



How can Evolve Term meet your family insurance needs?

Evolve Term can help meet your family needs

Evolve Term can be a cost-effective protection solution to meet the needs of your entire family. When you die, it can provide a tax-free lump sum benefit to your named beneficiaries that can:

- Help pay off a mortgage or other debts
- Pay for your children's post-secondary education
- Replace your income
- Create an estate for your loved ones

Personalize your policy with optional benefits

- Child term - coverage for your child that can convert to another policy when they're an adult
- Accidental death - an extra benefit if you die because of an accident
- Total and owner disability waivers - protection if you become totally disabled and unable to earn an income
- Guaranteed insurability - the option to buy more life insurance without answering health questions

About this presentation

This presentation is prepared for information purposes only and is not an insurance contract or an offer to provide insurance. It does not form any part of any policy that may be issued and is not intended to provide or replace professional legal or tax advice. This illustration is based on Sun Life Financial's premium rates on the date shown below. Age and amount table effective October 22, 2021. These figures exclude charges for ratings, renewal premiums, and additional benefits. For your specific situation, please consult your tax and legal advisors. Figures shown in this presentation are based on assumptions that are certain to change and are not an estimate or a guarantee of future performance.



Why choose Evolve Term?

Affordable life insurance protection that fits your budget.

We guarantee your payments will stay the same for the term length and coverage amount you choose. When your term ends, your coverage will automatically renew at an increased cost.

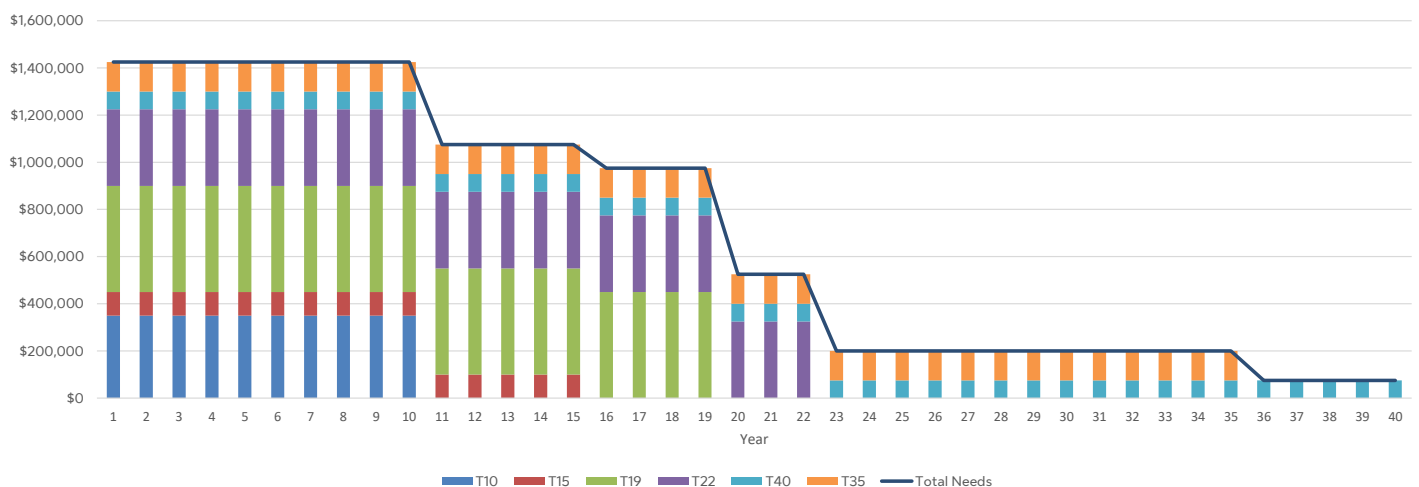
- Decide how many years you need coverage and personalize your policy with many benefits.
- Convert your insurance to permanent life insurance without medical evidence.
- Add new layers of term coverage or convert to a longer term.
- You can have more than one term coverage in your policy.

Evolve Term offers term lengths from 5 to 40 years, providing protection up to age 85.

- During mortgage payment years - match your term length to your mortgage period.
- Customize a term-length to replace your income during your working years.
- For multiple coverages under one policy - choose, for example, a 25-year term to protect your mortgage and a 15-year term for a child's future education .

Family needs	Amount	Years	Insurance	Death benefit	Initial yearly premium
Child education expenses	350,000	10	T10	350,000	213.50
Personal loans and other debt	100,000	15	T15	100,000	131.00
Amount owing on mortgage	450,000	19	T19	450,000	450.00
Income replacement	325,000	22	T22	325,000	396.50
End-of-life expenses	75,000	40	T40	75,000	408.00
Charitable Giving	125,000	35	T35	125,000	442.50
Total	1,425,000		Total	1,425,000	2,066.50

The estimated initial annual premium for Sasha, female, age 41, non-smoker (risk class 3) under a term layering solution is **\$2,067 (including policy fee)**. This approach allows you to purchase a layer of term insurance coverage with a unique term length. Each layer would be cancelled at the end of the initial term period. This can potentially save **\$113,260** compared to purchasing a single layer of T40 coverage for **\$1,425,000**.



Term layering: the three options

Client scenario: Female, age 41, non-smoker,
needs \$1.425M to protect his family and legacy concerns.

Option 1: Low cost / high risk

\$1.425M Evolve T10: **\$61.25/month**

- What are the costs of insurance 10 years from now? 20 years from now?
- What if the Client is uninsurable and is forced to convert or pay renewal costs?

Option 2: Overpayment for a decreasing need

\$1.425M Evolve T35: **\$294.66/month**

- The Client has 35-year guaranteed coverage
- If Clients are systematically decreasing their coverage, they have overpaid for their short term benefit needs.

Option 3: The hybrid approach Term Layering

\$1.425M Evolve Layering: **\$186/month**

- Client can cancel portions of insurance and systematically decrease coverage
- Client doesn't have to worry about overpaying coverage for their immediate needs
- Future insurability is protected