



Assumption Vie  
Assumption Life

### What's Up?

- Get the [latest news](#)
- Pack your suitcases for Grenada!  
[Click here for more details](#)



- Join Foresters™ in Dublin, Ireland in 2017!  
Click [here](#) to see how you can qualify.
- [Foresters monthly membership news](#)



### ➤ PAIRE and ASSURE-DEBT Product Improvements:

The base premium (without a Premium Refund at Age 65) is reduced as follows:

- PAIRE: 15% reduction
- ASSURE-DEBT: 10% reduction

These reductions apply to all the current rates (occupational class, age, gender, smoker or non-smoker).

[Update your software now!](#)



INSURANCE AND FINANCIAL SERVICES INC.

- Change to ALTERNATIVE, their simplified issue life insurance product: Maximum face amount for an insured **under 25 years of age**:

- Before: \$10,000
- Now: \$25,000

The [Application form \(F2A\)](#) and marketing documents have been updated to reflect this change.

## SOFTWARE

Company	Version
Assumption	LIA 5.1
BMO (download)	The Wave 32.0
Canada Life	V 2.5 / Zoom 15.0
La Capitale	8.1.0
CPP	<a href="#">Online</a>
Desjardins	6.7 (fusion)
Empire Life	10.2
Equitable Life	2015-3
L'Excellence	Pyramid 4.2.0
Foresters (sky)	2.0.163
Humania	2016.1
Industrial Alliance	7.8.2
Manulife	15.7
Ontario Blue Cross	2.2.4
Quebec Blue Cross	<a href="#">Tangible</a> 1.2.5
Quebec Blue Cross	4.1
SSQ	4.2
Sunlife	6.8
ivari (formerly Transamerica)	LifeView 11.2
RBC	9.1
UL Mutual	2.2.4



### ➤ [Implications of premium tax increases in Alberta and Quebec](#)

### ➤ Latest [News link](#)

### ➤ **Corrected term life insurance rates**

An updated version of the illustration software Concourse (2.5), is now available.

### **What's new?**

- The update will correct term life insurance rates, allowing you to run correct illustrations. In an effort to fix term life insurance rates as quickly as possible, Canada Life reinstated policy fees and reactivated the multi-policy benefit check-box. All intended term life insurance rate decreases were maintained.

### **Get the update**

You'll need to have the Nov. 23 version of Concourse (2.5) installed first.

- If you haven't installed the Nov. 23 version you must [download and install the November update first](#).
- If this has already been done, you can [download the December update now](#).

### **How to verify if you have the latest version**

Run a term 10 life insurance illustration for a male non-smoker, age 30, standard risk, with no multi-policy benefit, applying for a face amount of \$2,000,000.

- If you have the latest Dec. 18 version, the annual premium will be \$1,020.
- If you still have the Nov. 23 version, the annual premium will be \$1,040.
- If you have version 2.4, the annual premium will be \$1,080. If this happens, download and install the Nov. 23 version before downloading and installing the Dec. 18 update.

### **Tip of the week**

Did you know that... under the AML Guidelines, the "source of funds" cannot be indicated as "bank account"? You are required to be more specific; for example: Salary or earned income, Pension benefits, proceeds from a death benefit or estate.



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

**RRSP Fast Facts**

- Deadline** ➤ February 29, 2016
- Contribution Limit** ➤ The lesser of \$24,930 (for 2015) or 18% of earned income from your previous tax year, minus any pension adjustments\*, plus unused contribution room from previous years.
- Carry Forward** ➤ RRSP contribution room accumulated after 1990 can be carried forward indefinitely to subsequent years.
- Eligibility** ➤ Investors can contribute to an individual RRSP if they have employment or business income or unused contribution room, up until December 31 of the year they turn 71.



**Contest**  
**Copoloff RRSP shape up campaign. Click [here](#) to see what you can win**



**RRSP Loans Available at Prime +.5%!!!**

- Help your clients keep their retirement goals on track. Please [contact us](#) for more details.

**Manulife Investments**

**Get your clients' savings off the bench and into the game with 3.00% interest.**

It's game time! That's right, it's RRSP season. And this year Manulife Bank is going pro with a rate that's among the greats. Click [here](#) for details.

- ✓ Manulife annuities are now enhanced with the availability of stacking, which provides the option to purchase an annuity issued by both The Manufacturers Life Insurance Company and Manulife Assurance Company of Canada, thereby offering clients [Assuris](#) coverage under each company independently.
- ✓ Annuities of the former Standard Life are no longer available for sale. Applications for these annuities were accepted until January 8, 2016.
- ✓ For advisors selling Structured Settlements, aside from changes related to rebranding Standard Life to Manulife, it will be business as usual.
- ✓ The Manulife annuity application has been revised to include the stacking option.

**e-Statements from Manulife Bank are here!** [Read more.](#)



**Prestige Series: (High net worth).** Two new reduced-fee segregated fund series now available for consolidated assets of \$300,000.00 or higher. [Learn more](#)



➤ Please destroy all forms and applications with the name of Transamerica. As of December 31st, 2015 they were no longer accepted. **No exceptions** unless the form was not yet updated with the new name Ivvari on the form. **Click [here](#) to download the new forms.**



- [New Wealth Management Operations updates](#)
- [Estate protection marketing materials updated for 2016](#)
- [LIB illustrator update](#)



✓ SSQ RRSP Loan and Investment Loan programs as well as those available through the distribution alliance with B2B Bank will continue to be offered in 2016. [Read more.](#)



- ✓ **Introducing three new La Capitale investment accounts that are distributed by two new investment fund companies:**
  - CI Investments – Global Fixed Income
  - Fiera Capital – Amer Equity & Global Equity
  - AGF – Moderate, Balanced, Growth & Aggressive Growth portfolios.
- ✓ **These Equity Index GIC new features are also now available:**
  - 90%, 100%, or 110% capital guaranteed at maturity
  - 100% capital guarantee upon death
  - Terms vary according to the capital guarantee selected: 5, 7, 10 years.

Click [here](#) for additional details.

✓ Change with regard to La Capitale's transmission of annual savings statement and transactions notices as of 2016. [See details.](#)

