

55-YEAR-OLD MALE PHYSICIAN

Below is an example of a female physician and male spouse (non-physician) who are both 55.

- 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 \$33,604 with locked in policy provisions, guaranteed rates and you own and control your insurance.**

LIFE INSURANCE: SAVINGS OVER 10 YEARS \$56,693

Over the next 10 years, the physician and spouse will save a total of \$30,015 with RBC *Your term*™ 10 vs OMA Term Plus 75 Group Insurance assuming the same OMA annual premium refund which is not guaranteed.

LIFE INSURANCE \$1,000,000 N/S							
See policy for complete details							
		MALE AGE 55			FEMALE AGE 55		
		OMA Term Plus 75		RBC <i>Your</i>	OMA Term Plus 75		RBC <i>Your</i>
Age	OMA/mth	5 Year Band	Term™ 10	OMA/mth	5 Year Band	Term™ 10	
55	\$ 674.09	\$ 8,089	\$ 2,711	\$ 439.19	\$ 5,270	\$ 1,751	
56	\$ 674.09	\$ 8,089	\$ 2,711	\$ 439.19	\$ 5,270	\$ 1,751	
57	\$ 674.09	\$ 8,089	\$ 2,711	\$ 439.19	\$ 5,270	\$ 1,751	
58	\$ 674.09	\$ 8,089	\$ 2,711	\$ 439.19	\$ 5,270	\$ 1,751	
59	\$ 674.09	\$ 8,089	\$ 2,711	\$ 439.19	\$ 5,270	\$ 1,751	
60	\$1,030.49	\$ 12,366	\$ 2,711	\$ 670.49	\$ 8,046	\$ 1,751	
61	\$1,030.49	\$ 12,366	\$ 2,711	\$ 670.49	\$ 8,046	\$ 1,751	
62	\$1,030.49	\$ 12,366	\$ 2,711	\$ 670.49	\$ 8,046	\$ 1,751	
63	\$1,030.49	\$ 12,366	\$ 2,711	\$ 670.49	\$ 8,046	\$ 1,751	
64	\$1,030.49	\$ 12,366	\$ 2,711	\$ 670.49	\$ 8,046	\$ 1,751	
Total after 10 years		\$ 102,275	\$ 27,110		\$ 66,581	\$ 17,510	
Less OMA Rebate 40%		\$ 40,910	\$ -		\$ 26,632	\$ -	
Net after 10 years		\$ 61,365	\$ 27,110		\$ 39,948	\$ 17,510	
		SAVINGS	\$ 34,255		SAVINGS	\$ 22,438	
					TOTAL SAVINGS	\$ 56,693	

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

DISABILITY INSURANCE: EXPENSE TO AGE 65 \$23,691

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 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 10 years, the physician will spend an additional \$23,691 to age 65 or \$2369/year for disability coverage to age 65.**

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

		MALE				
AGE 55	# Years	OMA/mth	OMA BANDED RATES		RBC LEVEL RATE	
			Annual	Total	Annual	Total
Age 55-64	10	\$ 252.45	\$ 3,029	\$ 30,294	\$ 5,399	\$ 53,985
Total outlay to 65				\$ 30,294		\$ 53,985
Less OMA rebate (0%)						\$ -
Net cost after OMA rebate				\$ 30,294		\$ 53,985
					EXPENSE TO 65	\$ 23,691
					AVERAGE EXPENSE PER YEAR	2,369

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

QUESTIONS?

CRITICAL ILLNESS INSURANCE SAVINGS TO AGE 70 \$602

Similar to the disability insurance, OMA critical illness rates are age banded and increase over time. In this case, the couple is saving \$602 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	
55-59	5	\$ 1,436	\$ 2,379	\$ 7,180	\$ 11,894	\$ 953	\$ 1,753	\$ 4,763	\$ 8,766	
60-64	5	\$ 2,363	\$ 2,379	\$ 11,813	\$ 11,894	\$ 1,349	\$ 1,753	\$ 7,345	\$ 8,766	
65-69	5	\$ 4,088	\$ 2,379	\$ 20,438	\$ 11,894	\$ 2,208	\$ 1,753	\$ 11,042	\$ 8,766	
TTL				\$ 39,430	\$ 35,681			\$ 23,150	\$ 26,298	
				SAVINGS	\$ 3,750			SAVINGS	\$ (3,148)	
				RBC rate/yr	\$ 2,379			RBC rate/yr	\$ 1,753	
									TOTAL SAVINGS	\$ 602
Source: OMA website, RBC Insurance; Jan 2019 E&OE										
RBC rates are guaranteed renewable. Comparison assumes coverage to 70										

anteed renewable policy, Level Premium to Age 75, and they have the option to maintain coverage until age 75.

By replacing your OMA Insurance with RBC Insurance; total savings are \$33,604 with locked in policy provisions, guaranteed rates and you own and control your insurance.

- ✓ **Life insurance:** Over 10 years savings = \$56,693
- ✓ **Disability insurance:** Assuming coverage to age 65, the physician will spend an additional \$23,691 or \$2369/year
- ✓ **Critical illness insurance:** Assuming coverage to age 70, this couple will save \$602.

✓ **TOTAL SAVINGS: 33,604**

*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.