

DATE: June 14, 2018 **N° 2018-08**

CATEGORY: **INSURANCE**

TO: Managing General Agents, Associate General Agents, Advisors, General Agents and National Accounts

SUBJECT: **New CI Protect 20 & CI Protect Plus 20 Critical Illness Insurance**

Effective June 26, 2018, we are pleased to announce that the new **CI Protect 20** & **CI Protect Plus 20** plans will be added to our critical illness insurance (CI) product portfolio.

CI Protect 20	CI Protect Plus 20
<ul style="list-style-type: none"> Covers the four most common critical illnesses* Uses Life underwriting, i.e. uses our Life underwriting requirement charts Utilizes 2 knock-out questions (same questions as CI Protect 10) Built-in death-benefit of \$1,000 	<ul style="list-style-type: none"> Covers 25 critical illnesses Can convert to CI Protect Plus 75 up to age 65 3 built-in benefits for added protection without additional premiums Optional Return of Premium on surrender or maturity
* Munich Re's Individual Insurance Survey, 2016	

Sample competitive initial premium rankings¹

CI Protect 20	Coverage	Premium Rankings ¹ – Male Standard Non-smoker			Premium Rankings ¹ – Female Standard Non-smoker		
		Age 30	Age 40	Age 50	Age 30	Age 40	Age 50
	\$50,000	2	2	2	1	1	2
	\$75,000	2	2	2	1	1	2
CI Protect Plus 20	Coverage	Premium Rankings ² – Male Standard Non-smoker			Premium Rankings ² – Female Standard Non-smoker		
		Age 30	Age 40	Age 50	Age 30	Age 40	Age 50
		\$50,000	3	3	3	3	3
	\$100,000	3	3	3	3	3	3

¹ Premium rankings are based on LifeGuide quotes dated June 13, 2018, comparing the proposed CI Protect 20 initial annual premiums with the initial premiums of 4 other comparable 20-year renewable CI products that covers 4 critical illnesses, for the ages, coverage amounts and risk classes shown.

² Premium rankings are based on LifeGuide quotes dated June 13, 2018, comparing the proposed CI Protect Plus 20 initial annual premiums with the initial premiums of 9 other comparable 20-year renewable CI products which covers 16 to 26 critical illnesses, for the ages, coverage amounts and risk classes shown.

Save the policy fee if bundled as a rider

Help clients create a bundled solution for mortgage insurance protection by adding our new CI Protect 20 or CI Protect Plus 20 to a Solution 20 base plan, only one \$50 annual policy fee is applied.

Reference

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