

CRITICAL ILLNESS



A CLOSER
LOOK

Critical Illness (CI) insurance has evolved from a specialty insurance product and is increasingly becoming an integral part of employers' group benefits plans. CI coverage offers a comprehensive benefit designed to reduce the financial burden associated with a critical illness diagnosis, allowing insureds to use the benefit as they see fit.

A valuable and complementary addition to any group insurance plan!

GROUP CI FACTS

- From 2010 to 2012, the number of groups insured in Canada rose from 8,984 to 11,271, representing an increase of 25%. (ACCAP, 2013)
- From 2010 to 2012, group critical illness insurance premiums increased by 44%, to reach \$81 million. (ACCAP, 2013)

DID YOU KNOW THAT...

- CI insurance provides a non-taxable lump sum benefit to the employee?
- Voluntary and flexible benefit plans may enhance employers' group benefits programs at no additional cost?
- Insurance industry has moved towards standardized CI definitions to better serve the clients and make sure of considering medical progress?

INDUSTRY LEADING COVERAGE

SSQ's CI insurance product is a comprehensive stand-alone living benefit that offers an extensive list of features:

- 40 covered illnesses;
- Survival period of 14 days;
- Multiple Event Coverage;
- Cancer Recurrence Benefit; and
- Second Medical Opinion.

SSQ, YOUR INSURANCE PARTNER

Finding the right solution for your clients may be challenging. As a leader in group insurance across Canada, SSQ:

- places its clients as a top priority;
- provides flexible and affordable solutions; and
- has one of the highest customer satisfaction rates in the industry!

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- **40% of Canadian women and 45% of men will develop cancer during their lifetimes.** (Canadian Cancer Society, 2014)
 - **It is estimated that there are 70,000 heart attacks every year in Canada. This represents one heart attack every 7 minutes.** (Heart and Stroke Foundation, 2014)
 - Approximately 315,000 Canadians live with the effects of stroke. (PHAC, 2011)
 - In 2009, approximately 315,000 Canadians (1.1%) reported suffering from the consequences of stroke. (PHAC, 2014)
 - **Canadians live longer; the overall life expectancy increased from 75 to 81 years over the last 20 years.** (Statistics Canada, 2012)
 - **Canadian households spend an increasing proportion of their total household income on health care: from 1998 to 2009, non-reimbursed health care services and products increased by 37% every year.** (Statistics Canada, Survey of Household Spending, 1997 and 2009)
 - **Canadian households debt ratio has increased from 148% in 2010 to 164% in 2013.** (Statistics Canada)
 - Canadians are among the households most indebted in OECD countries ahead of France, Great Britain, Japan and even the United States. (OECD, 2013)
 - **It is estimated that in 2014**
 - On average, 524 Canadians will be diagnosed with cancer every day. (Canadian Cancer Society, 2014)
 - On average, 210 Canadians will die from cancer every day. (Canadian Cancer Society, 2014)
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AT SSQ, WE HAVE ANSWERS TO YOUR QUESTIONS!

What is the benefit of your guaranteed issue (GI) limits?

SSQ's GI limits are some of the most generous in the industry. In addition, we can tailor the GI amounts to suit your clients' needs. Different GI amounts can be provided to various classes of employees.

What is the enrolment process?

We make it easy by offering you a simple and quick enrolment! Thanks to our self administered plans, you benefit from great autonomy to complete your enrolment application.

Is CI insurance a taxable benefit?

No, CI is a tax-free lump sum benefit to the employee.

Does SSQ adhere to the most recent CLHIA benchmark definitions?

Yes.

How does Multiple Event Coverage work?

When diagnosed with a covered critical illness for which a benefit has been paid and later diagnosed with a different covered critical illness (at least 90 days after the payment), the insured will receive another full benefit, subject to certain re-entry exclusions.

Will the insured be entitled to Long Term Disability (LTD) benefits if a CI benefit has been paid?

Yes. CI benefit does not affect LTD benefit payments.

Does SSQ offer CI coverage for children?

Yes. SSQ offers up to 18 covered illnesses for dependent children.

Can the pre-existing condition exclusion be removed?

SSQ offers 2 types of exclusions; 24/24 and 12/12. The standard pre-existing condition exclusion is 24/24. It may be decreased to 12/12 under certain administrative criteria.

What happens at renewal?

The renewal process is straightforward. CI rates are reviewed based on a pool of business and group demographics. Unfavourable claims experience may not necessarily mean higher rates.

When an insured receives the LTD benefit, does he/she still pay for critical illness coverage?

No, SSQ will waive the premium for critical illness coverage from the first day of the month following the date the insured begins to receive monthly disability benefit payments through his/her LTD benefit, provided that a waiver of premium benefit has been purchased.

What is the Second Medical Opinion program?

This program is available to any insured person who is diagnosed with a covered CI. It allows the insured to obtain a second medical opinion from a highly qualified practitioner and provides a thorough medical review to confirm the initial diagnosis and make recommendations on appropriate treatment.

Does CI insurance cease after claim?

No. Thanks to Multiple Event Coverage and Cancer Recurrence Benefit offered by SSQ, coverage does not cease upon claim pay-out, subject to certain re-entry exclusions. Multiple Event Coverage allows for multiple claims on unrelated illnesses. As an example, an employee can receive a benefit payment following a heart attack and later, receive another full payment in case of cancer. The Cancer Recurrence Benefit is a valuable addition for employees who have survived cancer.

The purpose of this document is to provide a summary description. It is not intended to describe all provisions, exclusions and limitations applicable to a benefit or to a specific insurance policy. For complete description of the provisions, exclusions and limitations that apply, please refer to the contract.

In this document, SSQ refers to SSQ, Life Insurance Company Inc. and SSQ, Insurance Company Inc.