

LIFE & LIVING BENEFITS



New DividendScale effective July 1, 2016

- **Equimax Estate Builder® and Equimax Wealth Accumulator® policies are not affected.**
- All other participating whole life policies are affected.

Click [here](#) to find out more about these changes.



Get the latest edition of [Newslink](#)



Tax rules and the impact on life insurance policies

Click [here](#) to see case studies that cover the majority of the situations you may face and overall, you will notice that the tax reform will have little impact on your clients.



Tip of the Week

Did you know that the [Life Insurance Underwriting Guide](#) is a trusted tool designed to assist in determining a customer's eligibility for life insurance?

This guide is a collection of both general underwriting information and specific medical information to help guide you and your customers through the underwriting process.



Rate decreases

La Capitale is improving its market position! See for yourself!

20- and 25-Year Fixed Term

- Significant premium reduction for non-smokers with insured amounts of less than \$1 million

30- and 35-Year Fixed Term

- Premium reduction for non-smokers with insured amounts of less than \$500,000.

20- and 25-Year Term Rider

- Improved, very competitive rates
- Term riders are available for all permanent products

100% Pure Protection, 100% Pure Evolvement

- Average premium decrease of 8% for non-smokers age 40 and over. Decrease of up to 15% in certain cases.

The discount applicable to the annual premium is now **7.5%**



- Here's a quick reminder that our change/reinstatement forms have recently changed and that the previous version will no longer be accepted as of May 31st.
- A new version of the following forms are available. You may continue using the previous versions of the insurance applications which are accepted until further notice.

FIND0116A – Policy change without evidence of insurability	11-2015 (accepted until May 31, 2016)
FIND0117A – Policy reinstatement (electronic version available only)	11-2015 (accepted until May 31, 2016)

SOFTWARE

Company	Version
Assumption	LIA 6.2.1
BMO (download)	The Wave 32.1
Canada Life	V 2.5 / Zoom 15.0
La Capitale	8.2.0
CPP	Online
Empire Life	10.3
Equitable Life	2016-2
L'Excellence	Pyramid 4.3.0
Foresters (sky)	2.0.164
Humania	2016.2
Industrial Alliance	7.9.1
Manulife	15.9
Ontario Blue Cross	2.2.4
Quebec Blue Cross	Tangible 1.2.5
Quebec Blue Cross	4.1
SSQ	5.0
Sun Life	6.8
ivari	LifeView 11.2
RBC	9.3
UL Mutual	2.2.4

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

IMPORTANT REMINDER

Please make sure that your client files contain all the required signed and dated documents.

Below is an easy checklist for your reference:

- ✓ Needs analysis
- ✓ Illustrations
- ✓ Privacy statement & disclosure form
- ✓ Replacement forms for individual insurance
- ✓ Needs analysis and/or investor profile for investments
- ✓ Fund facts
- ✓ Any addenda and information folder
- ✓ All other forms that may be required

INVESTMENTS



New Fund Added

Three new funds will be added to the already appealing fund range offered in the IAG Savings and Retirement Plan (IAG SRP) Classic 75/75 and 75/100 Series (available on **May 16**, 2016):

- **Global Diversified (Forstrong)**
- **Canadian Corporate Bond**
- **U.S. Equity – Currency Neutral**

Expanded offering in the Ecoflextra Series

• Clients with investments in the Ecoflextra 75/100 Series under an IAG SRP contract issued between **April 1 and August 17, 2012** can now make transfers to the **Diversified Security** Fund. Inter-fund transfers used to be limited to the first five funds in the income fund category.

The U.S. Equity (Sarbit) Fund now the U.S. Equity (Sarbit) – Currency Neutral Fund

- The fund name was changed to make it clear that the fund manager uses a hedging strategy to eliminate risks related to U.S.-Canadian dollar exchange rate fluctuation. The manager has been using this strategy since the Fund was launched.
- The *Funds Overview and Fund Codes* (F13-1000A) document was updated to reflect these changes. Please note that this update is only available in electronic format. An updated paper version will be available in June 2016. You can view the document [here](#).



New Borrowing-to-invest process

- Canada Life is adding a new form to investment loan and investment line of credit applications. For more information on this form, click [here](#).
- Effective with applications signed May 16, 2016 and later, high-risk fund exposure on Canada Life investments funded by loans will be limited to a maximum of 25 per cent. An up-to-date fund list, including high-risk funds is available [here](#).
- National Bank of Canada and B2B Bank Investment loans will be impacted as well.



Changes to Savings and Investments Offering

Highlights include:

- Addition of two investment accounts
- Closure and transfer of the assets of five investment accounts.

For complete details, click [here](#).

What's New in Advisor Centre?

Several improvements have been made to the "Advisor Centre site," under the "Savings" tab. New features have been added:

- Search for unit value of investment accounts
- Redemption calculator
- Order tax slips
- Information on the client.

Manulife Investments

Introducing Manulife Ideal Signature Select™

Manulife launched Ideal Signature Select, a segregated fund solution built to capture key features of the former Standard Life Ideal Segregated Funds Signature 2.0 product, and integrate it more completely into their streamlined segregated fund product shelf.

With the introduction of Manulife Ideal Signature Select, the following products were closed to new contract sales on May 13, 2016: Ideal Segregated Funds Signature 2.0, Ideal Segregated Funds, and GIF Select EstatePlus®. Existing contract holders are not affected by these changes and can continue to make deposits.

IMPORTANT INFORMATION

Time is running out!

Policies that are issued on or after January 1, 2017 will be subject to the new (G3) rules. If any of your business owner clients are considering planning strategies that depend on the CDA, you may wish to let them know of these upcoming changes.

REMINDER

Please be sure to read all correspondence that you receive from the following email addresses; NEPASREPONDRE-NOREPLY@COPOLOFF.COM or any of the Copoloff administrators, as it will contain important statements and communications that will not be sent to you by hardcopy mail for some inforce life and investment policies.

Save the date

COPOLOFF RETREAT

Manoir Saint-Sauveur

SEPTEMBER 15 & 16, 2016

Make sure to join us this September in St-Sauveur where our guest speaker will be **Dr. Amir Georges Sabongui**, Psychologist and highly sought after speaker who's been featured on ABC PrimeTime Live and author of several books.

