

40-YEAR-OLD MALE PHYSICIAN

Below is an example of a male physician and female spouse (non-physician) who are both 40.

- The physician has \$1,000,000 of OMA Group term to 75 life insurance, \$10,000 of OMA disability coverage, \$100,000 of OMA critical illness insurance.
- The spouse has \$1,000,000 of OMA Group term to 75 life insurance and \$100,000 of OMA critical illness insurance.
- The couple will replace their OMA Insurance with identical coverage with RBC Insurance.
- **By replacing your OMA Insurance with RBC Insurance; total savings will be \$74,711 with locked in policy provisions, guaranteed rates and you own and control your insurance.**

LIFE INSURANCE: SAVINGS OVER 20 YEARS \$52,925

Over the next 20 years, the physician and spouse will save a total of \$52,925 with RBC Your term™ 20 vs OMA Term Plus 75 Group Insurance assuming the same OMA annual premium refund which is not guaranteed.

LIFE INSURANCE COMPARISON \$1,000,000 FOR 20 YEARS							
MALE AGE 40				FEMALE AGE 40			
Age	OMA/mth	OMA Term Plus 75 5 Year Band	RBC YourTerm™ 20 20 Year Band	Age	OMA/mth	OMA Term Plus 75 5 Year Band	RBC YourTerm™ 20 20 Year Band
40	\$ 140.40	\$ 1,685	\$ 1,093	40	\$ 101.69	\$ 1,220	\$ 761
41	\$ 140.40	\$ 1,685	\$ 1,093	41	\$ 101.69	\$ 1,220	\$ 761
42	\$ 140.40	\$ 1,685	\$ 1,093	42	\$ 101.69	\$ 1,220	\$ 761
43	\$ 140.40	\$ 1,685	\$ 1,093	43	\$ 101.69	\$ 1,220	\$ 761
44	\$ 140.40	\$ 1,685	\$ 1,093	44	\$ 101.69	\$ 1,220	\$ 761
45	\$ 254.69	\$ 3,056	\$ 1,093	45	\$ 175.50	\$ 2,106	\$ 761
46	\$ 254.69	\$ 3,056	\$ 1,093	46	\$ 175.50	\$ 2,106	\$ 761
47	\$ 254.69	\$ 3,056	\$ 1,093	47	\$ 175.50	\$ 2,106	\$ 761
48	\$ 254.69	\$ 3,056	\$ 1,093	48	\$ 175.50	\$ 2,106	\$ 761
49	\$ 254.69	\$ 3,056	\$ 1,093	49	\$ 175.50	\$ 2,106	\$ 761
50	\$ 422.99	\$ 5,076	\$ 1,093	50	\$ 291.60	\$ 3,499	\$ 761
51	\$ 422.99	\$ 5,076	\$ 1,093	51	\$ 291.60	\$ 3,499	\$ 761
52	\$ 422.99	\$ 5,076	\$ 1,093	52	\$ 291.60	\$ 3,499	\$ 761
53	\$ 422.99	\$ 5,076	\$ 1,093	53	\$ 291.60	\$ 3,499	\$ 761
54	\$ 422.99	\$ 5,076	\$ 1,093	54	\$ 291.60	\$ 3,499	\$ 761
55	\$ 674.09	\$ 8,089	\$ 1,093	55	\$ 439.19	\$ 5,270	\$ 761
56	\$ 674.09	\$ 8,089	\$ 1,093	56	\$ 439.19	\$ 5,270	\$ 761
57	\$ 674.09	\$ 8,089	\$ 1,093	57	\$ 439.19	\$ 5,270	\$ 761
58	\$ 674.09	\$ 8,089	\$ 1,093	58	\$ 439.19	\$ 5,270	\$ 761
59	\$ 674.09	\$ 8,089	\$ 1,093	59	\$ 439.19	\$ 5,270	\$ 761
Total after 20 years		\$ 89,530	\$ 21,860			\$ 60,479	\$ 15,220
Less OMA Rebate 40%		\$ 35,812	\$ -			\$ 24,192	\$ -
Net after 20 years		\$ 53,718	\$ 21,860			\$ 36,287	\$ 15,220
		SAVINGS \$ 31,858				SAVINGS \$ 21,067	
						TOTAL SAVINGS \$ 52,925	

Source: OMA Website, RBC Insurance Jan 2019 E&OE

DISABILITY INSURANCE: EXPENSE TO AGE 65 \$667

Most physicians have OMA disability insurance purchased on a banded rate (40-44, 45-54, 55-64). Below is a comparison of \$10,000/month of OMA coverage purchased at age 30 on a banded rate versus the RBC Insurance Individual Income Protection Professional Series policy purchased at age 40. Both policies have a 90-day elimination period and own occupation definition of total disability. **Assuming coverage to age 65 and the same OMA annual premium refund which was 0% in 2018, the physician will spend an additional \$667 to age 65 or \$27 per year and have better policy provisions, portability and locked guarantees.**

\$10,000/month; 90-Day Elimination period, own occupation coverage, Non smoker

		MALE				
AGE 40	# Years	OMA/mth	OMA BANDED RATES		RBC LEVEL RATE	
			Annual	Total	Annual	Total
Age 35-44	5	\$ 141.75	\$ 1,701	\$ 8,505	\$ 2,674	\$ 13,369
Age 45-54	10	\$ 228.15	\$ 2,738	\$ 27,378	\$ 2,674	\$ 26,738
Age 55-64	10	\$ 252.45	\$ 3,029	\$ 30,294	\$ 2,674	\$ 26,738
Total outlay to 65				\$ 66,177		\$ 66,844
Less OMA rebate (0%)						\$ -
Net cost after OMA rebate				\$ 66,177		\$ 66,844
					EXPENSE TO 65	\$ 667
					AVERAGE EXPENSE PER YEAR	\$ 27

Source: OMA Website, RBC Insurance; Jan 2019 E&OE

CRITICAL ILLNESS INSURANCE: SAVINGS TO AGE 70 \$22,453

OMA critical illness rates are age banded and increase over time. In this case, the couple is saving \$22,453 with the RBC Insurance Individual Critical Illness Recovery Plan, Level Premium to Age 75, guaranteed renewable policy and they have the option to maintain coverage until age 75.

CRITICAL ILLNESS; \$100,000 RBC G/R term 75 vs Sun Life OMA to age 70.

		MALE				FEMALE			
	# Years	OMA/Yr	RBC/Yr	OMA-5 yrs	RBC-5 yrs	OMA/Yr	RBC/Yr	OMA-5 yrs	RBC-5 yrs
40-44	5	\$ 325	\$ 1,017	\$ 1,627	\$ 5,085	\$ 364	\$ 886	\$ 1,821	\$ 4,428
45-49	5	\$ 558	\$ 1,017	\$ 2,792	\$ 5,085	\$ 529	\$ 886	\$ 2,644	\$ 4,428
50-54	5	\$ 907	\$ 1,017	\$ 4,536	\$ 5,085	\$ 706	\$ 886	\$ 3,532	\$ 4,428
55-59	5	\$ 1,436	\$ 1,017	\$ 7,180	\$ 5,085	\$ 953	\$ 886	\$ 4,763	\$ 4,428
60-64	5	\$ 2,363	\$ 1,017	\$ 11,813	\$ 5,085	\$ 1,349	\$ 886	\$ 7,345	\$ 4,428
65-69	5	\$ 4,088	\$ 1,017	\$ 20,438	\$ 5,085	\$ 2,208	\$ 886	\$ 11,042	\$ 4,428
TTL				\$ 48,385	\$ 30,510			\$ 31,146	\$ 26,568
				SAVINGS	\$ 17,875			SAVINGS	\$ 4,578
				RBC rate/yr	\$ 1,017			RBC rate/yr	\$ 886
						TOTAL SAVINGS			\$ 22,453

Source: OMA website, RBC Insurance; Jan 2019 E&OE

RBC rates are guaranteed renewable. Comparison assumes coverage to 70

By replacing your OMA Insurance with RBC Insurance; total savings will be \$74,711 with locked in policy provisions, guaranteed rates and you own and control your insurance.

- ✓ **Life insurance:** Over 20 years savings = \$52,925.
- ✓ **Disability insurance:** Assuming coverage to age 65, the physician will spend an additional \$667 or \$27/year.
- ✓ **Critical illness insurance:** Assuming coverage to age 70, this couple will save \$22,453.

✓ **TOTAL SAVINGS: \$74,711**

*This is for product comparison purposes only and is based on information from the OMA Insurance website. It may not accurately reflect all features and benefits of the OMA coverage. RBC Life Insurance Company does not accept responsibility for the accuracy or completeness of the information contained in this document. See policies for complete details.