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Disability Income Replacement Plan & Business Overhead Expense Plan

Helping protect you and your family.



 **Manulife**

The Manufacturers Life Insurance Company

Quick glance: What's in it for you?

Help ensure you are protecting one of your most valuable assets – your income.

Income protection is among the most important types of insurance – after all, where would you be without it? Your income is used to maintain a certain living standard and also to build wealth and provide for your family and retirement.

This affordable **Disability Income Replacement Plan** sponsored by Engineers Canada can provide you with a valuable monthly benefit to replace lost income if a serious illness or accident keeps you from making a living.

It's easy to get covered:

1. Determine the amount of monthly benefit you need. (See page 7 for details.) Coverage ranges from \$500 to \$15,000 per month.
2. Choose when you want benefits to start. Benefits begin following the 'elimination' period, from as quickly as seven days up to 365 days. The longer the elimination period, the lower your premiums. If covered by Employment Insurance, we suggest that you choose an elimination period of 90 days or longer.
3. Apply securely online at manulife.ca/engineersDI.

Enhance your existing group disability plan.

If you're covered under an employee group disability plan but it isn't giving you the coverage you want, you can 'top up' your coverage by adding **Disability Income Replacement Insurance** equal to the difference between the benefit your current plan provides and additional amounts available based on your earnings.

How Disability Income Replacement benefits are paid

Six types of disabilities covered under the Disability Income Replacement Plan:

- | | |
|------------------------|--------------------------|
| 1 Total Disability | 2 Residual Disability |
| 3 Partial Disability | 4 Presumptive Disability |
| 5 Recurring Disability | 6 Catastrophic Loss |

1. Total Disability Benefit:

Benefits are paid as long as you are Totally Disabled, and may continue for life if you are disabled due to an accident, or to age 70 if disability is due to an illness. Totally Disabled means you are unable to perform the regular and important duties of your occupation and are not engaged in any other gainful occupation. You must be under the continuous regular care and attendance of a physician.

2. Residual Disability Benefit:

If you are Residually Disabled, a percentage of your benefit may be paid to age 70 (if disability is due to an accident or illness). Residually Disabled means you are able to return to your regular occupation in a limited capacity but have a continuous loss of earnings of at least 20%, or you cannot return to your regular occupation but are performing another gainful occupation with a continuous loss of earnings of at least 20%. You must be under the regular care and attendance of a physician. (Residual Disability must start before age 60.)

The Residual Disability Benefit is illustrated in the following example:

If Paul, age 60, was earning \$6,000 a month before becoming disabled, and \$3,600 since becoming disabled, he has lost 40% of his monthly earnings. However, since Paul had purchased Disability Income Replacement coverage of \$3,000, and was approved for the benefit, he received a Residual Disability Benefit equal to 40% of that \$3,000, or \$1,200, each month.

3. Partial Disability Benefit:

If you are Partially Disabled following a Total Disability that starts on or after age 60 but before age 70, the plan pays 50% of your monthly benefit for up to six months. Partially Disabled means you are unable to perform one or more of the important duties of your regular occupation (or are unable to perform them for more than half the time usually required), or are unable to work more than 20 hours a week at another gainful occupation. You must be under the regular care and attendance of a physician.

4. Presumptive Disability:

Even if you are able to work, you will be considered Totally Disabled and receive Total Disability benefits if, due to an accident or illness (occurring while insured), you irrecoverably lose the entire use of: both hands; both feet; both one hand and one foot; sight in both eyes; hearing in both ears; or speech. Benefits will be paid for the benefit period for an illness whether your loss was due to an illness or accident.

5. Recurring Total Disability:

If you return to work but suffer a subsequent period of Total Disability resulting from the same illness or accident within six months, the second period of disability will be considered a continuation of the first. Benefits will resume and you will not have to satisfy another elimination period.

6. Catastrophic Loss:

You will receive 125% of your monthly disability benefit if your loss is considered Catastrophic. While experiencing a Catastrophic Loss you will be considered Totally Disabled. You must:

- Not be gainfully employed;
- Be under the regular care and attendance of a physician; and
- Satisfy the minimum criteria in one of four categories: Self-Care, Transfer and Mobility, Cognitive Ability, or Terminal Illness.

Note: If you become disabled, the monthly benefit you receive will be based on your pre-disability income. If your income decreases after you purchase coverage, your monthly benefit may also decrease. Pre-disability income is the greater of the average monthly income during the last taxation year or the average of the previous 24 months.

Extra features of the Disability Income Replacement Plan

Included at no additional cost

1. Compassionate Care Benefit

Provides three times your Monthly Benefit Amount in one lump sum if a family member (your spouse or child) is injured, or diagnosed with a terminal illness, and has 12 months or less to live. **It allows you to take time off from work to care for your sick loved one, without having to worry about lost wages.** (Subject to certain limitations.)

2. Future Increase Option Benefit

On each option date under the Future Increase Option Benefit, **you may be eligible to purchase up to a specified additional amount of disability insurance without providing proof of good health.** To be eligible for increases under this option, you must be under age 55 and actively at work on a full-time basis. Some personal financial information will be required to substantiate the increase in coverage. Any increase in coverage will be subject to the same terms and conditions as the existing coverage. Upon reaching the 10th year of coverage under this benefit, you may renew coverage for this benefit by providing proof of good health, providing you are under age 55 and actively at work on a full-time basis. If you opt not to exercise this benefit at least once within any three-consecutive-year period, then the right to exercise the Future Increase Option Benefit will no longer be available to you.

3. Guaranteed Re-entry Benefit

If you cancel your insurance under this program after being insured for two consecutive years to join an employer-sponsored group program, **you can rejoin this program later and reinstate your original coverage, without providing proof of good health,** provided you reapply within 10 years of cancellation; are under age 55 at the time of reapplication; and apply within 90 days of withdrawal from the employer or spouse's employer-sponsored plans.

4. Guaranteed Benefit Reinstatement

Prior to age 65, if you suffer from a temporary reduction in income, this benefit allows you to reduce your monthly benefit to a minimum of \$500. When your income increases again, you can reinstate the original monthly benefit amount without proof of good health.

5. Waiver of Premium

If you continue to be disabled for three consecutive months (or the elimination period, if longer), you may qualify to have this coverage continue free of charge while you are receiving monthly benefit payments.

6. Coverage Between Jobs

If you become disabled within 12 months following your last employment, your benefit will be calculated using your average monthly earnings during your most recent 12 months of employment.

7. Automatic Cost of Living Adjustments

This benefit offsets the effects of inflation while you are disabled. After 12 consecutive months of benefits paid, your monthly benefits will be adjusted according to the annual percentage change in the Consumer Price Index, up to 5%. The increases will be compounded annually and continue until age 70 for disability caused by sickness.

8. Cost of Living Buy-Back Option

After a period of disability and within 30 days of returning to work, you have the option to increase the monthly benefit amount to equal the sum of the basic monthly benefit plus any cost of living adjustment benefit you received while disabled.

How much Disability Income Replacement protection can you purchase?

The monthly benefit maximum of \$15,000 provides non-taxable income replacement on annual pre-tax Earned Income up to \$467,000. Find your Monthly Earned Income in the chart below or go to manulife.ca/Dneeds.

Monthly Earned Income	Non-taxable Monthly Benefit*
\$5,000	\$3,500
\$6,000	\$4,000
\$7,000	\$4,600
\$8,000	\$5,100
\$9,000	\$5,500
\$10,000	\$5,900
\$12,000	\$6,800
\$13,000	\$7,200
\$15,000	\$7,900
\$18,000	\$8,900
\$20,000	\$9,600
\$21,000	\$10,000
\$25,000	\$11,300
\$30,000	\$12,600
\$35,000	\$14,000
\$38,917 and up	\$15,000

* Rounded up to the nearest \$100.

Disability Income Replacement Plan: Monthly Premiums* Per \$100 of Monthly Benefit[†]

Age	Elimination Period						
	7 Days**	14 Days	30 Days	90 Days	119 Days	180 Days	365 Days
Under 30	\$2.14	\$1.35	\$1.06	\$0.97	\$0.92	\$0.84	\$0.73
30-34	\$2.82	\$1.97	\$1.63	\$1.18	\$1.12	\$1.03	\$0.91
35-39	\$3.20	\$2.47	\$2.13	\$1.74	\$1.65	\$1.55	\$1.38
40-44	\$3.65	\$3.08	\$2.73	\$2.53	\$2.42	\$2.25	\$2.00
45-49	\$4.23	\$3.67	\$3.33	\$3.03	\$2.91	\$2.72	\$2.40
50-54	\$4.98	\$4.50	\$4.13	\$3.42	\$3.33	\$3.11	\$2.73
55-69***	\$5.34	\$4.90	\$4.52	\$3.64	\$3.47	\$3.21	\$2.75

For annual rates divide the monthly rate by 0.09.

* Premiums increase as you enter a new age bracket.

** Elimination Period is 0 days if hospitalized or if disability results from an injury.

*** Rates for ages 65 to 69 are for renewals only.

† Minimum coverage is \$500.

Rates are subject to change without notice.

The Engineers Canada-sponsored **Business Overhead Expense Plan** pays your eligible business expenses to help keep your operation ongoing while you're disabled and unable to do so yourself.

As a self-employed professional, you are normally responsible for the fixed expenses of running your business, and these office expenses will usually continue even when you are unable to work. The **Business Overhead Expense Plan** covers business expenses that continue when your business revenue slows or stops because you are disabled due to illness or accident.

You may purchase coverage equal to your average fixed monthly expenses in the last six months, less any business expense or office overhead coverage already in force. Coverage is available from \$500 to \$8,000 in monthly benefits, in units of \$100.

How expenses are paid under the **Business Overhead Expense Plan**

Eligible expenses are normal expenses in the operation of your business, such as rent or mortgage interest, utilities including hydro, heat and water, depreciation, employee salaries, and so on. If the business is a partnership or operates under a cost-sharing agreement, only your share of the expenses is considered eligible. The Plan does not cover self-remuneration, the cost of goods, wares or merchandise of any nature, or the cost of implements of your occupation or profession.

Benefit payments are limited to actual expenses incurred. Some limitations and exclusions apply.

Benefit payments begin following the elimination period you choose at the time of application (either 14 days or 30 days). The longer the elimination period, the lower your premiums.

Benefit payments end when you recover, when you reach your benefit maximum (which is 12 times your monthly benefit), when payments have continued for three years, or when you reach age 70 (whichever occurs first).

For example, if you had purchased \$5,000 of monthly benefit and you become Totally Disabled, the Plan would reimburse you for \$5,000 of incurred expenses for 12 months, at which time you would have reached the benefit maximum (12 times your \$5,000 monthly benefit, or \$60,000).

But if you had purchased \$5,000 of monthly benefit and your incurred expenses taper off (e.g., \$5,000 in the first six months, \$2,500 for the next six months and \$1,250 thereafter), you could continue to receive benefits until you reach your \$60,000 benefit maximum (24 months in this case).

Extra features of the **Business Overhead Expense Plan**

Included at no additional cost

1. Waiver of Premium

If your Total Disability continues for three consecutive months, you may qualify to have this coverage continue free of charge while you are receiving monthly benefit payments, and receive a refund of the premiums paid during the elimination period.

2. Recurrence of Disability

If you return to work but suffer a subsequent period of Total Disability resulting from the same illness or accident within three months, the second period of disability will be considered a continuation of the first. Benefits will resume and you will not have to satisfy another elimination period.

Guarantee of satisfaction

If you are not completely satisfied with your coverage, simply return your coverage certificate to Manulife within 10 days of receiving it and any premium paid for the coverage will be promptly refunded.

3. Extended Monthly Benefit

If you are disabled prior to age 65, this benefit will reimburse you up to 40% of the monthly benefit for the regular monthly payments due under a business lease, rental agreement, installment purchase agreement or similar contract. For as long as you remain disabled, benefits are either payable until age 65 or for a maximum period of 60 months, whichever is less.

4. Death Benefit

If you die prior to age 70 while receiving monthly disability benefit payments, an amount equal to three times your monthly benefit will be paid to your designated beneficiary or estate.

5. Guaranteed Re-entry

If you cancel your insurance under this program after being insured for two consecutive years to join an employer-sponsored group program, you can rejoin this program later and reinstate your original coverage, without providing proof of good health. You are eligible provided you: reapply within 10 years of cancellation; are under age 55 at the time of reapplication; and apply within 90 days of withdrawal from the employer-sponsored plan.

Business Overhead Expense Plan		
Monthly Premiums* Per \$100 of Monthly Benefit†		
Age	Elimination Period	
	14 Days	30 Days
Under 30	\$0.90	\$0.70
30-34	\$1.02	\$0.81
35-39	\$1.33	\$1.12
40-44	\$1.44	\$1.26
45-49	\$1.64	\$1.49
50-54	\$1.89	\$1.67
55-59	\$2.19	\$1.98
60-64	\$2.38	\$2.17
65-69**	\$2.64	\$2.40

For annual rates divide the monthly rate by 0.09.

* Premiums increase as you enter a new age bracket.

** Rates for ages 65 to 69 are for renewals only.

† Minimum coverage is \$500.

Rates are subject to change without notice.

Coverage begins under the Engineers Canada-sponsored Disability Income Replacement Plan or the Business Overhead Expense Plan on the first of the month following approval of your application by Manulife (so long as the premium is paid).

Determining your eligibility

You are eligible to apply for Engineers Canada-sponsored **Disability Income Replacement Plan** coverage or **Business Overhead Expense Plan** coverage if you are a Canadian resident, under age 65, you work a minimum of 20 hours per week, and you are:






1. A member of the engineering regulators that license the country's 295,000 members of the profession (including members-in-training, excluding the Ordre des ingénieurs du Québec). Also, an engineering student who is registered in an engineering program accredited by the Canadian Engineering Accreditation Board.
2. A member of the Ontario Society of Professional Engineers or Genium360;
3. A member of the Association of Professional Geoscientists of Ontario, Geoscientists Nova Scotia, or the Ordre des géologues du Québec;
4. A member of one of the participating provincial associations of professional technicians and technologists;
5. A member of the Manitoba Association of Architects, the Architects' Association of New Brunswick, the Nova Scotia Association of Architects or the Architects Association of Prince Edward Island;
6. A full-time employee of Engineers Canada or one of the Engineers Canada engineering regulators that license the country's 295,000 members of the profession or one of the participating organizations or of The Youth Science Foundation of Canada;
7. A limited licensee or a provincial licensee.

Before your application for insurance (or increase or change in coverage) can be approved, you must provide satisfactory proof of good health by completing the health declaration section of the application form.

After reviewing your health declaration, Manulife may require you to provide additional medical and/or financial information and/or undergo a medical exam. Please note that, based on your health information, Manulife may offer insurance on an alternative basis or may decline to offer coverage.

Accessible formats and communication supports are available upon request. Visit manulife.ca/accessibility for more information.

The Engineers Canada-sponsored Disability Income Replacement Plan and Business Overhead Expense Plan are just two of the personal and business protection choices available to you at special low members-only rates.

-  Term Life
-  Critical Illness
-  Health and Dental
-  Major Accident
-  Manulife One[®]

[†] Manulife One is offered through Manulife Bank of Canada. Manulife One is a trademark of The Manufacturers Life Insurance Company and is used by it, and by its affiliates under licence.

 **1 877 598-2273** (Monday through Friday from 8 a.m. to 8 p.m. ET)

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 **manulife.ca/engineersDI**

Important Notice

This is not a contract. Actual terms and conditions are detailed in the certificate issued by Manulife upon final application approval. It contains important details concerning exclusions, conditions and limitations. Please review them carefully upon receipt.

Underwritten by:



Sponsored by:



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