

Have You Reviewed Your Life Insurance Lately?

Foresters
Financial

Helping is who we are.™

Visit foresters.com to see how we can help you.

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What matters most to you?



Home



Family



Career



Friends



Religion

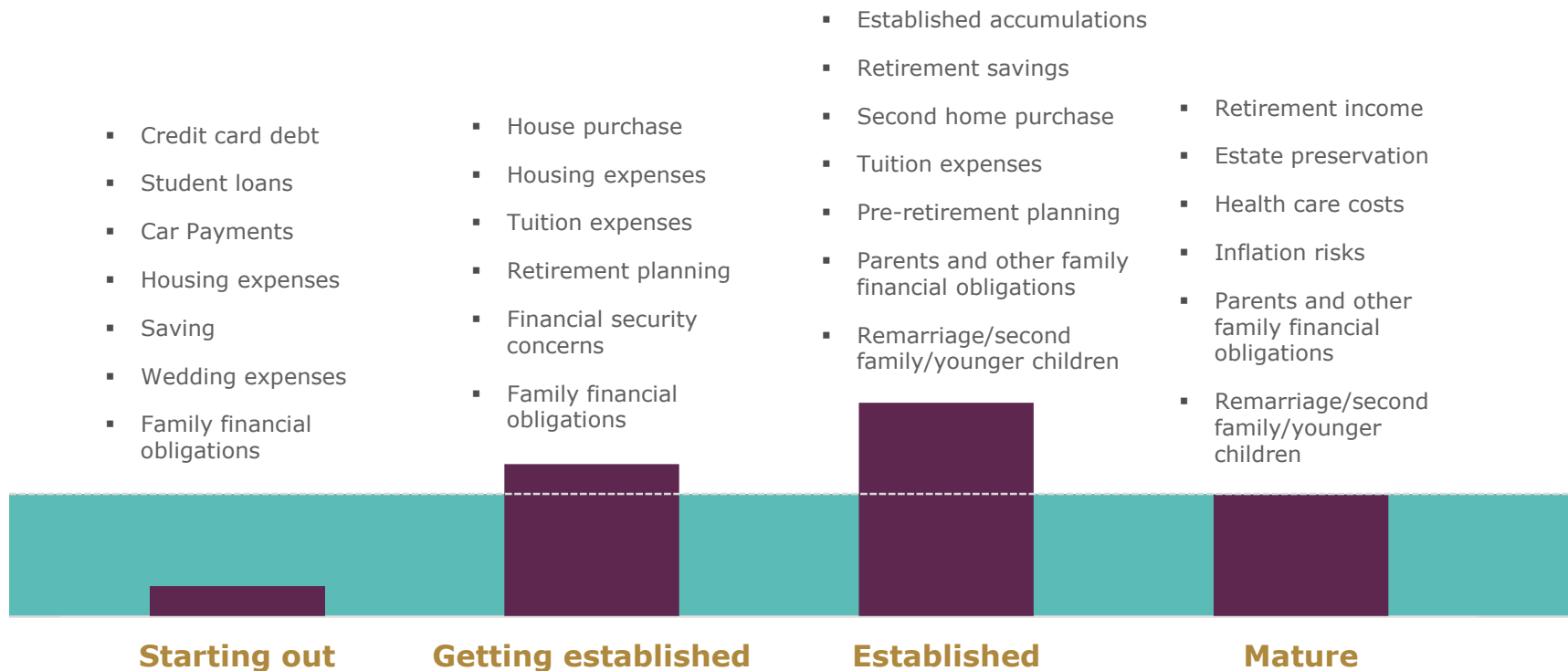


Giving back
to community



Travel

Needs tend to change as your life changes



What's new in your life?

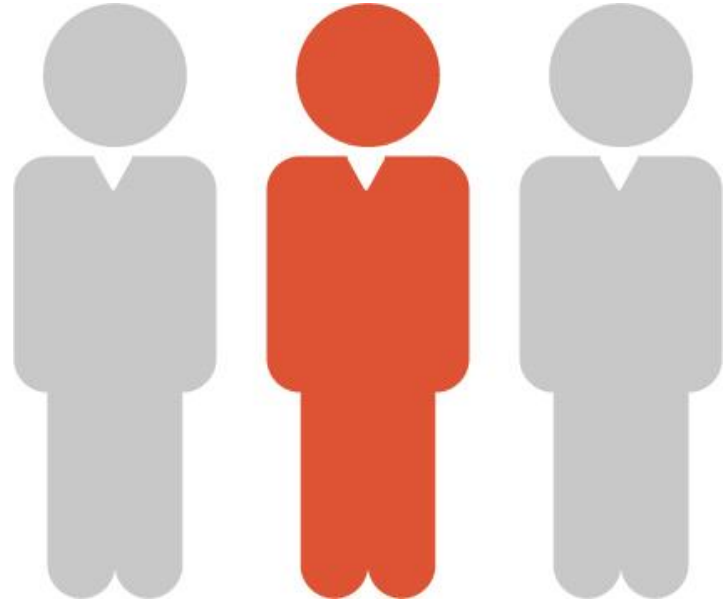
Below are some common life changes that may have an impact on your family's life:

- | | |
|---|---|
| <input type="checkbox"/> Marriage (or divorce) | <input type="checkbox"/> Death in the family |
| <input type="checkbox"/> Birth of a child (or adoption) | <input type="checkbox"/> Disability of a family member |
| <input type="checkbox"/> Purchase a home | <input type="checkbox"/> Retirement or preparing for retirement |
| <input type="checkbox"/> Job change or promotion | <input type="checkbox"/> Inheritance or financial windfall |

Has your needs changed?

You're not alone

1 in 3 Canadian's who have insurance believe they need more.¹



1. Source: LIMRA, Canadian Billion Dollar Baby Revisited: Sales Potential of the Underinsured Life Insurance Market, https://www.limra.com/Research/Abstracts/2014/140403-01.aspx?research_id=10737429068



Liabilities

Factors
to consider when
buying life insurance



Expenditure



Assets



Safety expenses

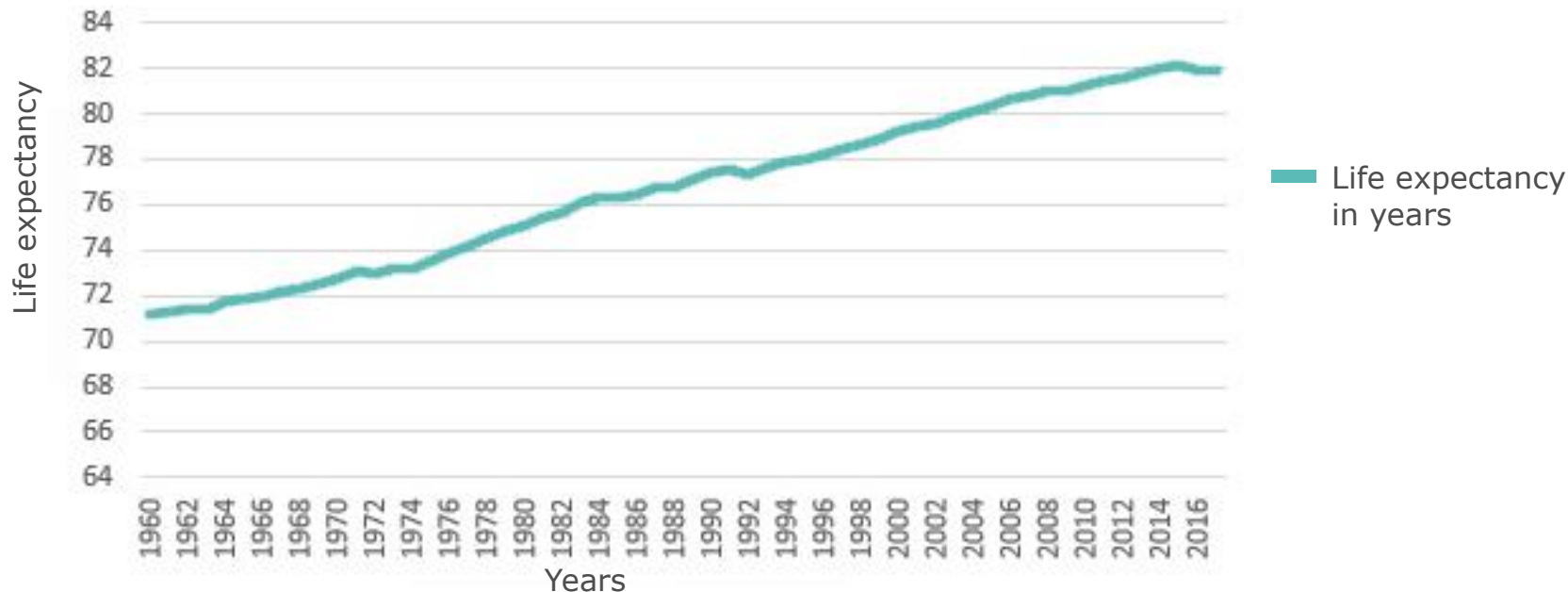


While your life changes, what might have changed around you?

- The economy has changed
- Medicine and your potential longevity as a result

People are living longer so insurance companies need to adapt

Life expectancy by birth in Canada²



What does a life insurance policy review do for you?

Evaluate life-changing events

- Understand how changes impact life insurance needs
- Ensure proper beneficiaries are listed
- Review inforce coverage to ensure it's performing as expected

Examine original underwriting offer

- Positive changes in health or improvements made to a company's underwriting guidelines could lead to a better risk class
- Declining health may reveal opportunities to convert current term coverage to permanent insurance

Review product features of interest

- Extended maturity
- Accelerated Death Benefit covering Chronic, Critical or Terminal Illness
- Other riders and features
- Policy cost, loan structure and policy loan provisions

Review company strength

- Company financial strength and their ratings
- Discuss possible increases in a company's cost and expenses that may impact inforce policies.

Additional items to consider during a policy review

- If you replace your coverage, new restrictions may apply, including medical underwriting, surrender charges, and a new contestable period.
- Replaced coverages that have outstanding loans in excess of the cost basis may have income tax consequences.
- Your advisor must fully disclose the potential consequences of a replacement, including the financial impact on both the existing and proposed coverages.



Who is Foresters Financial™?

Who is Foresters?



Foresters Financial is an international financial services provider with more than two million clients and members in Canada, the United States and the United Kingdom.

Foresters was founded in 1874 as a Fraternal Benefit Society – a member-based life insurance provider for everyday families. Foresters begins and ends with our purpose: To enrich family and community well-being.

Purpose:

We enrich family and community well-being.

Mission:

Helping is who we are.

Vision:

To change and improve the world through the power of helping.

Values:

An appreciation of everyday families and their ability to make their community a better place with actions, not words.

Who is Foresters?

Fraternal Benefit Societies are responsible for their own solvency and reserves, which requires us to maintain a strong financial position.³

"A"
(Excellent)

A.M. Best Financial Strength rating
for the 19th consecutive year

Assets of
\$18.5 billion

Liabilities of
\$16.4 billion

LICAT ratio of

172.1%

LICAT is a measure used to monitor
that insurers maintain adequate capital
to meet their financial obligations

Surplus of
\$2.1 billion

3. The Life Insurance Capital Adequacy Test (LICAT) ratio is a capital adequacy measure for life insurance companies established by the Office of the Superintendent of Financial Institutions Canada ("OSFI"). The A.M. Best rating assigned on August 14, 2019 reflects the overall strength and claims-paying ability of The Independent Order of Foresters (IOF) but does not apply to the performance of any non-IOF issued products. An "A" (Excellent) rating is assigned to companies that have a strong ability to meet their ongoing obligations to policyholders and have, on balance, excellent balance sheet strength, operating performance and business profile when compared to the standards established by A.M. Best Company. A.M. Best assigns ratings from A++ to F, A++ and A+ being superior ratings and A and A- being excellent ratings. See ambest.com for our latest rating. Consolidated financial results as of December 31, 2019. Financial strength refers to the overall health of The Independent Order of Foresters. It does not refer to nor represent the performance of any particular investment or insurance product. All investing involves risk, including the risk that you can lose money.

What makes Foresters unique?

At Foresters, we offer you life insurance with a larger purpose: to enrich family and community well-being!

As part of our purpose, Foresters offers members a unique and complimentary member benefits program.⁴ It's just one of the many ways we share our financial success with our members.

Member benefits such as LawAssure⁵, Competitive Scholarships⁶ and Community Grants

4. Foresters Financial member benefits are non-contractual, subject to benefit specific eligibility requirements, definitions and limitations and may be changed or cancelled without notice. Foresters members are insureds under a life or health insurance certificate, or annuitants under an annuity certificate, issued by The Independent Order of Foresters, or social fraternal members.
5. LawAssure is provided by Epoq, Inc. Epoq is an independent service provider and is not affiliated with Foresters. LawAssure is not a legal service or legal advice and is not a substitute for legal advice or services of a licensed attorney. Foresters Financial, their employees and life insurance representatives, do not provide, on Foresters behalf, legal, estate or tax advice. LawAssure is not available in Quebec and the Canadian territories
6. This program is administered by International Scholarship and Tuition Services. Available to eligible members. Please visit <http://www.foresters.com/en/foresters-difference/foresters-competitive-scholarship-program> for eligibility criteria.

Help your family be prepared for the unexpected by putting a plan in place with LawAssure. You'll have the ability to create customizable wills, powers of attorney and prepare healthcare directives using this online document preparation service



Help your family reach their goals for higher education by applying for a Foresters Competitive Scholarship of up to \$2,000 per year, renewable for 4 years

Scholarships are available for you, your spouse, your children or grandchildren or a person under legal guardianship



Help make a difference in your community by applying for Community Volunteer grants. Each approved grant provides you with up to \$2,000 in funding to organize a meaningful project



Thank you

Foresters 
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Helping is who we are.™

Visit foresters.com to see how we can help you.

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