

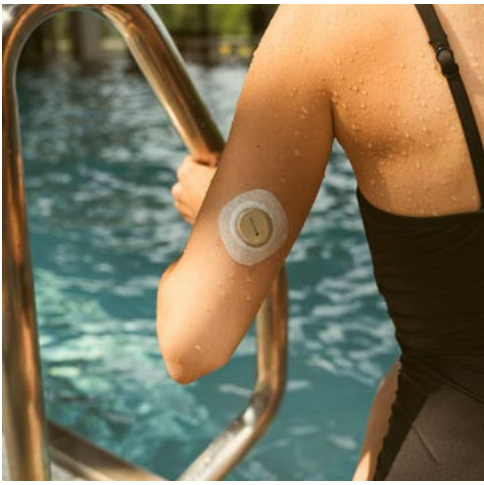


CLIENT GUIDE

Sun Life Essential Term Insurance



Life's brighter under the sun



SUN LIFE ESSENTIAL TERM INSURANCE

You've taken a great step
to help provide financial
protection for your loved ones.

Now, you can choose between two term life insurance solutions based on your needs:

- Essential Term
- Evolve Term

This guide provides an overview of the features and benefits available with Essential Term and Evolve Term. You can request a copy of the Evolve Term client guide for more detailed information. Your advisor can also help you decide which product is the best fit.





You have two life insurance options to choose from.

Both offer:

- Temporary coverage that provides a tax-free lump sum payment to your beneficiary
- Payments that stay the same for the term length and coverage amount you choose
- Access to personalized resources to help manage your diabetes
- The choice to make your payments monthly or annually

Evolve Term can be the right choice if you:

- are willing to pay higher premiums in exchange for additional features and benefits
- want to increase your coverage amount at certain life events*
- want the flexibility to renew your coverage or convert to permanent insurance in the future

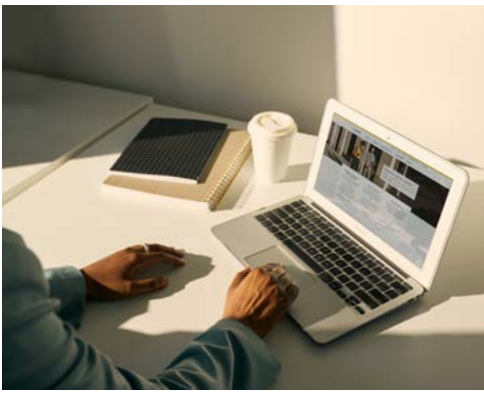


Essential Term can be the right choice if you:

- don't need to personalize your insurance with optional benefits
- don't need your coverage to last longer than your initial term
- are willing to pay more affordable premiums in exchange for non-renewable and non-convertible coverage



*This feature is only available if the insured is not rated.



Products at a glance

	Evolve Term	Essential Term
Description	Full-featured term insurance that is renewable and convertible	Term insurance that is not renewable or convertible
Term durations	5 to 40 years	5 to 20 years
Coverage	Between \$50,000 and \$25 Million	Between \$50,000 and \$2 Million
Eligible ages	Between age nearest 0-80	Between age nearest 18-65
Premiums	Guaranteed to stay the same for the initial term length until renewal. The renewal premium will be higher than the initial premium but will also be guaranteed.	Guaranteed to stay the same for the term length chosen
Optional benefits	<ul style="list-style-type: none"> • Child Term Benefit • Accidental Death Benefit • Total Disability Waiver Benefit • Owner Waiver Disability Benefit • Guaranteed Insurability Benefit • Business Value Protection Benefit 	Not available
Conversion	Guaranteed option to convert to permanent insurance at any time until the policy anniversary nearest the insured person's 75 th birthday	Policy is not convertible to permanent insurance
Coverage options	<ul style="list-style-type: none"> • Single life • Joint first-to-die • Multiple lives 	Single life only
Special conversion	Policy is eligible to convert to a longer term length if within 7 years from the issue date	Not available
Ownership option	Policy owner can be different than the insured person	Owner and insured must be the same person You cannot transfer the ownership of the policy in the future, except in Quebec, due to Quebec law
Wellness resources	Access to personalized resources to help you manage your diabetes*	

*The wellness resources are non-contractual benefit accessible through the Diabetes Care Program. Participation in the Diabetes Care Program is subject to certain terms and conditions.



When does coverage begin?

Your coverage will be effective when:

- we deliver your policy
- you make your first payment
- you've provided evidence that your insurability hasn't changed since you applied for insurance (when required)*

When does my Term coverage end?

Essential Term

As long as you pay your premiums, coverage will end at the end of the insurance term. For example, if you purchase a 20-year term policy, your coverage will end after 20 years.

Evolve Term

As long as you pay your premiums and your policy automatically renews, coverage will end at the policy anniversary nearest the insured person's 85th birthday.

Is there a difference if you pay premiums monthly or annually?

You can choose to pay premiums annually or by monthly pre-authorized chequing. If you pay monthly, premiums are slightly higher. To calculate the monthly premium, multiply the total annual premium by 0.09.

For example:

If the annual premium is \$400, the monthly premium is $\$400 \times 0.09$. This equals \$36 per month or \$432 per year.



*We may ask you to provide evidence of any change in your health or insurability that happens between the time you apply for insurance and the time we deliver your policy.



V This can help when the insured person has a terminal illness and isn't expected to live more than 24 months. It can provide a lump-sum payment equal to 50% of the policy basic insurance amount, up to a maximum of \$100,000. It's yours to use as needed, providing even more security. Sun Life offers the Living benefit on a compassionate basis. It's subject to the rules of the Living benefit program in effect at the time of your request.

We offer this benefit on all Sun Life Assurance Company of Canada life insurance products. It's not part of your policy. We may approve it, at our discretion on a case-by-case basis.



Why choose Sun Life?

Sun Life is a leading international financial services organization. In Canada, we started selling life insurance in 1871. Since then, our commitment to helping people achieve lifetime financial security through market-leading products, expert advice and innovative solutions has made us a household name – a name that people trust.

Questions? We're here to help.

Talk with your advisor about Sun Life today!

For more information and resources visit sunlife.ca.
Call 1-877-SUN-LIFE (1-877-786-5433)

We're dedicated to helping you achieve a lifetime of financial security and live a healthier life.



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