



ADVISOR GUIDE

Sun Life 1-year Bridge Term Insurance

What's inside

Overview

Bridge Term at a glance

Product details



We help. You grow.

Contents

| | |
|---|---|
| Overview | 3 |
| How it works | 3 |
| Re-applying for life insurance with Bridge Term | 3 |
| Bridge Term at a glance | 4 |
| Backdating to save age | 5 |
| Risk classes and underwriting | 5 |
| Class 3 | 5 |
| Class 5 | 5 |
| Premiums | 6 |
| Changes to smoking status | 6 |
| Policy lapse and reinstatement | 6 |
| Policy lapse | 6 |
| Reinstatement | 6 |
| Administrative information | 6 |
| Claims | 6 |
| Product disclosure requirements | 6 |
| Why choose Sun Life? | 7 |



Overview

Being postponed for life insurance can be a frustrating experience for a Client, especially if they're managing some medical uncertainty.

We may offer Clients non-convertible, non-renewable term insurance for 1 year if we've postponed their life insurance application with Sun Life during the underwriting process. It's called 1-year Bridge Term (or Bridge Term). This gives the Client peace of mind while they complete the outstanding requirements in order to re-apply for life insurance.

How it works

1. A Client between ages 18-65 applies for life insurance.
2. Our underwriting assessment results in a postpone.
3. We determine if we can offer the Client Bridge Term. If so, we contact you with the offer details.
4. If the Client accepts, we issue a Bridge Term policy. Coverage starts from the underwriting decision date.
5. Within one year, Client re-applies for life insurance.
6. The Bridge Term policy expires after one year.

Re-applying for life insurance with Bridge Term

We'll follow up with the Client. Here's how it will work:

- 6 months after we issue Bridge Term, we'll contact the Client to remind them to complete any outstanding requirements.
- In the 11th policy month, we'll contact the Client again to remind them to complete any outstanding requirements if they haven't done so already and let them know their policy is ending soon.
- If the outstanding requirements have been completed, the Client may re-apply for life insurance. We'll handle the transaction as a replacement.
- At 12 months, insurance coverage under the Bridge Term policy will end.

Bridge Term at a glance

Issue ages are based on a proposed insured person's insurance age, or the age at their nearest birthday. For example, if a Client is 48 years and seven months, the insurance age will be 49 years.

For Bridge Term, the owner and insured must be the same person, except in Quebec, due to Quebec law.

The Client can only choose Bridge Term once for one application. If the Client chooses Bridge Term now, we won't offer it again to them if we postpone them on a future application.

Note: Bridge Term is only available for new business applications and not for conversions where the policy is being underwritten due to a face amount increase.

Plan details

| | | |
|---|---|--|
| Term lengths | 1 year term only | |
| Smoking Classification | <ul style="list-style-type: none">• Non-smoker• Smoker | |
| Issue ages and ownership | <ul style="list-style-type: none">• Minimum issue age: 18• Maximum issue age: 65• Policy owner and insured must be the same person• The policy owner cannot transfer ownership of the policy to someone else in the future, except in Quebec | |
| Coverage options | Single life only <ul style="list-style-type: none">• Coverage is based on one insured person• The death benefit is payable on the death of that insured person• Joint and multi-life plans not available. | |
| Rate bands | \$50,000 - \$99,999 \$100,000 - \$249,999 \$250,000 - \$499,999 | \$500,000 - \$999,999 \$1,000,000 (maximum insurance amount) |
| Underwriting classes | Smoker / non-smoker <ul style="list-style-type: none">• Class 3: no nicotine for 12 months, good health and lifestyle• Class 5: any nicotine use, fair health and lifestyle Note: occasional large cigar smokers (12/year) will be considered class 3 | |
| Changes to coverage amounts | <ul style="list-style-type: none">• Decreases are allowed any time after policy issue.• Increases to the insurance amount are not available. | |
| Convertibility and renewability | <ul style="list-style-type: none">• Non-renewable and non-convertible• The policy can't be converted to permanent insurance in the future.• The policy can't be converted to a new term policy with a longer term length. | |
| Policy fees and premium payment options | Premium mode <ul style="list-style-type: none">• Annual• Monthly | Policy fee <ul style="list-style-type: none">• \$25.00• \$2.25 |
| Optional benefits | <ul style="list-style-type: none">• Not available | |
| Special features | <ul style="list-style-type: none">• Clients can re-apply for life insurance within one year once they've completed outstanding tests. They don't have to wait until the 1-year term ends. | |

Backdating to save age

Backdating to save age is not available for Bridge Term.

Risk classes and underwriting

We offer two risk classes for Bridge Term. Preferred underwriting is not available.

- Non-smoker: Class 3
- Smoker: Class 5

Class 3

No tobacco use for 12 months, good health and lifestyle.

To be considered for Class 3, the proposed insured must not have had any tobacco products in the past 12 months including cigarillos, cigars and smoking cessation products.

Class 5

Any nicotine use, otherwise fair health and lifestyle.

Did you know?

Sun Life will consider an occasional large cigar smoker (up to 12 per year, with a negative cotinine test) as a non-smoker.



Premiums

Clients can pay premiums monthly through a pre-authorized cheque (PAC) or they can choose to pay annually. For each policy, the premium will vary by premium band, gender, issue age and risk class.

Policy fees

The annual policy fee is \$25, or \$2.25 when the Client is paying monthly.

Rate bands

- \$50,000 - \$99,999
- \$100,000 - \$249,999
- \$250,000 - \$499,999
- \$500,000 - \$999,999
- \$1,000,000 is the maximum issue amount for Bridge Term.

Changes to smoking status

Changing from a smoker to non-smoker class for the insured person is not available with Bridge Term.

Policy lapse and reinstatement

Policy lapse

If Clients don't pay their required premium amount within 31 days after it's due, the policy will lapse. Clients will need to make the required payment to prevent the policy from lapsing.

Reinstatement

Once the policy has lapsed, Clients may apply to put it back into effect. To reinstate the policy, the Client must:

- apply before the expiry date of the policy
- provide Sun Life with new evidence of insurability for all insured persons that Sun Life considers satisfactory, and
- pay all unpaid premiums, plus accrued interest, up to the date the policy is reinstated.

If the application for reinstatement isn't approved, we'll refund the amount paid with the application to reinstate the policy.

Administrative information

Claims

You may assist a beneficiary in making a claim by calling 1-877-272-2020 to request claim forms. Those making the claim must provide any information needed to assess the claim. This includes proof of the insured person's death.

Product disclosure requirements

You are responsible for providing Clients with a copy of the Client Guide to Bridge Term. You can find these on the advisor website. You can also find other important product disclosure information, including sample policy pages, on the advisor website as well.

It's important to meet with Clients regularly to review their coverage to ensure they have the protection that meets their needs.



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.

Where to go for more information?

For more information about 1-Year Bridge Term contact your Sun Life relationship manager or visit the advisor website.



We help. You grow.