

Credit Protection Insurance

Protection covering all
your financing needs



La Capitale

Insurance and
Financial Services



NEEDS ANALYSIS

Presented to: _____

Prepared by: _____

Date: _____

For your...

- Personal line of credit
- Mortgage loan or line of credit
- Personal loan (automobile, boat, recreational vehicle, renovations, studies, etc.)
- Commercial mortgage loan
- Agricultural loan
- Car lease

Why choose La Capitale?

When you choose La Capitale's Credit Protection Insurance, you get a fixed or decreasing term life insurance policy with a Disability Income Benefit rider. Here is the full range of benefits and features that La Capitale gives you.

Does your current credit insurance give you as much?	YES	NO
<ul style="list-style-type: none"> ▪ Insurability <ul style="list-style-type: none"> – Insurability verified at the time of application, not at the time of a claim 	<input type="radio"/>	<input type="radio"/>
<ul style="list-style-type: none"> ▪ At the time of the disability benefit claim <ul style="list-style-type: none"> – No integration of benefits: No consideration of any other benefits payable.¹ – No proof of loan required¹ – No proof of income required – The policyholder (individual) may provide an Assignment of Benefit form to name another person as beneficiary of the monthly disability benefit (insured or financial institutions) 	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>
<ul style="list-style-type: none"> ▪ Flexibility <p>Would you still be insured if:</p> <ul style="list-style-type: none"> – you changed financial institutions? – you changed financing methods? 	<input type="radio"/> <input type="radio"/>	<input type="radio"/> <input type="radio"/>
<ul style="list-style-type: none"> ▪ Product features <ul style="list-style-type: none"> – A premium that's guaranteed for the duration of your contract – You choose the duration of your Disability Income Benefit payments: 2 years, 5 years or at expiry of the insurance contract – Your choice of a fixed or decreasing insured amount – An insured who suffers a total loss of autonomy before age 60 receives, during his or her lifetime, a benefit equivalent to 50% of the insured amount (amount of insurance at end of term for a decreasing term), up to a maximum of \$200,000 – The option of converting your Term Life Insurance into permanent insurance – Includes a reimbursement of total policy premiums in the event of the loss of the policyholder's job – The freedom for your designated beneficiary to use the money as he or she sees fit – The option to apply for a rider for The Provider – Monthly income for your loved ones – The option to obtain a Fixed Term Critical Illness rider. 	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>

1. If you provided proof of loan at the time of issue.

La Capitale's Credit Protection Insurance offers you **comprehensive coverage** that can help you avoid financial worries. You and your family can have peace of mind, knowing that you are sheltered from any unforeseen events that could jeopardize your financial security.

FINANCIAL NEEDS ANALYSIS	YES	NO
Client 1 _____ Homemaker spouse	<input type="radio"/>	<input type="radio"/>
Client 2 _____ Homemaker spouse	<input type="radio"/>	<input type="radio"/>

ELIGIBILITY CRITERIA FOR DISABILITY INCOME BENEFIT COVERAGE

- Work at least 20 hours per week AND at least 9 months per year with a minimum annual income of \$12,000
- Work in an insurable profession for at least 1 year (employees) or 2 years (self-employed)
Exception: Students and homemaker spouses (see notes on reverse)

Basic life insurance	Client 1	Client 2
ELIGIBLE CREDIT AMOUNT	(loan amount)	
Mortgage loan	<input type="text"/>	<input type="text"/>
Commercial mortgage loan	<input type="text"/>	<input type="text"/>
Agricultural loan	<input type="text"/>	<input type="text"/>
Personal loans	<input type="text"/>	<input type="text"/>
Car lease	<input type="text"/>	<input type="text"/>
	(line of credit amount used)	
Mortgage line of credit	<input type="text"/>	<input type="text"/>
Personal line of credit	<input type="text"/>	<input type="text"/>
TOTAL LOANS	<input type="text"/>	<input type="text"/>
	The amount of life insurance can exceed the total credit amount	

Disability Income Benefit rider	Client 1	Client 2
CREDIT AMOUNT (monthly payments)		
A. Residential mortgage¹	(principal + interest + taxes)	
Loan	<input type="text"/>	<input type="text"/>
	(1% of the balance used + taxes)	
Line of credit	<input type="text"/>	<input type="text"/>
B. Other loans²	(principal + interest)	
Personal loans	<input type="text"/>	<input type="text"/>
Car lease	<input type="text"/>	<input type="text"/>
Commercial mortgage loan	<input type="text"/>	<input type="text"/>
Agricultural loan	<input type="text"/>	<input type="text"/>
	(1% of the balance used)	
Personal line of credit	<input type="text"/>	<input type="text"/>
TOTAL LOANS	<input type="text"/>	<input type="text"/>
	Amount between \$250 and \$5,000 without exceeding \$15 per month per \$1,000 of death benefit	

Critical Illness Insurance rider	Client 1	Client 2
Choose a fixed amount or specify a number of payments to cover the total loans.	<input type="text"/>	<input type="text"/>
	The amount of Critical Illness Insurance may not exceed the insured amount for life insurance	

ELIGIBLE DISABILITY BENEFIT AMOUNT

The eligible benefit amount is equal to the total sum of monthly payments, up to a maximum of \$2,000 per month. This is the case regardless of the gross monthly income and any other individual benefit or disability insurance in force or pending. (For more than \$2,000 per month, see the Fact Sheet).

DURATION OF AVAILABLE BENEFITS

Would you like to cover a loan mentioned in **Section B, Other loans**?

- Yes** If so, please choose: 2 years or 5 years
- No** If not, please choose: 2 years 5 years or until expiry

PROOF OF LOAN TO BE PROVIDED AT TIME OF ISSUE FOR DISABILITY INCOME BENEFIT APPLICATIONS
 Current monthly statement is acceptable in the case of a line of credit.

1. If two or more people are applying for a Disability Income Benefit, it can be granted for the entire monthly payment amount.
 2. If one of the other loans is in the name of both insureds, the amount is shared by the insureds.

Notes

A and B ELIGIBLE CREDIT AMOUNT

Personal line of credit

For residential mortgage loans/lines of credit taken out with a financial institution

- Only borrowers whose names appear on the deed of loan can apply for a Disability Income Benefit.
- The insured must be the owner-occupant of the mortgaged residence.

Personal loan

- Automobile, boat, recreational and leisure vehicle, renovations, studies, etc.

Commercial mortgage loan/line of credit

- Building housing a business (available only if the building is occupied by the insured or the insured's company and the income considered results from the occupation carried out at this location).
- Owner-occupant, 4 units or less.
- Retirement home building, 4 lodging units or less.

Agricultural loan

Car lease

INSURABLE INCOME – DISABILITY INCOME BENEFIT

Employee

- Gross monthly income, less any income from investments, rent, capital gains, retirement pensions and any other sources.

Self-employed

- Net income from the insured's business or professional activities, as declared in the financial results for tax purposes, less income tax.
- The insured must have been independently employed for 2 years in the same line of business.

Farm operator

- Income considered corresponds to net income increased by 25%. As such, an income of \$0 is not eligible for benefits.

Student

- Gross monthly income for last 2 years
- Graduate students (university or technical college): Eligible if working in their area of training, even if duration of employment is under 1 year and the annual salary is under \$12,000.
- Masters and Doctoral students may be eligible, subject to certain conditions (for example, paid research, assistant professor or any other duties, provided they devote more than 20 hours per week, more than 9 months per year to such work and the annual salary is under \$12,000).

Homemaker spouse

- Spouses can be insured according to the least of the following amounts:
 - 50% of the benefit amount granted to the wage-earning spouse
 - or
 - \$1,000 per month
- The spouse must be a co-borrower.

