A close-up photograph of a doctor's face, showing the nose, mouth, and chin. The doctor is wearing a white lab coat and a teal stethoscope around their neck. The background is a soft, out-of-focus light color.

**Will a  
Critical  
Illness  
detour your  
lifestyle  
financially?**

**LIVING  
BENEFITS**



**D'COSTA FINANCIAL GROUP**

# According to stats 1 out of 2 will be a recipient of a life-threatening disease and will survive.

**If you're recovering from a major illness, it's not an ideal time to be worrying about money. The good news is that critical illness coverage is available to take care of this catastrophic event. It can improve your peace of mind and provide financial relief.**

Medical advances have certainly improved the survival rates of people who suffer critical illnesses such as cancer, stroke and heart disease. However, such recoveries may come with a significant financial cost that may impact both the recipient and the individual's family.

Critical illnesses are medical events that change the course of your life. They are serious diseases and episodes that often require lengthy hospital stays and prolonged recoveries. Common critical illnesses include heart attacks, strokes, by-passes and life-threatening cancers. Critical illnesses are tough on the body, and often on the mind, too. They can also be quite costly. You must take time off work while you recover and during this recovery period, you may experience a significant loss of income.

Critical illness insurance covers an individual against illnesses such as heart attack, stroke, by-pass and cancer and is sold as term — 10 years, 20 years, to the age 65/75 or 100, with the option to lock in premiums. Policies can range from covering 3 medical conditions to as many as 25.





There are variety of options available, such as a return-of-premium; a second-event, which offers limited coverage if you are diagnosed with a second critical illness; a loss of independent existence; and a disability waiver-of-premium, which covers your premium if you've been totally disabled for 90 days.

Critical Illness plans, unlike life insurance, will pay you a lump sum tax-free benefit if you are the unfortunate recipient of a drastic life-threatening illness and survive. A critical illness plan is a protection that provides money while you are still alive. That's the reason some of the carriers call it a Living Benefit plan. All you need to satisfy the simple conditions of the plan and you get a tax-free lump-sum benefit, which you can utilize in whatever best way you can.

Upon contracting a critical illness, you may be off work for an unspecified length of time and maybe without any or reduced salary. The upfront cash from this plan gives you the peace of mind and focus on getting better rather than being concerned with the financial setback.

Most critical illness plans cover approximately 25 major illnesses and a lump -sum payment is usually paid 30 days after the diagnosis of one of the critical illness conditions as defined in the policy.

Pause for a moment, wander your mind through your friend circle, virtualize how many have had a heart attack, by-pass, cancer, stroke and have survived the illness. Ask yourself this question—will the amount you insure help you in such a situation?

## **Tailor-make your plan with a variety of options available**

- **Choose the term you wish to protect**  
10 year, 20 year, to 65, to 75, to 100 are some of the options
- **Refund of premium**  
If you stay healthy, you may choose to cancel your contract and receive a refund of all premiums paid after stipulated periods such as 10 years, 20 years, at ages 65, 75 or 100
- **Refund of premium upon death**  
Have your premiums paid returned to your beneficiary if you die without making a claim and if your plan is in force
- **Convert it to a long-term care plan**

**Basically with the options available all you could lose is the opportunity cost on the premiums you pay to cover your risk.**



## **Without Critical Illness Insurance**

- ⇒ OHIP determines what, when & where of treatment
- ⇒ Income uncertain
- ⇒ Income need continues – mortgage, monthly bills, retirement contributions, children’s education goals
- ⇒ Financial stress and emotional stress

## **With Critical Illness Insurance**

- ⇒ Debt and mortgage elimination
- ⇒ Spousal (or other caregivers) income replacement
- ⇒ Remove the financial concerns from the recovery concerns
- ⇒ Quicker medical procedures (no wait lines in USA), medical treatment not offered or covered in Canada
- ⇒ Consider new medical treatments and medications outside Canada not covered by private or government health insurance plans
- ⇒ You decide when and if you want to go back to work
- ⇒ Early retirement and more

**It’s a WIN, WIN, WIN Situation.**

**If you CLAIM, if you DIE or if you Stay HEALTHY.**

**CRITICAL  
ILLNESS  
SOLUTIONS**

# Is Disability Insurance the same as Critical Illness insurance?

**No.** Disability insurance, is an “**Income Replacement**” plan which provides a monthly income benefit if you become disabled and can no longer perform the normal duties of your work.

The benefit is usually limited to a percentage of your regular income and ceases once you start earning an income or you no longer meet the definition of disability in the contract.

Unlike critical illness insurance which provides the full policy benefit in a lump sum payment on diagnosis of a critical illness, long-term disability policies may have a waiting period from the onset of disability.

Unlike critical illness benefits, long-term disability benefits may be affected by other income you receive or by your full recovery from the illness.



# BUSINESS OVERHEAD EXPENSE PROTECTION

**T**he Business Overhead Expense Protection plan provides individual business overhead expense reimbursement protection. This coverage allows a small business to meet its everyday expenses while the owner is disabled. This way, the business remains viable until the owner can return to work or allows for an orderly decision regarding the future of the business.

Ideal for small business owners with less than five employees, where the company depends on the ability of the owner to generate income and pay bills.

It makes business sense to create a tax-deductible expense to protect your business legacy, you work hard to grow.

A high-angle photograph showing a female doctor in a white lab coat and blue tie leaning over to assist a male patient in a wheelchair. The patient is wearing a light blue button-down shirt and light-colored trousers. They are on a light-colored tiled floor. The scene is brightly lit, casting shadows.

**A tax-deductible premium  
expense will help to  
stabilize the business when  
the business owner gets  
Disabled.**

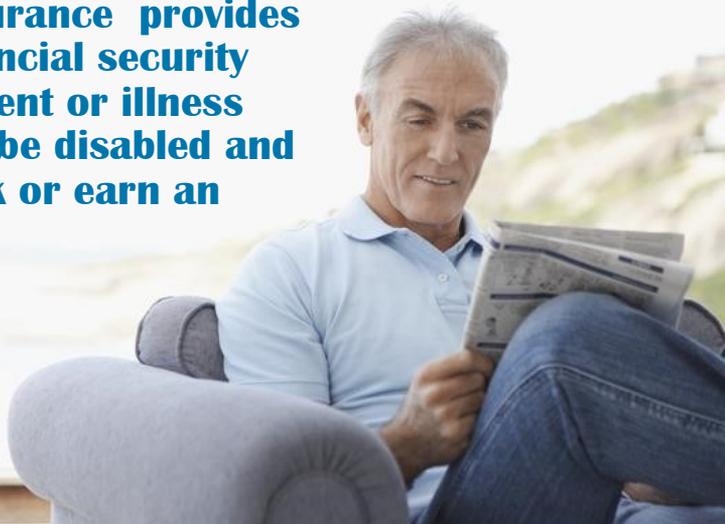
# DISABILITY PROTECTION

**What would you do if your income stopped today?**

**Where would the money come from for your living expenses?**

**Would your business survive if you, a partner or an employee were disabled?**

**Disability insurance provides you with financial security when an accident or illness causes you to be disabled and unable to work or earn an income.**



# LONG TERM CARE

**L**ong-term care insurance provides benefits to pay the cost of health and personal care services for someone who becomes unable to care for him or herself. To ensure a comfortable future, it makes sense to purchase long-term care insurance.

The basic coverage provides benefits to pay for health and personal care services for an insured person residing in a long-term care facility. You can also purchase additional coverage that would pay for home care provided in the comfort of the insured person's own home. Home care also includes help with everyday tasks such as cooking, cleaning, and shopping.



# INDIVIDUAL &

**H** Health & Dental Insurance is a way for people to save on health care costs not covered by the provincial government plan. Expenses like prescription drugs, dental care, hearing aids, vision care, and massage therapy can create a hefty price tag, but the plans offered by us can help save on such expenses.

Costs for health-related services can add up quickly, whether you are filling a prescription, visiting the dentist or getting new glasses. Health insurance helps you manage routine and unexpected costs, protecting your budget and lifestyle. Now, imagine a health insurance plan that doesn't just help protect against the unexpected but can also help prevent future health issues to help you live your healthiest life.

Available on Flexcare<sup>®</sup> and FollowMe<sup>™</sup> health and dental plans, Manulife Vitality gives you control over your coverage, lets you earn rewards, and save on premiums, all while improving your health.



# GROUP HEALTHCARE

Flexcare Health and Dental plans provide you with the flexibility to select a plan that suits you best. With 7 core plans to choose from, and several Add-Ons to enhance certain benefits, Flexcare can provide you with the coverage you need.

Anyone, regardless of age, Flexcare® can be customized to your preferences. Some plans offer prescription drugs, others offer dental coverage, and some offer a combination of both for those looking for the utmost protection.

FollowMe™ Health is designed to offer you and your family comprehensive health and dental coverage, when your employment and group benefits end.

You need to apply within 90 days of your group health benefits ending, and your acceptance is guaranteed upon receipt of premium payment, without a medical questionnaire or exam! However, applications submitted after the 90-days will require full medical underwriting.

FollowMe™ Health can help bring simplicity and health to your life! Here's how:

- ⇒ Guaranteed acceptance
- ⇒ No waiting period
- ⇒ Fast and easy electronic claims
- ⇒ Solid coverage at affordable rates
- ⇒ 4 plans to choose from
- ⇒ Optional Manulife Vitality, helps you make healthier choices and rewards you for it.





**Francis D'Costa** started in the financial industry in 1991. He has qualified for the **MDRT membership** for 21 years. Million Dollar Round Table is a prestigious organization for financial advisors around the world. And, less than 1% advisors qualify for this elite membership.

He qualified for the **Top of the Table** 2 times, an Elite group of under 90 advisors in Canada. Its requirement is 6 times the MDRT qualification. He also qualified for the **Court of the Table** 7 times (Its 3 times MDRT requirement).

He was the **Zone Chairman of MDRT for Toronto** and also the **Zone Chairman of MDRT for Ontario**.

He uses strategies to enhance his client's wealth. Estate preservation and distribution are the key areas he specializes in. He works with all the major insurers to assist his clients to solve their concerns.

This booklet is designed to give the reader a brief summary of some of the various living benefits effects and solutions. **Francis** has been a **recipient of a Critical Illness claim** from Canada Life and (Transamerica) Ivari, in October of 2011.



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Every precaution has been taken to have the content in this booklet published correctly. Its purpose is to provide a broad view of the various products available. However, we apologize for any inadvertent errors. E.O.E.