



The value behind the Venture Series

THE MANUFACTURERS LIFE INSURANCE COMPANY

 **Manulife**
| Insurance

Cost-effective disability protection for business owners and employees

1. Non-cancellable, guaranteed renewable protection to age 65

As long as you continue to pay the required premiums, we cannot raise your rates, add restrictions, cancel your policy or reduce your benefits because of a change in occupation or health.

2. Quality definitions

Definitions are the most important part of a disability contract since they determine when and if a claim will be paid. The Venture Series typically uses a "regular occupation" definition for 5 years followed by cost effective "reasonable occupation" protection. In most cases, the regular occupation period can be extended all the way to age 65.

3. Optional partial or residual disability coverage

These options cover you if you are able to work but only in a limited capacity.

4. Qualifying for benefits

In order to satisfy the selected waiting period, you don't need to be continuously disabled; the days of disability can be separated by up to 12 months (6 months for some occupation categories). Furthermore, if you were on claim and then went back to work, you don't need to re-satisfy the waiting period if the disability recurs within 6 months. This is especially important for conditions that flare up periodically, such as multiple sclerosis or colitis.

5. Automatic coverage enhancements

This unique feature automatically increases your policy amount by 3% each year to keep pace with inflation, subject to periodic medical and financial review. The cost for these coverage increases will be based on guaranteed rates and your attained age.

6. Non-occupational disability

If you are not working at the time of disability due for example to a leave or sabbatical, this feature guarantees how your claim will be handled. Most other contracts are silent on this subject.

7. Premium Refund Rider

This special option provides premium refunds every 8 years if you make few or no claims. This can help bring down the long-term cost of insurance.

8. Liberal integration of benefits

Most disability plans reduce your benefits dollar for dollar when your disability is also covered by Workers' Compensation or no-fault automobile insurance. The Venture Series uses a unique integration method that means you'll receive higher benefits in such cases. For some occupation categories, your benefits would not be reduced at all!

9. Own Occupation Rider

This rider pays full benefits if you can't do your regular job, even if you're actually working in a new occupation. This rider is best suited to professionals performing specialized tasks requiring many years of training.

10. Health Protection Rider

Two versions are available for medical and dental professionals practicing invasive procedures. The first is the 'industry standard' version that provides benefits if you are subject to mandatory restrictions on your practice during the asymptomatic phase of HIV, HepB or HepC infection. The other is our unique enhanced version that also protects your income if you voluntarily choose to stop doing your duties because of the real or perceived risk of infecting patients.

11. Sale of business benefit

This feature applies to business owners only. If you are forced to sell your business because of long-term disability, this benefit reimburses you for some of the related legal and accounting expenses.

12. Tax-free benefits

Disability benefits are tax-free if premiums are paid with after-tax income.

13. Future Care Option

When you choose Venture Series, you're not only protecting yourself today, you're protecting yourself for the long term with the Future Care Option. This great feature gives eligible Venture Series policy owners the opportunity to exchange all or part of their disability coverage for a Manulife long term care protection plan – all with a streamlined application process.

When you choose Manulife, you're choosing a strong, reliable and trustworthy company that's been providing forward-thinking financial solutions for Canadians for more than 125 years. You can rest assured that we're here for you.



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