



## Do you have the right income protection if *you* suddenly became the patient?

### PROTECT YOUR GREATEST ASSET – YOUR ABILITY TO EARN AN INCOME.

Your ability to earn an income may in fact be your most valuable asset. RBC Insurance® – Canada's leading provider of individual living benefits products<sup>1</sup> – can help ensure that you have the right kind of income protection.

Here is an estimate of your potential earnings based on your current monthly income to the age of 65, assuming a 5% increase each year.

Current Age	Total earnings at age 65 if current monthly income is:			
	\$5,000	\$7,000	\$10,000	\$15,000
25	\$7.2	\$10.1	\$14.4	\$21.7
30	\$5.4	\$ 7.5	\$10.8	\$16.2
35	\$3.9	\$ 5.5	\$ 7.9	\$11.9
40	\$2.8	\$ 4.0	\$ 5.7	\$ 8.5
45	\$1.9	\$ 2.7	\$ 3.9	\$ 5.9
50	\$1.2	\$ 1.8	\$ 2.5	\$ 3.8

Note: potential earnings are in millions

Without adequate income protection, an illness or injury can have serious financial consequences. You cannot afford to leave your most valuable asset inadequately protected.



**RBC  
Insurance**

## HOW BIG IS THE THREAT OF DISABILITY?

If you become disabled prior to age 65, the chance that your disability will last 90 days or longer is shown to the right. And, if in fact your disability does last longer than 90 days, the average duration of the period of disability is also illustrated to the right.<sup>2</sup>

Your current age	Likelihood you will become disabled before the age of 65	Average duration of the disability (in years)
25	58%	2.1 years
30	54%	2.5
35	50%	2.8
40	45%	3.1
45	40%	3.2
50	33%	3.1
55	25%	2.6

With the right income protection, you can help control the financial hardships that a long-term illness or injury can cause.



## MAKE SURE YOU HAVE THE RIGHT KIND OF COVERAGE

RBC Insurance offers comprehensive plans designed especially for high-income earning doctors like you.

The following chart provides an overview of individual coverage from RBC Insurance, as well as information about what may be available through your association plan. Examine these comparisons, and then consider this:

**have you adequately protected your greatest asset?**

	The Professional Series® policy from RBC Insurance	Characteristics of association plans
<b>Premiums</b>	Level premiums guaranteed to age 65.	Premiums may not be level, nor guaranteed to age 65.
<b>Renewability</b>	Noncancellable to age 65: As long as premiums are paid, we cannot change the provisions or premiums nor cancel the policy without your consent.  After age 65, you have the option to renew, with modified rates, coverage and benefit periods.	Both the association and the insurer may have the option to change the plan.
<b>Portability</b>	You own this individual coverage. The plan is portable, regardless of your continued membership in an association.	For your coverage to be portable, you must maintain membership in the association.
<b>Waiver of Premium</b>	After you have been disabled for 90 days, future premiums are waived while you are disabled. In addition, you will be reimbursed for the premiums paid in the first 90 days.	Your association plan may have a similar provision, but you may need to be disabled for a much longer period of time before premiums can be waived or refunded.
<b>Elimination Period</b>	If you suffer periods of disability from the same or related causes within one year or less, these days can be accumulated to satisfy the elimination period.	The days of disability must be accumulated within a much shorter time frame – often within 180 days.
<b>Future increase options</b>	Each year, until age 55, you have the option to increase your monthly benefit by up to \$1,500.	The option to increase your coverage is often available on alternate years only.
<b>Increase options while disabled</b>	You can increase your coverage while you are disabled. The increased benefit becomes payable on the 91 <sup>st</sup> day of disability following the date of purchase. If you are disabled, you do not pay premiums for the increased amount until following the disability and termination of the waiver of premium.	Your association plan may not contain this feature.

	<b>The Professional Series® policy from RBC Insurance</b>	<b>Characteristics of association plans</b>
<b>Cost of Living Adjustment (optional)</b>	If you select this benefit, your monthly benefit will be increased for inflation. Once you recover, you have the option to increase your monthly benefit – without medical or financial evidence.	The option to purchase the increased monthly benefit may not be available.
<b>Partial Disability Benefits</b>	For the first 24 months: benefits will be 50% of the maximum monthly amount and 25% thereafter. You are considered partially disabled if, due to injury or illness: <ul style="list-style-type: none"> <li>› You are unable to perform at least one of the important duties of your regular occupation, or you are unable to perform the important duties of your regular occupation at least one-half of the time; and</li> <li>› You are under the care of a physician.</li> </ul>	Proof of loss of earnings is required.
<b>Residual Disability Benefits</b>	Payments are based on the percentage of loss of your prior earnings. Benefits are payable if you have a minimum of 20% loss of earnings. If your loss of earnings is more than 80%, the full monthly benefit is payable. You are considered “residually disabled” if you are working, but due to an illness or injury, have a loss of earnings of at least 20% and are under the care of a physician.	Your association plan may not contain this feature.
<b>Option to switch from Partial to Residual</b>	During a partial disability, you may elect to receive residual benefits instead of partial benefits. What’s more, if you would have received more money under the residual benefit, we will pay the difference in benefits for the year prior to your making the change.	Your association plan may not contain this feature.
<b>Recovery Benefit</b>	When you no longer require the care of a physician and return to work, but continue to experience a loss of income, you may receive a recovery benefit for up to four months.	Recovery benefits are usually dependent on participation in an approved rehabilitation program.
<b>Definition of prior earnings</b>	To calculate your residual benefits, we consider your prior earnings to be the greater of these two: <ul style="list-style-type: none"> <li>› The average monthly earnings for any six consecutive months during the 24 months prior to your disability; or</li> <li>› The highest average monthly earnings from any two consecutive years of the last three prior to your disability.</li> </ul>	Association plans usually take into account up to 24 months of prior earnings.
<b>Survivor Benefit</b>	In the event of your death prior to age 65 while on a total disability claim, this plan pays three times your monthly benefit to your beneficiary.	Your association plan may not contain this feature.
<b>Retirement protection benefit</b>	To help you maintain deposits to a retirement savings program, this plan offers a benefit of up to \$1,500 per month.	Check your association plan for its maximum amount.

	<b>Business Overhead Expense coverage from RBC Insurance</b>	<b>Characteristics of association plans</b>
<b>Benefit Period</b>	Choose from a 15 or 24-month benefit period, with provisions for both the carryover of unused expenses and payments beyond the maximum benefit period.	Benefits are often limited to 12 months, with no carryover for unused expenses and no payment beyond the 12-month benefit period.
<b>Partial Disability Benefits</b>	Up to 50% of benefits are payable for partial disability for a period of three months. An additional three months can also be purchased.  Partial disability does not have to follow a period of total disability.	Your association plan may not contain this feature.
<b>Option to increase coverage</b>	You can purchase additional coverage, regardless of your health or occupation, provided your expenses justify the increased coverage.	Your association plan may not contain this feature.

To ensure you have the right income protection,  
contact your insurance representative.

RBC Insurance, through its operating entities, including RBC Life Insurance Company, provides a wide range of creditor, life, health, travel, home, auto, and reinsurance products to more than five million North American customers. As one of the top 10 life insurance producers in Canada, RBC Life Insurance Company offers individual and group life and health insurance solutions, including term life insurance, universal life policies, group benefits, critical illness insurance and long term care insurance. These products are distributed through more than 17,000 independent brokers affiliated with producer groups, financial planning firms and stock brokerage firms, as well as through direct sales and a network of career sales representatives.

This represents a comparison of selected policy provisions and does not represent an insurance contract. While every effort is made to ensure that association information is current and complete, the comparison information is generic in nature and not able to reflect all provisions or contract changes. Please consult the specimen policies for full information.

<sup>1</sup> LIMRA, December 2004

<sup>2</sup> 1985 Commissioner's Individual Disability Table A

Underwritten by RBC Life Insurance Company

