

**50-YEAR-OLD MALE PHYSICIAN**

Below is an example of a male physician and female spouse (non-physician) who are both 50.

- 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 \$29,746 with locked in policy provisions, guaranteed rates and you own and control your insurance.**

**LIFE INSURANCE: SAVINGS OVER 10 YEARS \$40,323**

Over the next 10 years, the physician and spouse will save a total of \$40,323 with RBC Your term™ 10 vs OMA Term Plus 75 Group Insurance assuming the same OMA annual premium refund which is not guaranteed.

<b>LIFE INSURANCE \$1,000,000 N/S</b>							
See policy for complete details							
	Age	<b>MALE AGE 50</b>			<b>FEMALE AGE 50</b>		
		OMA/mth	OMA Term Plus 75 5 Year Band	RBC Your Term™ 10	OMA/mth	OMA Term Plus 75 5 Year Band	RBC Your Term™ 10
	50	\$ 422.99	\$ 5,076	\$ 1,515	\$ 291.60	\$ 3,499	\$ 1,033
	51	\$ 422.99	\$ 5,076	\$ 1,515	\$ 291.60	\$ 3,499	\$ 1,033
	52	\$ 422.99	\$ 5,076	\$ 1,515	\$ 291.60	\$ 3,499	\$ 1,033
	53	\$ 422.99	\$ 5,076	\$ 1,515	\$ 291.60	\$ 3,499	\$ 1,033
	54	\$ 422.99	\$ 5,076	\$ 1,515	\$ 291.60	\$ 3,499	\$ 1,033
	55	\$ 674.09	\$ 8,089	\$ 1,515	\$ 439.19	\$ 5,270	\$ 1,033
	56	\$ 674.09	\$ 8,089	\$ 1,515	\$ 439.19	\$ 5,270	\$ 1,033
	57	\$ 674.09	\$ 8,089	\$ 1,515	\$ 439.19	\$ 5,270	\$ 1,033
	58	\$ 674.09	\$ 8,089	\$ 1,515	\$ 439.19	\$ 5,270	\$ 1,033
	59	\$ 674.09	\$ 8,089	\$ 1,515	\$ 439.19	\$ 5,270	\$ 1,033
<b>Total after 10 years</b>			\$ 65,825	\$ 15,150		\$ 43,847	\$ 10,330
Less OMA Rebate 40%			\$ 26,330	\$ -		\$ 17,539	\$ -
<b>Net after 10 years</b>			<b>\$ 39,495</b>	<b>\$ 15,150</b>		<b>\$ 26,308</b>	<b>\$ 10,330</b>
			<b>SAVINGS \$ 24,345</b>			<b>SAVINGS \$ 15,978</b>	
						<b>TOTAL SAVINGS \$ 40,323</b>	

Source: OMA website; OMA rebate at 40% as per 2018; Jan 2019E&OE

**DISABILITY INSURANCE: EXPENSE TO AGE 65 \$20,727**

Most physicians have OMA disability insurance purchased on a banded rate (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 plan purchased at age 50. Both policies have a 90-day elimination period and own occupation definition of total disability. **Assuming the OMA rebate remains in place at 2018 levels (which is not guaranteed), over the next 15 years, the physician will spend an additional \$20,727 to age 65 or \$1382/year for disability coverage to age 65.**

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

		<b>MALE</b>				
<b>AGE 50</b>	# Years	OMA/mth	<b>OMA BANDED RATES</b>		<b>RBC LEVEL RATE</b>	
			Annual	Total	Annual	Total
Age 45-54	5	\$ 228.15	\$ 2,738	\$ 13,689	\$ 4,314	\$ 21,570
Age 55-64	10	\$ 252.45	\$ 3,029	\$ 30,294	\$ 4,314	\$ 43,140
Total outlay to 65				\$ 43,983		\$ 64,710
Less OMA rebate (0%)						\$ -
<b>Net cost after OMA rebate</b>				<b>\$ 43,983</b>		<b>\$ 64,710</b>
				<b>EXPENSE TO 65</b>		<b>\$ 20,727</b>
				<b>AVERAGE EXPENSE PER YEAR</b>		<b>\$ 1,382</b>

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

**CRITICAL ILLNESS INSURANCE SAVINGS TO AGE 70 \$10,150**

Similar to the disability insurance, OMA critical illness rates are age banded and increase over time. In this case, the couple is saving \$10,150 with RBC Insurance Individual Critical Illness Recovery Plan, Level Premium to Age 75, guaranteed renewable policy, Level Premium to Age 75, 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
50-54	5	\$ 907	\$ 1,707	\$ 4,536	\$ 8,537	\$ 706	\$ 1,318	\$ 3,532	\$ 6,588
55-59	5	\$ 1,436	\$ 1,707	\$ 7,180	\$ 8,537	\$ 953	\$ 1,318	\$ 4,763	\$ 6,588
60-64	5	\$ 2,363	\$ 1,707	\$ 11,813	\$ 8,537	\$ 1,349	\$ 1,318	\$ 7,345	\$ 6,588
65-69	5	\$ 4,088	\$ 1,707	\$ 20,438	\$ 8,537	\$ 2,208	\$ 1,318	\$ 11,042	\$ 6,588
TTL				\$ 43,966	\$ 34,146			\$ 26,681	\$ 26,352
				<b>SAVINGS</b>	<b>\$ 9,820</b>			<b>SAVINGS</b>	<b>\$ 329</b>
				RBC rate/yr	\$ 1,707			RBC rate/yr	\$ 1,318
								<b>TOTAL SAVINGS</b>	<b>\$ 10,150</b>

**By replacing your OMA Insurance with RBC Insurance; total savings are \$29,746 with locked in policy provisions, guaranteed rates and you own and control your insurance.**

- ✓ **Life insurance:** Over 10 years savings = \$40,323.
- ✓ **Disability insurance:** Assuming coverage to age 65, the physician will spend an additional \$20,727 or \$1382/year.
- ✓ **Critical illness insurance:** Assuming coverage to age 70, this couple will save \$10,150.
- ✓ **TOTAL SAVINGS \$29,746**

\*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.