

Case Study

Using a term certain annuity to prearrange the funding for an Equimax[®] 20 pay

Using a term certain annuity is a convenient way to prearrange the funding for future premiums on a life insurance policy. It's like an "All-Inclusive" for life insurance.

THE SITUATION & THE NEED

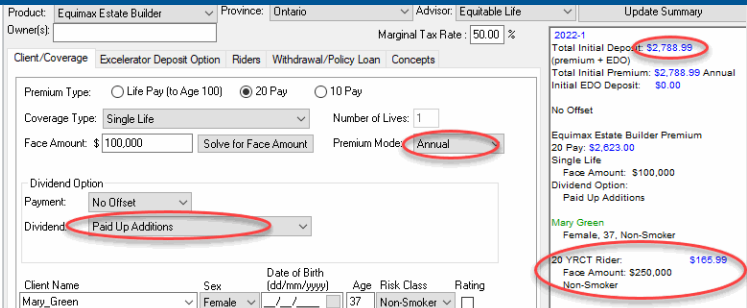
- Mary Green (37), non-smoker
- Needs \$100,000 of permanent plus \$250,000 of temporary life insurance for mortgage protection over the next 20 years
- Has access to a lump sum of money to prearrange the funding for her insurance

THE SOLUTION:

The "All-Inclusive" Equimax whole life & term certain annuity package

Step #1: Establish the Equimax policy¹

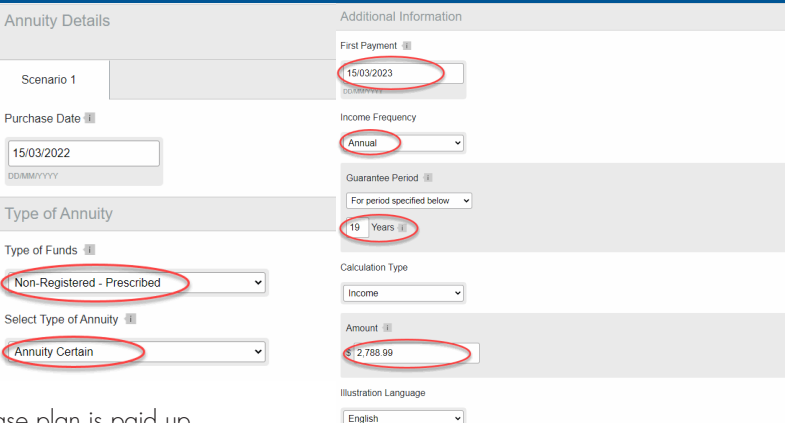
Equimax Estate Builder[®]

<ul style="list-style-type: none"> • Mary, female, age 37, non-smoker is the intended life insured and policy owner. • \$100,000 Equimax Estate Builder with 20 pay premium. • Paid-Up Additions Dividend Option. • Add a 20-year term rider for \$250,000 to Age 57. • Annual Premium Mode: (An initial payment of \$2,788.99 is required to settle the Equimax policy.) 	
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Step #2: Establish the term certain annuity²

(To be completed once the Equimax policy has settled and the final annual premium and policy anniversary are confirmed.)

Term certain annuity

<ul style="list-style-type: none"> • Mary is the intended annuitant and annuity owner. • The Amount field must equal the total life insurance premium: \$2,788.99. • Once the Equimax policy is settled, all subsequent 19 annual premium payments starting with the 1st anniversary will be paid by the term certain annuity. • The illustration system calculates that a lump sum deposit of \$43,098.35 is required to provide this annual income. 	
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Single Premium: \$ 43,098.35

THE FUTURE: YEAR 20

- After the 20th Equimax policy anniversary, the \$100,000 base plan is paid up.
- The first renewal premium for the 20-year term rider occurs after the term certain annuity has expired. At that time, Mary can decide to:
 1. Terminate the 20-year term rider...no further premium payments required
 2. Renew it...premium payments will be required
 3. Convert it...premium payments will be required

FOR ADVISOR USE ONLY

¹Life insurance rates illustrated are effective March 15, 2022. Based on the dividend scale at that time remaining unchanged for the life of the policy. Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapse, claims experience, taxes and other experience of the participating block of policies. ²The term certain annuity rates illustrated are effective March 15, 2022. This information does not constitute legal, tax, investment, or other professional advice. © denotes a trademark of The Equitable Life Insurance Company of Canada.

Equimax® Whole Life and Term Certain Annuity Package

Looking for a way to help clients prearrange the funding for their Equimax life insurance policy? Funding it with a term certain annuity may be just the ticket!

HOW DOES IT WORK?

- An Equimax participating whole life policy is purchased.
- Once the life policy is settled and the final annual premium and policy anniversary are confirmed, a term certain annuity is purchased to provide an annual income sufficient to pay the total life insurance premium.
- Works best with a 10 pay or 20 pay plan but can also be used with life pay if the intention is to try to qualify for premium offset after 20 years.

WHO IS THE IDEAL CLIENT?

The Equimax whole life and term certain annuity package is ideal for clients who:

- Want to prearrange the funding for their life insurance policy.
- Want to prearrange the funding for life insurance for their children or grandchildren. Premiums for children are low and Equimax provides a stable investment option with tax-advantaged growth and cash value that can be accessed in the future.
- Have access to sufficient cash required to purchase a term certain annuity.
- Age restrictions will apply to the annuitant. They must be under 72 years of age for a term certain annuity for funding a 20 pay or life pay Equimax policy, and under 82 years of age for a term certain annuity for funding a 10 pay Equimax policy.

HOW CAN IT HELP CLIENTS?

It gives clients security knowing they have life insurance in place and that the premiums will be paid without impacting their day to day finances.

HOW CAN IT HELP YOU?

- Since the life insurance premium is paid by the annuity income, you benefit from knowing that business will have good persistency.
- You receive commission on both the life insurance and annuity business.

WHAT IS THE PROCESS?

See the reverse side for a simple checklist that will walk you through the two-step process:

- Step #1:** Establish the Equimax policy
- Step #2:** Establish the term certain annuity

IMPORTANT POINTS TO CLARIFY WITH CLIENTS

- If there are changes to the Equimax policy after issue that result in an increase in premium and the term certain annuity income is insufficient to cover the premium, the annuity income will be paid directly to the owner of the annuity. The Equimax policy owner will receive a billing notice for the full premium amount due and must submit the payment to keep the policy in effect. This includes situations where the premium increases because an insured child does not qualify as a non-smoker at age nearest 18.
- If the Equimax Life Insured is different from the owner (for example, children's policies), we recommend the Equimax contingent owner and the annuity beneficiary be the same person. This will help ensure the income continues to fund the Equimax policy if the owner and annuitant dies before the annuity expires.
- Once the term certain annuity is purchased, it cannot be changed. It will continue to pay the annual income for the term of the annuity. The interest portion of the term certain annuity income is subject to taxation.
- Using a term certain annuity to prearrange the funding for an Equimax policy does not always guarantee the Equimax policy will be paid up when the annuity expires. Premiums may continue to be payable for riders and benefits, or for the base plan when life pay is selected. For life pay plans, where the intention is to potentially qualify for premium offset, you should use the alternate dividend scale of "current minus 2%" as a guideline. The sales illustration you provided when the policy was purchased may have shown a premium offset point based on the dividend scale in effect at that time remaining unchanged for the life of the policy. Since the premium offset point is dependent on dividends, it is not guaranteed. Clients may be required to pay premiums after the term certain annuity ends to keep the policy in effect.
- Dividends are not guaranteed and are paid at the sole discretion of the Board of Directors. Dividends may be subject to taxation. Dividends will vary based on the actual investment returns in the participating account as well as mortality, expenses, lapse, claims experience, taxes and other experience of the participating block of policies.

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