

## Questions to ask yourself about your coverage needs

Understanding your income protection strategy shouldn't be daunting. We make it simpler by asking a few key questions. In the end, you'll have a better understanding of your Individual Disability Income insurance policy.

### How long could you go without a paycheck (Elimination Period)?

- 30 days
- 60 days
- 90 days
- 180 days
- 365 days

### If you became too sick or hurt to work, how long would you want to receive monthly disability benefit payments (Benefit Period)?

- 2 years
- 5 years
- To age 65
- To age 67
- To age 70

### How long do you want to be protected in your specific occupation (Your Occupation Period)?

- 2 years
- 5 years
- To age 65
- To age 67
- To age 70

### Are you interested in keeping your coverage up-to-date with changes to your income or cost of living (inflation)?

- Yes, I'm expecting my income to continue growing (Benefit Update rider).
- Yes, I'm more concerned about keeping my policy up-to-date with inflation (Future Benefit Increase rider).

For an additional cost, are you interested in features that offer:

### A portion of your monthly benefit payment if you're able to work at a reduced capacity and earn less? If so, for how long?

- For as long as possible — to the end of my policy's benefit period (Residual Disability and Recovery Benefit rider<sup>1</sup>)
- For 6 or 12 months (Short-Term Disability Benefit rider)

### Benefit payments if you're working in a different occupation? If so, which do you prefer? Only one can be selected.

- Benefit to make up the difference in the income you've lost (Transitional Occupation rider<sup>1</sup>)
- Full disability benefit payments (Regular Occupation rider); additional guidelines may apply

### Extra benefits if you are unable to perform activities of daily living, such as eating and bathing (Catastrophic Disability Benefit rider<sup>2</sup>)?

- For 2 years
- For 5 years
- To age 65
- To age 67
- To age 70

### When receiving monthly benefit payments, would you want your payments to keep up with inflation (Cost-of-Living Adjustment [COLA] rider) or remain flat? If you want them to increase, at what rate?

- Up to 3%
- Up to 6%

### If you've been disabled for a long time and have been unable to save for retirement, would you like to extend your monthly benefit payments beyond the end of your benefit period (Extended Total Disability Benefit rider)? If so, for how much?

- 50 times your monthly benefit payment
- 75 times your monthly benefit payment
- 100 times your monthly benefit payment

## Items to consider

### Your cost for coverage (premium) is affected by how long you wait to receive a monthly benefit payment:

- A shorter wait = higher cost for coverage
- A longer wait = lower cost for coverage

### The selection that most people chose for a benefit period is to age 65. Keep in mind:

- A longer benefit payout = higher cost for coverage
- A shorter benefit payout = lower cost for coverage

### You've worked hard to build your career. Most individuals choose to be protected in their current occupation as long as possible. Keep in mind:

- Shorter timeframe for protection = lower cost for coverage
- Longer timeframe for protection = higher cost for coverage

### Keeping your coverage up-to-date with changes in your income is important. If you're in good health when you purchase disability coverage, typically two features are added (at no additional cost):

- An inflation/cost-of-living adjustment feature
- A income adjustment feature that keeps your coverage up-to-date with changes in your income or employment situation

These features work together to help ensure your coverage stays up-to-date over time. In any given year, you'll only receive one option to increase.

### In general, broadening your coverage to enhance the definition of disability increases your cost for coverage.

Tip: The Residual Disability and Recovery Benefit rider is one of our most commonly added features. It's available for an additional cost.

### Selecting either the COLA or Extended Total Disability Benefit riders enhances your coverage, but also increases your cost.

If cost is a concern, choose less coverage (for example, a 3% COLA increase or 50 times your monthly payment).

# What type of coverage will you build?

This chart shows three different coverage options — from basic to comprehensive.  
Let's talk about how your needs compare with these scenarios.

Policy features	Comprehensive coverage		Moderate coverage		Basic coverage	
Monthly benefit payment	\$2,450 (maximum available)		\$1,850 (approx. 75% of max.)		\$1,500 (approx. 61% of max.)	
Elimination period	90 days		90 days		180 days	
Benefit period	To Age 65		To Age 65		5 years	
Your occupation period	To Age 65		To Age 65		5 years	
Total disability covered?	Yes		Yes		Yes	
Residual disability covered? (cost rider)	Yes		Yes (12-month duration)		No	
Cost-of-Living Adjustment rider added? (cost rider)	Yes (3%)		No		No	
Total monthly cost	Male	Female	Male	Female	Male	Female
	\$89	\$154	\$57	\$99	\$20	\$35