

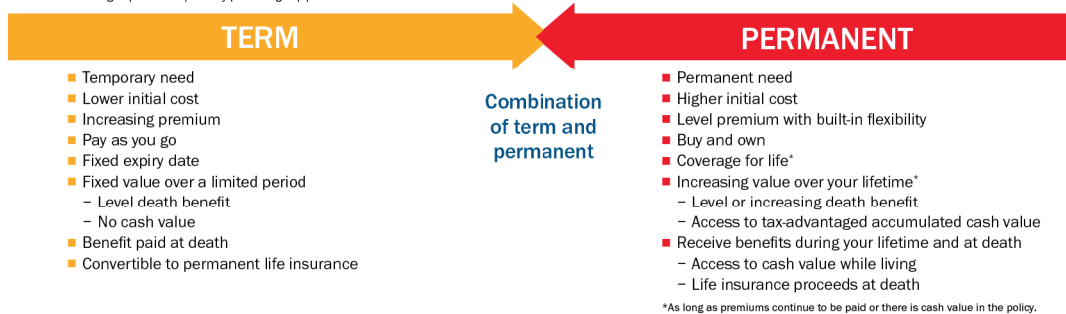
Types of life insurance

There are two basic types of life insurance: permanent and term.

They can satisfy many different life insurance needs. Term life insurance may be all you'll ever need, or it may be used as an interim step before purchasing permanent life insurance. A combination of term and permanent life insurance in the same policy may be the best solution for you. Your advisor* can show you the strengths of each and their differences. Refer to the product comparison below to learn more about the features of both kinds of life insurance.

The life insurance you choose depends entirely on your individual situation today and what will be important to you in the future. A review of your needs and goals will help you decide which product is best for you.

*In Quebec, advisor refers to a financial security advisor for individual insurance and segregated fund policies; and to an advisor in group insurance/annuity plans for group products.



Features and benefits of term and permanent life insurance

Features	Term life insurance	Permanent life insurance	
		Participating life insurance	Universal life insurance
Lifetime coverage?	No, coverage provided for a specified term.	Yes	Yes
Can more than one life be covered?	Yes, single or joint coverage with payout on first death (joint first-to-die) only. Some policies may allow you to insure more than two lives.	Yes, single or joint coverage with payout on first death (joint-first-to-die) or last death (joint-last-to-die).	Yes, single or joint coverage with payout on either first death (joint first-to-die) or last death (joint last-to-die). Some plans allow for multiple lives to be added, each with its own separate coverage.
Premium guarantees?	Yes, initial premium is generally guaranteed. Renewal rate guarantees vary by company.	Yes, premiums for the basic insurance coverage are guaranteed for the duration of the premium-paying period	Yes, cost of insurance charges and policy fees for the basic life insurance are typically guaranteed for the duration of the coverage. Charges for premium tax may not be guaranteed. Investment returns can affect premium requirements.
Premium flexibility?	No, premiums are payable for the entire coverage period.	Yes, some dividend options can allow for dividends to be applied to pay policy premiums. You can choose a dividend option that fits your budget and future objectives.	Yes, although there is no contractual premium-paying period for universal life insurance, you can choose to pay the minimum amount to maintain the basic life insurance or select a greater amount. Accumulated account values can be applied to cover policy charges. You can choose the cost of insurance option that fits your budget; annually increasing, level or a limited-pay option.
Guaranteed cash value?	No, generally not available.	Yes, there's typically a core of guaranteed cash values.	Yes, guaranteed cash values are usually available with limited-pay cost of insurance options. Not usually available with level or annually increasing cost of insurance options.
Guaranteed death benefit?	Yes, for the specified term. May also be guaranteed to be convertible to a permanent life insurance policy if opted before a specified age.	Yes, the basic death benefit is guaranteed for the insured's lifetime although additional death benefit purchased with dividends may not be guaranteed.	Yes, the initial death benefit is guaranteed although additional death benefits under the coverage plus death benefit option are generally not guaranteed.
Policyowner dividends?	No, generally not available.	Yes, you benefit from the success of the pool of participating life insurance policies, through the receipt of policyowner dividends. You choose how you wish to receive your dividends.	No, policyowner dividends aren't available.
Investment options?	No, not available.	No, a team of professional managers invests the assets in the participating account.	Yes, you can choose from a variety of guaranteed interest options, risk-related profile options, index-linked variable interest options and fund-linked variable interest options.
Additional benefits and riders?	Yes, You can customize your life insurance policy by adding a variety of optional benefits and riders. Availability of such benefits and riders may vary from product to product. Full details are available from your advisor.		