

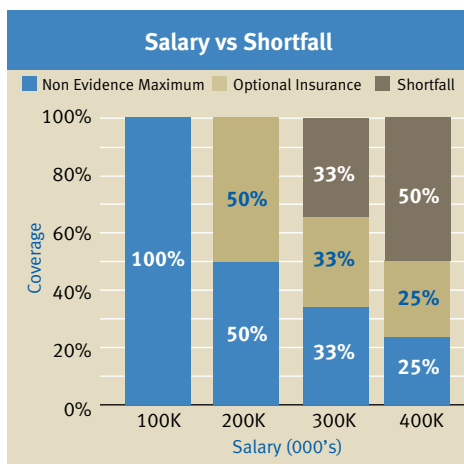
An innovative solution — Reverse Discrimination

Are you providing adequate life insurance protection for your key employees?

Typically group benefits provide most salaried employees with a base coverage of one times salary without medical evidence. However, high income earners often lack the amount of life insurance coverage they need because group plans usually have a maximum limit. This maximum under group plans often limits key employees to life coverage that is a fraction of their salary.

The example to the right illustrates how the higher the salary, the greater the shortfall is for non evidence group plan coverage. Even with an additional optional amount of one times salary with medical evidence as generally provided by group plans, there is still a significant shortfall of adequate coverage at higher salaries.

This group life plan design provides 1 times salary to a maximum of \$100,000 with no medical evidence. The plan provides optional insurance with medical underwriting up to a \$100,000 maximum.



We have an innovative solution for you which can help you attract and retain high quality employees. Although all employees can be covered by this solution, it is especially effective for the higher salaried executives and key employees. Our solution is Term 20 Guarantee Standard Issue™.



Term 20 Guarantee Standard Issue

The RBC Insurance® Term 20 Guarantee Standard Issue (also known as Term 20 GSI™) insurance plan is renewable to age 80 and is convertible to permanent coverage. It is designed to top up your current group life insurance benefit.

Advantages of Term 20 GSI Insurance Plan

- › Individual coverage for common employer or employee groups
- › Issued with minimal medical underwriting
- › Can be offered in addition to group life coverage
- › Can be designed for specific groups or classes of employees
- › Can be owned corporately or by employee
- › Individual policies are issued
- › Policies are fully portable if employee leaves current employer
- › Premiums are guaranteed

Participation Criteria

Term 20 GSI insurance plan is available on a mandatory participation basis. Benefit amounts depend on the size and salaries of the employees for which the plan is selected.

- › Minimum of 10 lives per class
- › Mandatory participation — 100% of eligible employees
- › All employees in a group or class have the same coverage amount

Optional Rider Available

With the addition of the Total Disability Waiver of Premium Rider, the insurance company will waive the premiums for the policy should an insured be totally disabled for a period of at least six months.

- › Issue ages 18 – 55
- › Expires at the policy anniversary nearest age 60
- › Mandatory participation within the group

Premium Payment Method

- › Monthly payment by pre-authorized chequing agreement (PAC)
- › Monthly list billing

For more information on our Term 20 GSI insurance plan, speak with your insurance advisor.



RBC Insurance®

Underwritten by RBC Life Insurance Company

® Registered trademarks of Royal Bank of Canada. ™ Trademark of Royal Bank of Canada. Used under licence.

83930 (10/2008)