

# Advisors – Investment options comparison

## Universal Life Insurance versus GIAs, investment accounts and Beneva's segregated funds

Universal life insurance is a product that optimizes the interrelation between the performance of the policy accumulation fund and the cost of insurance coverage. This product has Level Term 100 and yearly renewable term (YRT) cost of insurance options.

### When to opt for universal life insurance?

	Universal life	GIA	Investment accounts/Segregated funds
<b>Description</b>	This product combines life insurance and tax-free savings to give your clients coverage adapted to their changing needs	Savings product providing guaranteed capital and interest	This investment product pools the savings of several investors to purchase a variety of investments (stocks, bonds, etc.)
<b>Advantages</b>	Option of changing the investment vehicle and amount invested Guaranteed bonus, 1% as of the 6th policy anniversary Diversified investments	Offers complete capital protection and interest, both of which are 100% guaranteed Fixed and competitive interest rates	Offers long-term capital growth and diversified investments Guaranteed upon maturity and death
<b>How it works</b>	Effectively combines life insurance and tax-sheltered savings in one contract Amounts are invested at a fixed and guaranteed interest rate based on the term Alternatively, investing in index-linked or managed accounts offers a balance between income funds and equity funds, which can range from conservative to high-risk <sup>1</sup>	Amounts are invested at a fixed and guaranteed interest rate based on the term	In a portfolio, this option provides a balance between income and stock funds, corresponding to conservative or high-risk profiles <sup>1</sup>
<b>Investment options at Beneva</b>	Diversified offering (GIA, DIA, funds) Indexed and managed funds offered: Income funds, balanced funds, Canadian equity funds, foreign equity funds, specialized funds and our portfolio funds	Based on the available types of GIA, terms and options	Income funds, balanced funds, Canadian equity funds, foreign equity funds, specialized funds and portfolio funds
<b>Performance</b>	Based on the investor's profile and investments 100% of the returns, less fees, go into the universal life insurance	Fixed interest rate until maturity	Based on the investor's profile and investments
<b>Fees</b>	Guaranteed management fees	Fees may apply if GIA is redeemed prior to maturity	Non-guaranteed management fees
<b>Redeemable</b>	Yes <sup>2</sup>		
<b>Coverage</b>	Four types of coverage included and several optional coverages offered (see below)	Capital and interest are 100% guaranteed until maturity	Capital guaranteed upon maturity and death For segregated funds, three coverage options available

<sup>1</sup> Returns are not guaranteed, and investments should be in line with the client's investor profile. All amounts deposited in a segregated fund, investment account, or universal life account (for universal life insurance policies) are at the underwriter's risk, and the value of the fund or account can increase or decrease.

<sup>2</sup> Fees and penalties vary according to investment vehicle

Beneva universal life insurance, especially in a YRT context, is worth considering for clients who:

- Want to combine life insurance and tax-sheltered savings
- Want a simple and flexible product with comprehensive and diversified offerings
- Will have changing needs over time
- Maxed out their RRSP/TFSA
- Want to take advantage of additional insurance coverage options

Other universal life insurance benefits

Included coverage	Optional coverage
Disability privilege	Critical illness rider (3 illnesses, \$20,000)
Extreme disability benefit	Child rider
Insurability benefit for children	Children's Endorsement rider
Critical illness for children	Waiver of minimum premium
	Waiver of billing premium
	Accidental death and dismemberment
	Benefit in case of fracture
	Term life insurance*
	Critical illness insurance*

\*Available on the same life and with individual type of policy only.

For more information,  
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