
- DI Income \$2,700/month (each parent)
  - 75% of salary, respecting maximum on product

**\$651/Monthly**

**Potential protection payout could be up to \$2,535,000**



# SCENARIO 2

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- **Single** Parent
- Healthy woman: **age 45, non-smoker**
- Annual salary: **\$95,000**
- Daughter: **age 5**
- Son: **age 8**
- Mortgage: **\$300,000 amortized over 25 years**
- Other debt: **\$50,000**



# SCENARIO 2

## MORTGAGE PROTECTION

- \$350,000 FlexTerm T30
  - Pay Mortgage, Personal Debt
- DI Loans \$2,200/month
  - Mortgage \$1,500/month, Loan \$700/month
- CI \$25,000

**\$196/Monthly**

**Potential protection payout could be up to \$427,800**



## SCENARIO 2

### INCOME REPLACEMENT

- \$950,000 FlexTerm T30
  - Income replacement (Salary x 10)
- DI Loans \$2,200/month
  - Mortgage \$1,500/month
  - Loan \$700/month
- DI Income \$2,800/month
  - 75% of salary, respecting maximum on product
- CI \$25,000

**\$433/Monthly**

**Potential protection payout could be up to \$1,095,000**



# SCENARIO 2

## LIFE PROTECTION

- \$50,000 Essential WL  
Pay to age 65
- CI \$25,000
- DI Loans \$2,200/month
  - Mortgage \$1,500/month
  - Loan \$700/month
- \$950,000 FlexTerm T30
  - Income replacement  
(Salary x 10)
- CIB \$20,000
- DI for Income \$2,800/month
  - 75% of salary, respecting  
maximum on product

**\$538/Monthly**

**Potential protection payout could be up to \$1,165,000**



# WORK SMART

- One application - 4 products
- Easy to add riders: DI, CI and CIB
- One simple questionnaire for all
- Quick to issue, quick to pay



“

Don't sell life insurance.  
Sell what life insurance can do.

- Ben Feldman (1912-1993), American businessman  
and world-renowned salesperson.

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**YOU HAVE THE TOOLS  
TO BUILD A COMPLETE SOLUTION**



# NEW AND IMPROVED DI FEATURES

- Combination of DI loans & DI income
- Available for clients up to 60 years of age
- Credit cards accepted as loans
- No restrictions on loan terms



# ALL-IN-ONE APPLICATION WITH LIA

- One application
- No paper
- Error proof
- Get paid quickly – twice weekly
- No limit to non face-to-face



THANK YOU!