



Another reason to invest with Equitable



There are many reasons why clients should invest with an insurance company like Equitable®:

- bypass probate,
- direct payments to beneficiaries,
- private and confidential beneficiary designations, and
- potential creditor protection.

In case you need another reason, Equitable is a member of Assuris. Assuris is an independent, not for profit, industry-funded organization that protects contractholders, should their insurance company fail.¹

See the protection that Assuris can offer each investment product.

Product	Assuris Protection
Segregated Funds	Guarantees you will retain the higher of: a) Your death and maturity benefit guarantees, up to \$100,000 for each; or b) 90% of your death and maturity benefit guarantees.
Guaranteed Interest Accounts/ High Interest Savings	Guarantees you will retain the higher of: a) Your accumulated value, up to \$100,000; or b) 90% of your accumulated value.
Payout Annuities	Guarantees that you will retain the higher of: a) Your monthly income benefit, up to \$5,000 per month; or b) 90% of your monthly income benefit.

The following case studies will help illustrate how Assuris' coverage works.

Case studies – Segregated Funds



Client #1:

Robert invested in a segregated fund contract at an insurance company. He deposited \$200,000 into a segregated fund contract with a 75% maturity benefit guarantee and a 75% death benefit guarantee. After five years, Robert has not made any withdrawals, and the market value has grown to \$225,000. What is Robert protected for if the insurance company were to fail?

	Robert's protection levels
Total deposits	\$200,000
Maturity/Death benefit guarantee	\$150,000 (75% of Total deposits)
Assuris protection	\$135,000 (90% of Maturity/Death benefit guarantee)



Client #2:

Jane invested in a segregated fund contract at an insurance company. They deposited \$50,000 into a segregated fund contract with a 75% maturity benefit guarantee and a 100% death benefit guarantee. After five years, Jane has not made any withdrawals, and the market value has grown to \$62,000. What is Jane protected for if the insurance company were to fail?

	Jane
Total deposits	\$50,000
Maturity guarantee	\$37,500 (75% of total deposits)
Death benefit guarantee	\$50,000 (100% of total deposits)
Assuris protection – Maturity benefit	\$37,500 (100% of Maturity Guarantee)
Assuris protection – Death benefit	\$50,000 (100% of Benefit guarantee)

If Robert or Jane's insurance company failed, each contract would be transferred to another solvent insurance company at the current market value and Assuris would make sure the protected amount of the guarantees are transferred over to the new company.



Case study – Guaranteed Interest Accounts (GIAs)

GIAs may be compared to Guaranteed Interest Certificates (GICs) which are offered by banks and trust companies, however there is a difference in the level of protection offered when comparing these investment options. GICs are protected by the Canadian Deposit Insurance Corporation (CDIC) and offers coverage on certain account types, up to \$100,000 per institution. CDIC is a Federal Crown corporation that provides deposit insurance at member institutions in the event of their failure.

Look at what happens with a \$250,000 non-registered deposit when comparing a GIA and a GIC. Assuris offers better protection for clients on larger deposits due to higher coverage amounts.

	Deposit amount	Coverage
GIA	\$250,000	\$225,000 (Assuris)
GIC	\$250,000	\$100,000 (CDIC)

Case study – Payout annuities

Assuris also covers payout annuities, and coverage is based on the monthly benefit received. For monthly benefit payments up to \$5,000, the full amount will be protected. For monthly benefit payments greater than \$5,000 per month, 90% of the benefit is protected.

If payments are quarterly, semi-annual, or annual, the protection levels can be determined by taking the monthly amount multiplied by the number of months. For example, quarterly payments would be covered up to \$15,000 or 90% of the payment if greater than \$15,000.

Payout annuities	Scenario 1	Scenario 2
Monthly benefit	\$4,500	\$8,000
Assuris protection	\$4,500	\$7,200

While the likelihood of an insurance company failing in Canada is low, it is good to know that Assuris offers strong protection if an insurance company fails, giving clients one more reason to invest with Equitable.

Details about Assuris' protection are available at www.assuris.ca or by calling the Assuris Information Centre at 1.866.878.1225.

¹ <https://assuris.ca/about-us/>

² <https://www.cdic.ca/about-us/>

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