

Fact Finder

For Quoting Disability Insurance

Proguard Series or Venture Series

This Fact Finder will help you gather the information you need to run an accurate quote for your client for Proguard or Venture Series – Manulife’s two most popular Disability Insurance (DI) products.

- STEP 1** – Complete a DI Pre-underwriting Checklist to verify that your client is a good candidate for DI. This Checklist is available on Repsource.
- STEP 2** – Complete this Fact Finder to help you run an illustration for DI coverage.
- STEP 3** – Complete an Application for Disability Insurance (NN7008E).



Complete this column	Legend
<p>Client Information</p> <p>Name: _____ Sex: _____</p> <p>Date of birth: _____ Age nearest: _____</p> <p>Smoking status: 1 Smoker <input type="checkbox"/> Non-smoker <input type="checkbox"/></p> <p>Grouped application? 2</p> <p>No <input type="checkbox"/> Group volume discount <input type="checkbox"/> Employer list billing <input type="checkbox"/></p>	<p>1 For DI, a smoker is anyone who has used tobacco products within 12 months of the application date, including any nicotine products or substitutes, marijuana or hash.</p> <p>2 Eligible groups of three or more lives are eligible for a premium reduction. Click the <i>Reductions</i> button in the illustration software for details.</p>
<p>Occupation Information</p> <p>Occupation: _____</p> <p>Class from Occupation Schedule: 1 _____</p> <p>Eligible for upgrade? 2 No <input type="checkbox"/> 1-class <input type="checkbox"/> 2-class <input type="checkbox"/> 4S large case offer <input type="checkbox"/></p> <p>Home-based worker? 3 No <input type="checkbox"/> Yes <input type="checkbox"/></p> <p>Employment status 4 (Venture Series) Full-time <input type="checkbox"/> Qualified business owner <input type="checkbox"/> New business owner <input type="checkbox"/> Farm owner <input type="checkbox"/> Permanent part-time <input type="checkbox"/></p>	<p>1 The <i>Occupation Schedule</i> is available on Repsource or by selecting the <i>Lookup</i> button in the illustration software. The classification is based on job duties, not title. If you are unable to find a listing, look under generic headings such as Manufacturing or Sales.</p> <p>2 Upgrades are available in many cases, based on income and experience. See the <i>Occupation Schedule</i> for details.</p> <p>3 If the client is a home-based worker, special consideration is required. See page 5 of the <i>Underwriting Guide for Disability Insurance</i> for details.</p> <p>4 With Venture Series, different options are available depending on the employment status: see the Special Marketing Programs section of the <i>Marketing Guide</i> for details. Venture Series provides a built-in premium reduction for qualified business owners (at least 20% ownership with insurable income for at least one year). It is the only product we offer to new business owners, farm owners and permanent part-time workers; some restrictions may apply.</p>
<p>Income Information</p> <p>Earned income 1</p> <p>Current year \$ _____</p> <p>Last year \$ _____</p> <p>Previous year \$ _____</p>	<p>1 The amount of DI coverage we issue is based on income declared on the last year's T1 tax return. However, if income has significantly decreased over previous years, special consideration will be required.</p> <ul style="list-style-type: none"> • If salaried employee, use line 101/104. • If commissioned employee, use line 102/104 less line 229. • If unincorporated business owner, use lines 135-143. • If incorporated business owner, use line 101/104, plus client's share of the business's net income / loss. • Income splitting will also be considered.
<p>Special Calculations</p> <p>Unearned income 1 (ignore if less than 15% of earned)</p> <p>\$ _____</p> <p>Part of Income Loss Replacement Plan (ILRP)? 2 No <input type="checkbox"/> Yes <input type="checkbox"/></p> <p>Eligible for self-employed income gross up? 3 No <input type="checkbox"/> Yes <input type="checkbox"/></p> <p>Employment Insurance (EI) wrap-around? 4 No <input type="checkbox"/> Yes <input type="checkbox"/></p> <p>Existing long term disability insurance? 5 No <input type="checkbox"/> Yes <input type="checkbox"/></p> <p>Non-taxable: \$ _____ Taxable: \$ _____</p>	<p>The Calculator in the illustration software helps calculate benefit amounts in the following situations. Select the <i>Help</i> buttons for further details.</p> <p>1 Large amounts of unearned income will reduce the benefit amount.</p> <p>2 Higher benefit amounts are available to compensate for the taxable status of benefits under an ILRP.</p> <p>3 To compensate for perks, we allow self-employed clients to increase income by 15% or \$30,000 if less.</p> <p>4 The EI wrap-around is not required for true 4A/3A risks.</p> <p>5 You can either "top up" or "offset" existing insurance – for details on these concepts, see the "Focus On" flyer called "When LTD isn't Enough" on Repsource.</p>

