

RRSP Kick OFF Hold the Date!

January 19th 2017 • Montreal
January 24th 2017 • Richmond Hill

EASY GUIDELINES TO ACCESSING FORMS ONLINE 24/7

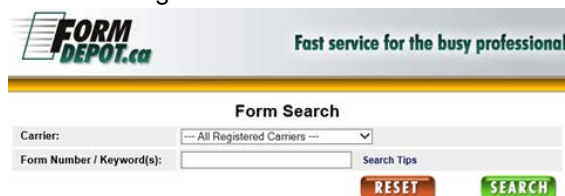


Step 1 Click on Form Depot.ca when logged in to Copoloffcentrale



Step 2 A new window will open. Click on Search Insurance Forms

Step 3 A search engine window will open. Choose a carrier name and enter what you are looking for.



Click [HERE](#) to access

LIFE & LIVING BENEFITS

New! No Medical Products from Assumption Life



List of products available immediately :

- No Medical Whole Life – Immediate & Deferred
- No Medical Term (T 10) – Immediate & Deferred
- No Medical Term (T 20) – Immediate & Deferred



[Watch video](#)

No Medical
insurance

[LEARN MORE](#)

BMO  **Insurance**

[View full details Online](#)

Extension for New Business Applications Received WITH a TIA

To help your clients ease through this transition period and still qualify for the G2 tax treatment on their policies, we would also like to announce the following criteria for any Wave 32.1 life applications accompanied by a TIA.

If a Wave 32.1 life insurance application is received by **December 16, 2016** and also meets all of the following conditions, the G2 tax rules will still apply:

- The total amount of insurance applied for on the life insured is up to a **maximum of \$1 million**;
- The proposed life insured qualifies and applies for a TIA;
- The application is accompanied by a payment of 1/12 of the annual premium;
- Our underwriting decision is completed and;
- The policy is delivered to the owner and a delivery receipt is signed by **March 31, 2017**.

SOFTWARE

Company	Version	Company	Version	Company	Version
Assumption	LIA 7.1.0	Canada Life	V 2.5 / Zoom 15.0	Foresters (sky)	2.0.164
Blue Cross (QC)	Mortgage Plan V. 1.2		Concourse 3.0	Humania	2016.2
	Blue-Flex V. 4.2.0 &	La Capitale	8.2.0	Industrial Alliance	8.0.0
	Tangible V 1.2.6	CPP	Online	Manulife	15.10
Blue Cross (ON)	2.3.0	Empire Life	10.6	SSQ	5.0
BMO (download)	The Wave 32.1	Equitable Life	2016-3	Sun Life	6.9
		L'Excellence	Pyramid 4.3.1	ivari	LifeView 12.0
				RBC	9.4

LIFE & LIVING BENEFITS CONT'D



Extended term conversion deadline - it's only good if conversions are submitted in good order!

Only about 30% of term conversion applications received are in "good order". Client Service won't be able to issue a G2 policy for applications submitted and not fully completed, even if the application came in before Dec. 23.

Please ensure your term conversion apps are fully complete.

- Most common issues:
1. Questions not answered or entire application blank with an illustration attached to indicate what they want
 2. Application not signed where it needs to be signed
 3. AML requirements missing where necessary
 4. Request for conversion below our minimum face amount
 5. Incorrect smoking status, age or rating on the application.



New taxation rules

The taxation rules changes affects the **premiums refund rider** of two of our Life Insurance products, especially [Term Life Insurance](#) and Life Coverage only of [Humania Insurance Without Medical Exam](#).

These riders won't be available from January 1st, 2017.

Deadline to submit a Life Insurance application:

- with a premiums refund 20 years of the product: **December 16, 2016**
- with premiums refund 15 years or up to age 65 of the product: **no longer available**



2017 Tax changes:

Some administrative rules have been eased compared to what was previously announced.

We will consider that a new life insurance policy (other than an annuity contract) may also be governed by the tax rules in place prior to January 1, 2017 if the following conditions are met:

- we receive the insurance application in 2016, signed by all parties in 2016 and containing all the information required for us to start the underwriting process.
- the policy date is in 2016.
- the completion of the medical underwriting in 2016 is the only condition that is not met.
- the face amount requested for all life insurance coverage does not exceed \$500,000 by proposed insured(s).
- each proposed insured is covered by the temporary insurance agreement.
- it is not a request for an internal replacement;
- the policy is delivered by March 31, 2017.

However, if the life insurance policy includes a critical illness coverage, the underwriting must be complete by January 31, 2017 in order to have access to a contract governed under the tax rules in place before January 1, 2017.

For each of the files meeting the above conditions, we will contact your agency via email upon acceptance by underwriting, just before we issue the contract. We will then ask whether or not we should backdate the contract in 2016 so that the contract is governed by the tax rules in place before January 1, 2017.

[Administrative rules](#)



Canada Revenue Agency recently published guidelines for interpreting when a life insurance policy is "issued before 2017" and include the requirement for premium payment(s) in 2016. Based on these new guidelines, some of Empire Life's guidelines for policies qualifying for the current (G2) taxation rules have changed. For more details, please click on the link below:

[Updated Guidelines](#)

To access all communications related to the Policyholder Taxation changes, please click on the link below:

[EmpireProducts2017.ca](#)

We have made some changes to our business rules for policy splits in an effort to address taxation changes. **Policy splits are only allowed for Multi-life and Joint First to Die coverages in the following situations:**

- Marriage / common law relationship breakdown.
- Child taking ownership of their own coverage from a parent, grandparent or legal guardian.
- Business dissolution.
- Business partner, covered under corporate plan, leaving the company.

Note: Joint Last to Die coverages cannot be split. A processing fee of \$200 is required for Trilogyl/Trilogyl Plus policies and \$50 for all other products. The payment is required prior to processing.

[Read Empire Insight here.](#)



Introducing ivari Universal

ivari Universal (bonus) and ivari Universal (No bonus) has replaced WealthADVANTAGE, EstateADVANTAGE with Accumulation bonus, and EstateADVANTAGE with lower fees.

[LEARN MORE](#)



Supporting clients with a new \$10 million TIC – Transition rules

We're pleased to announce a solution to help clients obtain coverage far above the current **Temporary Insurance Certificate (TIC) limits**.

Effective immediately, you can use the new Transition TIC for new applications to help clients apply for permanent life insurance coverage up to \$10 million.

Call us for details.

As we informed you previously, Sun Life Financial has taken a lead role in developing transition rules for the tax changes to life insurance.

For more information read [NewsFlash](#)

For new applications, the deadline for submission is December 9, 2016. See new [FORM](#) for these cases



Estate Protection now available

Did you know – It's projected that between 2015 and 2024, 1.2 million intergenerational wealth transfer events will occur. This presents a great opportunity for you to help your clients understand their options and see the value in consolidating their finances with you.

For more information, click [HERE](#)

New segregated fund options are available November 14. Help bring diversity to clients' portfolios with a suite of low volatility funds and new experienced fund managers

What's new...

- New fund information
- Fund manager profiles
- Reference guide
- MER and fee reference charts

For more information, click [HERE](#)

Get the latest edition of [NEWSLINK](#)



Empire Life will be ending the temporary partial management fees waiver for its Money Market Fund.

The last date the waiver will be applied is December 30, 2016.

On January 15, 2016, Empire Life started to temporarily waive part of the Money Market Fund management fees to partially offset the impact of negative returns experienced by some customers. The waiver was intended to run for up to one year to provide you and your clients with an opportunity to discuss the impact of low interest rates on their money market investments.



iA CONNECTED

RESP | The electronic new issue application takes the next step!

Good news! The RESP issue application, which was launched last June, has been enhanced so that advisors can enter **all the required information** to generate all iA and government forms.

To learn more about the RESP new issue application, watch the short video at ia.ca/RESPtraining



**3 NEW DISTINCTIVE SSQ GIFS
AVAILABLE AS OF NOVEMBER 21, 2016**

- **SSQ CI SIGNATURE CORPORATE BOND GIF**
- **SSQ FIERA CAPITAL HEDGED U.S. EQUITY GIF**
- **SSQ HEXAVEST ALL-COUNTRY GLOBAL EQUITY GIF**

*****IMPORTANT! AMENDMENT TO THE INFORMATION FOLDER*****

As of November 21, 2016, you must give the [Amendment to the Information Folder and Contract \(MRA674A 2016-11\)](#) to each new investor along with the June 2016 *Information Folder*. Fund Facts for the three new funds have been included.

IMPORTANT INFORMATION

Copoloff Insurance Agencies 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.



Copoloff Getaway 2017

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

