

- 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 \$91,898 with locked in policy provisions, guaranteed rates and you own and control your insurance.**

LIFE INSURANCE: SAVINGS OVER 20 YEARS \$83,557

Over the next 20 years, the physician and spouse will save a total of \$83,557 with RBC Your term™ 20 vs OMA Term Plus 75 Group Insurance assuming the same OMA annual premium refund which is not guaranteed.

MALE AGE 45				FEMALE AGE 45			
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
45	\$ 254.69	\$ 3,056	\$ 1,760	45	\$ 175.50	\$ 2,106	\$ 1,192
46	\$ 254.69	\$ 3,056	\$ 1,760	46	\$ 175.50	\$ 2,106	\$ 1,192
47	\$ 254.69	\$ 3,056	\$ 1,760	47	\$ 175.50	\$ 2,106	\$ 1,192
48	\$ 254.69	\$ 3,056	\$ 1,760	48	\$ 175.50	\$ 2,106	\$ 1,192
49	\$ 254.69	\$ 3,056	\$ 1,760	49	\$ 175.50	\$ 2,106	\$ 1,192
50	\$ 422.99	\$ 5,076	\$ 1,760	50	\$ 291.60	\$ 3,499	\$ 1,192
51	\$ 422.99	\$ 5,076	\$ 1,760	51	\$ 291.60	\$ 3,499	\$ 1,192
52	\$ 422.99	\$ 5,076	\$ 1,760	52	\$ 291.60	\$ 3,499	\$ 1,192
53	\$ 422.99	\$ 5,076	\$ 1,760	53	\$ 291.60	\$ 3,499	\$ 1,192
54	\$ 422.99	\$ 5,076	\$ 1,760	54	\$ 291.60	\$ 3,499	\$ 1,192
55	\$ 674.09	\$ 8,089	\$ 1,760	55	\$ 439.19	\$ 5,270	\$ 1,192
56	\$ 674.09	\$ 8,089	\$ 1,760	56	\$ 439.19	\$ 5,270	\$ 1,192
57	\$ 674.09	\$ 8,089	\$ 1,760	57	\$ 439.19	\$ 5,270	\$ 1,192
58	\$ 674.09	\$ 8,089	\$ 1,760	58	\$ 439.19	\$ 5,270	\$ 1,192
59	\$ 674.09	\$ 8,089	\$ 1,760	59	\$ 439.19	\$ 5,270	\$ 1,192
60	\$ 1,030.49	\$ 12,366	\$ 1,760	60	\$ 670.49	\$ 8,046	\$ 1,192
61	\$ 1,030.49	\$ 12,366	\$ 1,760	61	\$ 671.49	\$ 8,058	\$ 1,192
62	\$ 1,030.49	\$ 12,366	\$ 1,760	62	\$ 672.49	\$ 8,070	\$ 1,192
63	\$ 1,030.49	\$ 12,366	\$ 1,760	63	\$ 673.49	\$ 8,082	\$ 1,192
64	\$ 1,030.49	\$ 12,366	\$ 1,760	64	\$ 674.49	\$ 8,094	\$ 1,192
Total after 20 years		\$ 142,936	\$ 35,200			\$ 94,727	\$ 23,840
Less OMA Rebate 40%		\$ 57,174	\$ -			\$ 37,891	\$ -
Net after 20 years		\$ 85,761	\$ 35,200			\$ 56,836	\$ 23,840
		SAVINGS \$ 50,561				SAVINGS \$ 32,996	
Source: OMA Website, RBC Insurance Jan 2019 E&OE				TOTAL SAVINGS \$ 83,557			

DISABILITY INSURANCE: EXPENSE TO AGE 65 \$9,333

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 \$9,333 to age 65 or \$467 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 45	# Years	OMA/mth	OMA BANDED RATES		RBC LEVEL RATE	
			Annual	Total	Annual	Total
Age 45-54	10	\$ 228.15	\$ 2,738	\$ 27,378	\$ 3,350	\$ 33,503
Age 55-64	10	\$ 252.45	\$ 3,029	\$ 30,294	\$ 3,350	\$ 33,503
Total outlay to 65				\$ 57,672		\$ 67,005
Less OMA rebate (0%)						\$ -
Net cost after OMA rebate				\$ 57,672		\$ 67,005
					EXPENSE TO 65	\$ 9,333
					AVERAGE EXPENSE PER YEAR	\$ 467

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

CRITICAL ILLNESS INSURANCE: SAVINGS TO AGE 70 \$17,674

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
45-49	5	\$ 558	\$ 1,247	\$ 2,792	\$ 6,233	\$ 529	\$ 1,090	\$ 2,644	\$ 5,449.50
50-54	5	\$ 907	\$ 1,247	\$ 4,536	\$ 6,233	\$ 706	\$ 1,090	\$ 3,532	\$ 5,450
55-59	5	\$ 1,436	\$ 1,247	\$ 7,180	\$ 6,233	\$ 953	\$ 1,090	\$ 4,763	\$ 5,450
60-64	5	\$ 2,363	\$ 1,247	\$ 11,813	\$ 6,233	\$ 1,349	\$ 1,090	\$ 7,345	\$ 5,450
65-69	5	\$ 4,088	\$ 1,247	\$ 20,438	\$ 6,233	\$ 2,208	\$ 1,090	\$ 11,042	\$ 5,450
TTL				\$ 46,759	\$ 31,163			\$ 29,325	\$ 27,248
				SAVINGS	\$ 15,596			SAVINGS	\$ 2,078
				RBC rate/yr	\$ 1,247			RBC rate/yr	\$ 1,090
								TOTAL SAVINGS	\$ 17,674

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 are \$91,898 with locked in policy provisions, guaranteed rates and you own and control your insurance.

- ✓ **Life insurance:** Over 20 years savings = \$83,557
- ✓ **Disability insurance:** Assuming coverage to age 65, the physician will spend an additional \$9,333 or \$467/year
- ✓ **Critical illness insurance:** Assuming coverage to age 70, this couple will save \$17,674
- ✓ **TOTAL SAVINGS \$91,898**

*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.