



Grandfathering and the New Tax Legislation

Effective January 1, 2017 new tax legislation will come into effect. This legislation may have an impact on policies issued before January 1, 2017 if certain changes are made to the policy after December 31, 2016.

Existing policies already in place before January 1, 2017 will be grandfathered, meaning that the new tax legislation will not apply, so long as certain policy changes are not made on or after January 1, 2017.

Click [here](#) to learn more about the changes.



2017 Tax changes: Deadlines Reminder

Don't forget the **September 15, 2016** deadline! In order to continue offering insurance products with non-taxable death benefits, the SSQ universal life **multi-life policy** type will no longer be offered. **After this date, insurance applications will be returned.**

Also, as of this date, it will not be possible to make certain changes to universal life insurance policies. For details, refer to: [What are the deadlines?](#)

Illustration Software

Effective September 15, 2016 the illustration software update (version 5.1) will be mandatory and will reflect the removal of the universal life multi-life policy type.

SOFTWARE

Company	Version
Assumption	LIA 6.4
Blue Cross (Que)	Mortgage Plan V. 1.2, Blue-Flex V. 4.2.0 & Tangible V 1.2.6
Blue Cross (ON)	2.3.0
BMO (download)	The Wave 32.1
Canada Life	V 2.5 / Zoom 15.0
La Capitale	8.2.0
CPP	Online
Empire Life	10.5
Equitable Life	2016-2
L'Excellence	Pyramid 4.3.0
Foresters (sky)	2.0.164
Humania	2016.2
Industrial Alliance	7.9.2
Manulife	15.10
SSQ	5.0
Sun Life	6.9
ivari	LifeView 11.2
RBC	9.4

Click [here](#) to download illustration software!



La Capitale consolidates its lead!

Special features of La Capitale disability includes:

When applying:

- Age at issue: Age 18 to 60 for all benefit periods
- Option to cover municipal and school taxes (even if they are not included in mortgage repayments)
- For benefits payable for two and five years:
 - o Waiting period:
 - 30 days in the event of an accident, a hospital stay or day surgery
 - 90 days in the event of illness, retroactive to 30 days
 - o Disability coverage available up to age 65

When a claim is submitted:

- No proof of debt required (if provided at issue)
- No proof of income or employment required
- Guaranteed payment period even if the loan is paid off
- Regular occupation definition guaranteed for two years, even if unemployed
- Full refund of premium in the event of involuntary loss of employment



Advisor Guide to Term Life Insurance

The easy-to-read Advisor Guide has everything you need to know about Foresters' term products.

It includes detailed information on available riders, flexible conversion and exchange privileges, underwriting criteria and sales support tools you can use to grow your business. Download it [here](#).



With FlexTerm, there are only 15 simple questions.

- No long questionnaire
- No "Have you ever" questions
- Questions on 2, 5, and 10 years
- Simplified issue for amounts of \$249,999 or less.

Discover FlexTerm [here](#).



Question about declined application is removed: Good news!

To maintain a competitive offer in the market and to better meet customer needs, Humania Assurance is proud to announce the removal of the following question:

"In the last 5 years, have you submitted an application for Life, Critical Illness or Disability insurance which was declined or postponed by an Insurer? "

New customers who were declined or postponed in the past could now benefit from better pricing. The pricing level (Gold, Silver, Bronze) of an already issued policy cannot be changed.

For more information, click [here](#).

INVESTMENTS



Updated Empire Life Investment Product Overview

The Empire Life Investment Product Overview (INP-0295) has been updated with all the valuable information you need – right at your fingertips! What's changed? The MERs have been updated for 2015. And for advisors who prefer tablets and laptops, the PDF now has links so you can find what you're looking for with just one click.

[Download it here.](#)



Recognizing and controlling concentration risk

Are clients being unnecessarily exposed to high risk? A well diversified portfolio with appropriate asset allocation is a key component of a sound investment strategy to help clients achieve their financial goals.

As a general guideline, an investment funds plan should not have more than 25 per cent invested in any one high risk section. High risk sectors include:

- Precious Metals
- Natural Resources
- Science and Technology
- Merging Markets
- Health Care

To determine whether or not a fund is high risk, consult the Fund Facts [here](#).

2016 Canadian Tax Summary is now available

Click [here](#) for the 2016 Canadian tax rate summary



RESP Withdrawal for the upcoming school year

The new school year is fast approaching and eligible clients may now request to withdraw funds from their Registered Education Savings Program (RESP) as an Educational Assistance Payment (EAP) or Postsecondary Education (PSE) withdrawal.

The RESP withdrawal form is available for download [here](#).

Estate planning: Death Tax

The rules regarding the death tax may be complex, but it's important to understand the fundamentals in order to prevent this 'hidden heir' from receiving more than what is actually due.

For more information on death and taxation, click [here](#).

New inheritance option

iA Financial Group launches **Inheritance Your Way**, a new option now available. **Inheritance Your Way** offers your clients more flexibility when it comes to the bequest of their savings upon their death.

The **Inheritance Your Way** option allows your clients to bequeath the money accumulated in their **savings contracts** based on a formula adapted to each heir, including progressive payments in the form of an annuity.

This option is available for all in-force savings contracts and new issues, with the exception of registered education savings plans (RESP).

For more information about this new option, click [here](#).

Copoloff Getaway 2017

Hit the target and be part of our next getaway. [Details here.](#)



Effectively immediately, Copoloff Insurance Agencies has started emailing you correspondence from your IN-FORCE business for both Life and Investment policies.

Please be sure to read all correspondence that you receive from the following email address; NEPASREPONDRE-NOREPLY@COPOLOFF.COM or any of the Copoloff administrators and act on it accordingly, as it will contain important statements and communications that will not be sent to you by hardcopy mail. Please also be aware that some of the email attachments may contain multiple documents in one attachment.

IMPORTANT INFORMATION

COMPLIANCE CORNER

Does YOUR Compliance Regime include:

- Review of written and up-to-date Privacy Compliance Policies and Procedures.
- Review of written Anti-Money Laundering Policies and Procedures.
- Advisor Disclosure
- Needs based sales practices (Financial Needs Analysis).
- Client File Management with all required signed and dated documents.

CALL US – WE CAN HELP!

