

Meet Arjun

He wants coverage to help ensure his father continues to get the care he needs.

- 40-year-old male non-smoker.
- Owner of a successful engineering firm.
- Married with 2 children and currently has permanent insurance to cover his long-term needs.



CASE STUDY | FORESTERS TERM

His challenge

- His mother recently passed away and his 68-year-old father recently moved into Arjun's home.
- He wants to help ensure his father's living expenses are covered in case something happens to Arjun. Estimates it would cost \$3,000 a month for his father to live in a retirement home.

His solution

- He chooses Foresters Financial™ Term 20 Life Insurance¹ with a Term 10 Rider.
- His father will not need as much protection at 78 and this plan will save Arjun money.
- Term 20 with \$500,000 of coverage and a \$500,000 Term 10 rider:
 - Foresters initial monthly premium for male standard non-smoker = \$67.50.
 - After 10 years, the monthly premium drops to \$44.55 if the Term 10 Rider is not renewed.
- Names a testamentary trust as the beneficiary with instructions to use the funds to pay his father's monthly expenses.
- Streamlined application process with no initial paramedical or lab work required.²
- In addition to the full death benefit amount, **built-in Charitable Benefit provision³ will pay an additional \$5,000** to a designated registered charity selected by Arjun.
- All or part of the term life insurance may be **converted without evidence of insurability to a permanent insurance plan.**



Plus, access to Foresters unique member benefits

At Foresters, we offer your clients life insurance with a larger purpose: to enrich family and community well-being! **Members have access to a unique member benefits program⁴ helping them feel empowered to live richer, fuller lives.**

Arjun may apply for Community Grants of up to \$2,000 per grant to make a positive impact on his community.

Other member benefits include Foresters Go™⁵, LawAssure,⁶ volunteer opportunities and many more.

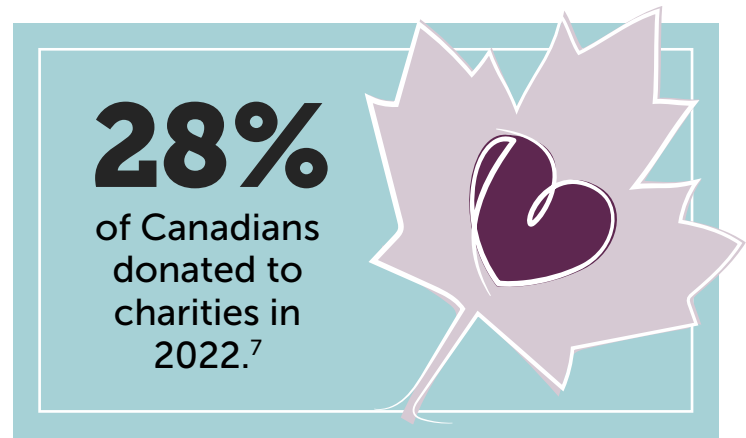
Find out more.

Contact your local Regional Vice President.

Built-in charitable donation

Our term life insurance comes with a built-in Charity Benefit provision. It's a great way to get the conversation started as most new clients will have a favourite charity. Foresters will pay an additional 1%, **up to a maximum of \$100,000**, of the basic insurance amount in effect on the date of death of the insured to a registered charitable organization as designated by the owner.

The donation may be eligible for a charitable tax receipt from the charity. The Charity Benefit provision is **automatically included as part of the contract and there is no additional premium required.**



Selling features of Foresters Term

- Competitively priced with some of the lowest rates in the industry.
- 3 terms available: 10, 20 or 30 years.
- Guaranteed death benefit amount and level premiums for the duration of the term.
- No initial paramedical or lab work required for face amounts to \$1 million up to age 50 and \$500,000 for ages 51-55.
- Preferred underwriting for coverage of more than \$1,000,000.

- Convertible to whole life coverage until age nearest 71 without evidence of insurability.
- Affordable Joint First-to-die option.
- Built in Charity Benefit provision pays an additional 1% of the face amount, up to \$100,000, to a registered charitable organization as designated by the owner.
- Bereavement Assistance of up to \$1,000 for counselling expenses to help beneficiaries deal with their loss.
- Optional riders that can be added for extra protection.
- Easy-to-use e-app with e-signature and the option to deliver the insurance contract electronically or on paper.

Visit our advisor portal, [Bluesky](#), to download marketing material including client brochures, worksheets, presentations and more.

This case study is for illustrative purposes only and do not constitute financial advice, nor guarantee any outcomes. The depicted individuals, circumstances, and financial figures are fictional, and the information provided is subject to change without notice. Foresters and Canada Protection Plan (CPP) will not be liable for any consequences resulting from use of, or reliance on, this information.

¹ Underwritten by The Independent Order of Foresters.

² Insurability depends on answers to medical and other application questions and underwriting searches and review.

³ When a claim is paid to the beneficiaries, Foresters will pay the eligible designated charitable organization in the name of the insured. The designated charitable organization must be registered as a charity with the Canada Revenue Agency. The Charity Benefit will only be paid if an eligible beneficiary for the benefit has been designated, prior to, and is in effect on, the date of the death of the insured.

⁴ Foresters member benefits are non-contractual, subject to benefit specific eligibility requirements, definitions and limitations and may be changed or cancelled without notice or are no longer available.

⁵ Foresters Go is provided by The Independent Order of Foresters and is operated by dacadoo AG.

⁶ LawAssure is provided by Epoq, Inc. Epoq is an independent service provider and is not affiliated with Foresters. Not available in Quebec, the Yukon, the Northwest Territories and Nunavut. LawAssure is not a legal service or legal advice and is not a substitute for legal advice or services of a lawyer.

⁷ Source: Canada Helps, The Giving Report 2023

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