

“UNDERSTANDING UNIVERSAL LIFE INSURANCE”

WORKSHOP

Facilitated by: Tom Belanger, CIP CLU ChFC CFP
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Unity Life of Canada, A Foresters Company

Duration: 3 hours

Objective: To provide an understanding of how Universal Products are designed and how the individual components of UL work.

Who the Workshop is intended for: Brokers who require an in-depth understanding of how basic UL’s work and how they can use UL to meet various client needs.

Workshop Overview:

The first part of the Workshop will focus on the individual components of UL using a “Buffet” concept.

Types of coverage – Single/Joint

COI – how various types are designed + market for each

Death Benefit – Level (including discussion of NAAR); Insured Amount + Total Fund Value

Premium/Deposit – discussion to include how Minimum and Maximum are determined. To include MTAR and “250% rule”

Investment Options

Riders

The second part of the Workshop will focus on the “application” of each of the components using Foresters “Passport UL” as the product to illustrate these applications.

This will include a discussion of how the brokers can market UL to different client segments, with some concepts they can utilize.

