

Foresters Financial

Term life
insurance

Term life insurance Advisor Guide



Foresters 
Financial

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Foresters Financial™ term insurance¹ plans are non-participating, renewable, and convertible. Premiums are guaranteed and increase at every renewal, subject to the premium guarantee described in the policy. The policy will automatically renew without evidence of insurability until its termination on the policy anniversary nearest the insured person's 85th birthday. For Joint First-to-die policies, coverage terminates on the policy anniversary nearest the oldest insured person's 85th birthday.

What follows is a brief description of our term insurance plans and riders, subject to the terms and conditions of the policy. You can view a sample policy at foresters.com/CA-EN/Pages/Sample-Contracts.aspx, or contact your Foresters Regional Sales Director or our Inside Sales Support Team.

¹ Underwritten by Foresters Life Insurance Company.

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Issue limits and renewals

	Term 10	Term 20	Term 30
Issue ages (age nearest)	18-75	18-65	18-55
Minimum face amount	\$100,000	\$100,000	\$50,000
Maximum face amount	\$5,000,000	\$5,000,000	\$5,000,000
Automatic renewals	Every 10 years	Every 20 years	5-year terms after the initial 30 year term.

Preferred underwriting

Preferred underwriting applies for amounts of \$250,000 or more. Based on our underwriting criteria related to factors such as health, lifestyle, tobacco usage, family history and personal history, we determine which of the following insurance classes applies to every insured person and use it to establish the premium:

- Preferred Plus Non-Smoker
- Preferred Non-Smoker
- Preferred Smoker
- Standard Non-Smoker
- Standard Smoker

Premium payments

We accept premium payments annually or monthly by pre-authorized debit from a bank account. The monthly premium is the annual premium multiplied by 0.09.

The premium includes a guaranteed policy fee of \$50 per year or \$4.50 per month.

Joint coverage and Survivor Privilege

Joint term coverage is available on a Joint First-to-die basis. A reduction of 5% will be applied to the sum of both premiums (excluding the policy fee) to calculate the joint premium.

If an insured person under a Joint First-to-die policy should die, the survivor may exercise the Conversion Privilege within 60 days of that death without providing evidence of insurability, provided this privilege is exercised prior to the policy anniversary nearest the survivor's seventy-first (71st) birthday.

We will provide interim life insurance coverage on the surviving insured person for 60 days from the date of death or until a new policy has been issued under the Survivor Privilege. If the second insured person dies during this period of interim life insurance coverage, we will pay a supplementary death benefit equal to the maximum death benefit that would have been payable if a new policy had been issued under the terms of the Survivor Privilege, excluding riders.

Conversion Privilege

Term insurance policies may be converted without evidence of insurability to any permanent insurance plan offered by Foresters for conversion at that time, prior to the policy anniversary nearest the insured person's seventy-first (71st) birthday. A Joint First-to-die policy may be converted prior to the policy anniversary nearest the oldest insured person's seventy-first (71st) birthday.

When a partial conversion is requested, the premium rates applicable to any remaining term coverage will be those of the applicable band. If the amount of the remaining coverage is below \$250,000, preferred rates will not be available.

Exchange privilege

This privilege allows the policy owner to exchange a term insurance policy in its entirety for a term insurance policy with a longer term if offered by Foresters at the time of exchange. A term insurance policy may be partially exchanged only if the balance of coverage is being converted under the terms of the conversion privilege. This Exchange Privilege is available on or after the 2nd policy anniversary, without evidence of insurability. The new policy will be issued at attained age and then current rates.

An exchange for a Term 20 policy must occur prior to the earlier of the 5th policy anniversary, and the policy anniversary nearest the insured person's 60th birthday (or the oldest insured person's 60th birthday if exchanging a Joint First-to-die policy).

An exchange for a Term 30 policy must occur prior to the earlier of the 5th policy anniversary, and the policy anniversary nearest the insured person's 55th birthday (or the oldest insured person's 55th birthday if exchanging a Joint First-to-die policy).

A term policy cannot be exchanged if it was issued under the Exchange Privilege of a previous term insurance policy.

Bereavement Assistance

When a death benefit is payable under the base plan, we will reimburse up to \$1,000 in counselling expenses to the beneficiaries subject to the following conditions:

1. The counsellor is licensed by an appropriate federal or provincial licensing authority or has a professional accreditation or certification we consider satisfactory.
2. The beneficiaries submit receipts for counselling expenses to us within 12 months of the date the insured person died. If the death benefit under this policy is payable to an estate or trust, receipts for counselling expenses should be submitted by the executor, administrator or liquidator of the estate, or the trustee.
3. Eligible counselling expenses will be reimbursed upon remittance of receipts up to a maximum of \$1,000, without regard to the number of beneficiaries. If we receive receipts from more than one beneficiary and the sum of the receipts exceeds \$1,000, we reserve the right to determine how the benefit will be divided among those beneficiaries at our sole discretion.

Term riders

Term riders are available on the life of the person insured under the base plan, provided the term of that rider is less than the term of the base plan.

For single life policies, a term rider is also available on the life of that insured person's spouse. If the person insured under a term rider survives the insured person under the base plan, the Conversion Privilege will be extended by 60 days from the death of that insured person.

Term riders include the Conversion and Exchange privileges described on the previous page.

Combined band discount

Our term insurance premiums are based on rate bands that may provide a rate reduction over the previous band.

A combined band discount may also apply at policy issue when a term rider is added to a term policy, taking into account the combined amount of coverage for which each insured person is underwritten.

For example: Jane buys a \$250,000 term insurance policy including a \$250,000 term rider. She will be underwritten for \$500,000 of life insurance coverage. Accordingly, both the base plan and the rider will be issued with a \$500,000 rate band.

Combined band discount (continued)

If a policy owner reduces the coverage amount after a policy has been issued with a combined band discount, we will adjust the applicable rate band accordingly. Similarly, if a policy owner cancels or reduces the amount of a term rider on the same life before the 5th policy anniversary, we will adjust the applicable rate band accordingly. However, if the policy owner cancels or reduces the amount of his term rider after the 5th policy anniversary, we will maintain the rate band discount.

Individual coverage of less than \$250,000 cannot be combined for the purpose of achieving a preferred class rate.

For example: Leo buys a \$500,000 base plan with a \$200,000 term rider; he is eligible for a preferred class for the base plan, but not for the rider.

Other riders

	Children's Term	Accidental Death	Waiver of Premium
Issue ages (age nearest)	15 days - 18 years	18-60	18-55
Minimum face amount	\$10,000	\$10,000	-
Maximum face amount	\$30,000	See below	-
Automatic renewals	\$6 / \$1,000	Variable by age	13% of premium

Children's Term rider

This optional rider provides term insurance protection for the insured person's children between the ages of 15 days and 25 years. The premium is guaranteed and payable for only 20 years. While this rider is in effect, coverage for an insured child remains in effect until that child's 25th birthday or until that child's coverage is converted.

This rider includes a valuable conversion privilege, allowing each insured child to convert their coverage to a new permanent insurance policy without evidence of insurability, for an amount up to 10 times the amount of term insurance in effect under this rider or \$250,000, whichever is less.

Accidental Death Benefit

This optional rider provides an additional death benefit when the person insured under this rider dies solely as a result of an accident causing bodily injury, directly and independently of another cause, within 365 days after that accident, and before the policy anniversary date nearest that person's 70th birthday.

Maximum amount: Lesser of the Death Benefit and \$300,000 with all carriers. If the owner reduces the Death Benefit for a Life Insured to whom this Accidental Death Benefit applies, we reserve the right to reduce the amount of the Accidental Death Benefit applicable to that Life Insured in accordance with our administrative rules.

Waiver of Premium Benefit

This optional rider will automatically waive the monthly premium in the event of the total disability of the person insured under this rider. This protection continues until the policy anniversary nearest that insured person's 60th birthday provided the rider remains in effect. If we are waiving the monthly premium at the policy anniversary nearest that insured person's 60th birthday, we will continue to waive the premium under the terms of this rider while that insured person remains totally disabled and the policy remains in effect. There is a 6 month waiting period before benefits begin, during which time the premium must be paid. Once the waiver of premium benefit is approved, premiums paid during the 6 month waiting period will be refunded.

Applying for preferred term insurance

When collecting a premium at the time of application to meet Temporary Insurance coverage pre-conditions, the applicable Standard Smoker or Standard Non-Smoker premium must be submitted. Once Foresters has determined the class applicable to your client, we will refund any excess annual premium. If the premium is paid monthly, excess premium will be applied to future premiums.

Preferred and Standard classes

Preferred underwriting applies for amounts of \$250,000 or more. For amounts of less than \$250,000, we offer very affordable Standard Smoker and Non-Smoker premium rates. Standard classes will also apply to clients who do not qualify for our Preferred or Preferred Plus classes. Substandard ratings may only be applied to standard classes.

Tobacco and surrogates

A strong emphasis is placed on the use of tobacco and surrogates in assessing an insurance applicant's health. Tobacco surrogates include hashish, e-cigarette, nicotine gum, transdermal nicotine patch, Zyban, Champix, or other smoking cessation products, betel nuts, betel leaves, supari, paan, gutka, and shisha.

Preferred Plus Non-Smoker	The applicant has not used tobacco or tobacco surrogates for at least five years.
Preferred Non-Smoker	The applicant has not used tobacco or tobacco surrogates for at least two years
Standard Non-Smoker	The applicant has not used tobacco or tobacco surrogates for at least one year, except an average of 12 large cigars per year or less. Cotinine levels must be negative when tested. Positive cotinine results will not be re-tested for at least 12 months.
Preferred Smoker	The applicant has used tobacco surrogates or tobacco products, or has used more than 12 large cigars in the past year, but meets the Preferred Non-Smoker criteria in every other respect.
Standard Smoker	The applicant has used tobacco surrogates or tobacco products, or has used more than 12 large cigars in the past year.

	Standard Non-Smoker Standard Smoker	
	Height	Weight
	4' 9"	166
	4' 10"	171
	4' 11"	179
	5' 0"	183
	5' 1"	190
	5' 2"	195
	5' 3"	203
	5' 4"	210
	5' 5"	216
	5' 6"	224
	5' 7"	229
	5' 8"	237
	5' 9"	243
	5' 10"	251
	5' 11"	257
	6' 0"	265
	6' 1"	271
	6' 2"	280
	6' 3"	289
	6' 4"	295
	6' 5"	304
	6' 6"	311
	6' 7"	320
	6' 8"	327

Build

Preferred Plus Non-Smoker

Preferred Non-Smoker
Preferred Smoker

Blood pressure

Age	≤44	45-60	61+
BP	130/80	135/85	140/90

Age	≤44	45-60	61+
BP	135/85	140/85	150/90

No treatment or medication for blood pressure.

No treatment or medication for blood pressure.

Cholesterol and HDL

Age	≤44	45-60	61+
CDHL	210/4.5	220/5.0	225/5.5

Age	≤44	45-60	61+
BP	220/5.0	230/5.5	245/6.0

No treatment or medication for cholesterol.

If applicant is taking only one medication for cholesterol, must meet Preferred Plus Non-smoker cholesterol criteria.

Family history

No parent or sibling has died from or been diagnosed with cardiovascular or heart disease, a stroke, cancer or kidney disease prior to the age of 65 (except opposite gender specific cancer).

No parent or sibling has died from or been diagnosed with cardiovascular or heart disease, a stroke, cancer or kidney disease prior to the age of 60 (except opposite gender specific cancer).

Personal history

No history of alcohol or drug abuse in last 10 years.

No history of alcohol or drug abuse in last 5 years.

- No history of cancer, cardiovascular or heart disease.
- No ratable or excludable sports or avocations.
- No aviation except as a commercial pilot on regularly scheduled airlines.
- No ratable occupations.
- No ratable or excludable foreign travel or residence

Driving history

No history of driving while impaired, or reckless or careless driving in the last 10 years.

No history of driving while impaired, or reckless or careless driving in the last 5 years.

No more than 1 moving violation in the last 3 years

No more than 2 moving violation in the last 3 years

Build

Height	Weight	Height	Weight
4' 9"	132	5' 9"	187
4' 10"	134	5' 10"	191
4' 11"	139	5' 11"	197
5' 0"	142	6' 0"	202
5' 1"	146	6' 1"	209
5' 2"	151	6' 2"	214
5' 3"	157	6' 3"	221
5' 4"	162	6' 4"	227
5' 5"	166	6' 5"	232
5' 6"	171	6' 6"	239
5' 7"	176	6' 7"	245
5' 8"	181	6' 8"	251

Height	Weight	Height	Weight
4' 9"	140	5' 9"	204
4' 10"	142	5' 10"	208
4' 11"	148	5' 11"	215
5' 0"	155	6' 0"	221
5' 1"	160	6' 1"	228
5' 2"	165	6' 2"	234
5' 3"	171	6' 3"	241
5' 4"	176	6' 4"	247
5' 5"	181	6' 5"	253
5' 6"	187	6' 6"	260
5' 7"	192	6' 7"	268
5' 8"	198	6' 8"	273

Advisor portal and software

Bluesky

Bluesky is Foresters easy-to-use advisor portal. It puts all the information you need about your Foresters business at your fingertips. Bluesky also gives you quick access to administrative applications, forms, updates and marketing materials.

Bluesky also gives you direct access to Producer Academy, our advisor training portal. Producer Academy features interactive courses on our products and services. You'll have all the information you need at your fingertips, 24 hours a day, 365 days a year.

Sky

Sky is Foresters easy-to-use illustration software. It allows you to easily run product illustrations and create personalized quotes that you can print and give to your clients. Sky gives you quick access to applications, forms and product information.

You can download Sky illustration software by logging onto Foresters advisor portal, **Bluesky**. A link to the software can be found in the Reference section under the Illustrations tab.

Foresters Advisor App

Foresters Advisor App puts all the information you need about Foresters products and services in the palm of your hand. This mobile app provides you with:

- The latest product information
- Easy-to-understand summaries of all Foresters Member Benefits
- Helpful tools including an Underwriting Requirements Estimator and Insurability Checklist
- News bulletins to ensure you are always informed and up to date.

Foresters Advisor App is available on both Apple and Android devices and can be downloaded from [iTunes](#) or [Google Play](#).

Key contact information

Sales Support

We answer your call...with a live voice. Foresters Sales Support Team is your first, direct, live point-of-contact for all of your presales needs! Our informed professionals pick up when you call and provide the friendly assistance you need.

We are here for you!

Call us toll free at 800-267-8777, Monday to Friday from 8:00 am to 5:00 pm EST. You may also fax us toll free at 866-271-6215 or email InsidesSalesCanada@foresters.com.

Our knowledgeable Foresters sales team is standing by to support your business with:

- A "live voice" to answer your Foresters questions
- Sales ideas and solutions
- Foresters product training
- Illustration software and website support
- Marketing concepts, materials and education
- A single point of contact with Foresters

Marketing supplies

Visit our advisor portal, **Bluesky**, for forms and marketing collateral. Here you will have the ability to download and/or order Foresters sales aids, which include: applications, product guides, consumer brochures and marketing guidelines.