



SPECTRUM

CONTINUITY PLANNING^{LTD}

SPECIALIZED SOLUTIONS FOR
DISABILITY & LIFE INSURANCE



IT'S ABOUT YOUR FUTURE

DO YOU KNOW YOU CAN GET...

- \$100,000 per month if disabled
- Pay off practice loans if disabled
- Coverage for your backcountry ski trips
- Coverage for medical missionary trips
- Coverage available even if you have a medical condition

“Living Benefits” is an expression in the insurance world that refers to Disability Insurance, Critical Illness Insurance, and Long-Term Care Insurance.

It is a “living benefit” because the person who collects the insurance is alive!

Over 95% of insurance agents do not sell Living Benefits. Although life insurance is relatively easy to understand, **the strength of Disability, Critical Illness and Long-Term Care policies is based on intricate legal wording.** Most insurance agents say learning policy wording “is too complicated”.

Spectrum Continuity Planning Ltd’s Alan Leader and associated agents understand the intricacies of Disability Insurance, Critical Illness Insurance and Long-Term Care Insurance. They understand the differences in policy wording from one insurer to another.

Even if you already own this type of insurance, it is recommended that you get a second opinion from the experts at Spectrum Continuity Planning.



Disability Insurance Specialized Situations

1. Income Replacement for High Income Earners

High income earners often cannot replace their full income in the event of disability, due to insurance company issue limits. Also, high income earners are often victims of what we call “income replacement discrimination”. i.e., the more they earn, the lower the percentage of disability insurance that is available to them.

Spectrum Continuity Planning has negotiated rates and preferred access to high limit Special Risk disability income replacement products offering up to \$100,000 per month payable in the event of disability.

2. Practice or Business or Student Loan Liabilities

Many professionals or entrepreneurs starting in business have borrowed money. That liability does not go away in the event of a disability. Sometimes, Business Overhead Disability Insurance will cover part of loan obligations, but in many situations, it is inadequate.

Spectrum Continuity Planning has a source of disability insurance that will pay-off loans in the event of disability. This is in addition to Income Replacement Disability Insurance.

3. Coverage for Avocation Exclusions

Many Canadians enjoy avocations which are uncomfortable risks for traditional disability and life insurers. These avocations are excluded from coverage under certain life and disability products, even if the activities are simply “contemplated” in the future. Exclusions mean that if the insured person becomes disabled and/or dies while doing this activity, no insurance benefits are paid.

Spectrum Continuity Planning has access to specialty market coverage that can provide avocation coverage for accidental death and/or disability to fill in exclusions for these and other unique high risk avocations:

- Back Country Skiing
- Avalanche Risk
- Parachuting
- Private Piloting
- Mountaineering
- Scuba Diving
- Auto Racing
- Other extreme sports

You may already have life and/or disability coverage and did or were contemplating doing some of the above activities at the time you purchased your insurance. In order to provide full insurance coverage and to prevent any possible non-payment of claims due to non-disclosure at the time of application, if you do any of the above activities, we encourage you to review your situation in view of coverage for these activities now being available.

4. Medical Missionary Work

Fortunately for the rest of the world, many physicians take their skill and services to under-privileged parts of the world. This is very often a situation where disability and/or life insurance will not pay if a claim occurs.

Spectrum Continuity Planning has a source of disability and life insurance for physicians and others who take on these endeavors in various parts of the world. Coverage can also include war and terrorism risk when necessary.

5. Coverage Available Despite Negative Medical or Lifestyle Histories

Medical professionals are not immune to lifestyle and health challenges. Combine this with higher than average coverage amount requirements for life and disability insurance and you have a recipe for medical professionals being seriously underinsured for their personal and/or business needs.

Spectrum Continuity has access to specialty life and disability insurers who can provide substantial amounts of coverage to medical professionals despite medical or lifestyle history related to:

- Cancer Treatment
- Cardiovascular Conditions
- Cerebrovascular Conditions
- Neurological Disorders
- Endocrine Disorders
- Auto-immune Disorders
- Driving Records
- Drug and/or Alcohol Abuse, just to name a few.



Tax Planning and Living Benefits

Many incorporated professionals and entrepreneurs are not taking full advantage of the planning opportunities offered when they purchase Disability or Critical Illness insurance.

Very often:

- insurance policies are owned personally, when they should be owner corporately
- Medical Specialists have not seen the advantages of a Disability Insurance Wage Loss Replacement Plan with tax-deductible premiums, compared to owning Disability Insurance personally
- Medical Professionals have not explored the concept of Shared Ownership of Critical Illness insurance, again, missing the opportunity to use corporate premium dollars instead of personal premium dollars

Almost everybody has some disability insurance and life insurance. In the insurance business however, there are many policy options, as outlined previously, and many different ways of designing an insurance program. Sometimes saying "I have insurance" isn't enough, since the specifics of a policy can vary so much.

And, as mentioned in this brochure, there are sources of insurance that are just not known to the vast majority of insurance agents.

Regardless of your situation, we encourage you to contact Spectrum Continuity Planning for a conversation about your insurance. Even if it's only for a second opinion, in a very short conversation we will be able to determine if there is a basis for working with you to improve your insurance situation.

LET US REVIEW YOUR SITUATION
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