

Meet Nick and Julia

Nick and Julia are both in their 30s and have a young daughter, Sarah. Nick is a self-employed architect and Julia is a manager at a travel agency.

They're in the building stage of life. Thanks to a significant mortgage, daycare costs and two car payments, they have more debt and expenses than wealth.

Insurance is very critical in the building stage. If anything happened to either one of them, their quality of life would collapse. And what would happen to Sarah's future?

Current Insurance Coverage

Julia has group insurance through her employer's plan, including long-term disability, dental and extended medical insurance, and a minimal amount of life insurance. Nick and Julia have mortgage insurance through their bank.



The Importance of an Insurance Program

Until lately, Nick and Julia haven't given much thought to insurance. But they now understand that a comprehensive insurance portfolio is an essential part of their wealth management program.

The Family Security, Health Protection and Income Protection components each play a vital role in protecting their current and future wealth. Through the Wealth Accumulation component they can increase and preserve their wealth.

THE COMPONENTS OF AN INSURANCE PROGRAM

<p>FAMILY SECURITY</p> <ul style="list-style-type: none"> Term life insurance Permanent life insurance 	<p>INCOME PROTECTION</p> <ul style="list-style-type: none"> Disability insurance
<p>HEALTH PROTECTION</p> <ul style="list-style-type: none"> Critical illness insurance Long-term care insurance 	<p>WEALTH ACCUMULATION</p> <ul style="list-style-type: none"> Life annuities Segregated funds Permanent life insurance

Nick and Julia asked their Assante advisor to identify insurance solutions that are appropriate to their stage in life and meet their specific needs. These solutions are listed below.

With their Assante advisor's help, Nick and Julia chose the solutions that are most crucial and fit within their budget. They'll revisit their insurance program in a year to discuss any changes or additions.

> FAMILY SECURITY	> HEALTH PROTECTION
<p><i>Life insurance to protect your loved ones and financial interests</i></p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Term life insurance to protect the family Nick purchased enough term life insurance to protect the family's financial security until their daughter, Sarah, completes her post-secondary education. <input checked="" type="checkbox"/> Term life insurance to protect the mortgage Nick and Julia have decided to replace their current mortgage insurance from the bank with term life insurance, after their Assante advisor explained the advantages. <input type="checkbox"/> Permanent life insurance In the future, Nick and Julia will think about converting their term life coverage to permanent life insurance. 	<p><i>Insurance to protect your lifestyle in the event of serious illness or failing health</i></p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Critical illness insurance Both Nick and Julia purchased critical illness insurance, choosing coverage that reimburses their premiums at age 75 if they haven't suffered a critical illness. <input type="checkbox"/> Long-term care insurance Next year, Nick and Julia will revisit the idea of purchasing long-term care insurance for Nick's parents.
> INCOME PROTECTION	> WEALTH ACCUMULATION
<p><i>Disability insurance to help protect your income if an illness or injury prevents you from working</i></p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Disability insurance Nick purchased personal disability insurance with benefits that would replace the majority of his regular income. 	<p><i>Permanent life insurance, life annuities and segregated funds to build and preserve wealth</i></p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Segregated funds Nick and Julia often thought of including more aggressive funds in their investment portfolio, but were concerned about higher risk. Now they've added a couple of more aggressive investments by using segregated funds. They get the potential for greater returns while protecting their principal through segregated fund guarantees.

Would you like to find out which insurance solutions meet your unique needs?
Talk to your Assante advisor about developing your own customized insurance portfolio.