

# CRITICAL ILLNESS INSURANCE



## Oasis

Critical coverage  
at critical times

## ***Suffering a critical illness or condition may be more likely than you think.***

- There are an estimated 70,000 heart attacks in Canada each year.
- More than 50,000 strokes occur in Canada each year.
- During their lifetime:
  - 1 in 2.2 men and 1 in 2.5 women living in Canada are expected to develop cancer.
  - 1 in 9 women is expected to develop breast cancer.
  - 1 in 11 men and 1 in 16 women are expected to develop lung cancer.
- An estimated 55,000 to 75,000 Canadians have Multiple Sclerosis.

## ***Surviving a critical illness or condition may also be more likely than you think.***

- Although **prostate cancer** remains the most frequently diagnosed cancer among Canadian men, prostate cancer death rates declined significantly between 1995 and 2004.
- Although **breast cancer** is the most frequently diagnosed cancer among Canadian women, the breast cancer death rate has declined by more than 25% since 1986.
- Over the past 40 years the rates of **heart disease and stroke** have steadily declined. The rate has declined: 25% over the past 10 years, 50% over the past 20 years and 70% between 1956 and 2002.

*Sources: Heart & Stroke Foundation, 2009; Canadian Cancer Society's Steering Committee: Canadian Cancer Statistics 2009. Toronto: Canadian Cancer Society, 2009; Canadian Cancer Society, 2009; Multiple Sclerosis Society of Canada, 2010*

***These statistics illustrate the positive impact advancements in medical science can have towards surviving a life-altering illness. But these illnesses remain a reality in our society.***



## **Consider someone you know who has been affected by a critical illness.**

- Did they think it would happen to them?
- What physical, emotional and financial impact did it have on them and their family?
- How could extra money have helped?

## **If it happened to you, would you like to...**

- Have your spouse stop working and be able to provide added care and support?
- Have access to alternative, private or out-of-country medical treatment options?
- Reduce your debt (e.g. mortgage, vehicle loan, student loan)?
- Take your family on a get-away trip?
- Contribute to your retirement and children's education fund?
- Maintain your children's lifestyle and activities?
- Cover operating expenses for your business (e.g. staff salaries, rent/mortgage, utilities)?

***The diagnosis of a critical illness affects you and the people whose lives are touched by you.***



**It may be easier to face the reality of an unexpected medical situation if you learn as much as you can about it and are aware of the support that is available to help you and your family through it.**

Would you be interested in a second medical opinion if you were diagnosed with a critical condition? Have you heard of Best Doctors®?

Do you feel critical illness counselling and support services would help you and your family cope? Are you aware of the services available through Shepell•fgi™?



## **Recovering from a critical illness may result in other health-related issues or significant and unexpected costs.**

Many people who survive a stroke feel fear, anxiety, frustration, anger, sadness and a sense of grief for their physical and mental losses. These feelings are a natural response to the effects of a stroke. Some emotional disturbances and personality changes are also caused by the physical effects of brain damage.

*Source: Heart & Stroke Foundation, 2009*

Drugs that are prescribed for people after their hospital stay do not have to be provided free under the terms of The Canada Health Act. As a result, there has been great variety, both between jurisdictions and over time, in provincial drug policies and financing measures.

The report of the National Forum on Health suggests that out-of-pocket payments for drugs amount to more than 20% of total outlays.

Cancer patients also frequently suffer troubling symptoms both from the cancer and from the side effects of treatment. Again, the drugs for these conditions are usually required while the patient is living at home and their costs can be considerable.

*Source: Canadian Cancer Society, 2009*

## Consider some of the other costs that may be involved.

Below are a few cost estimates for treatment, services and equipment which may be needed in the event of a critical illness:

Canadian dollars

<b>Private nursing (per hour)</b>	\$33 - \$55
<b>Treatment at Mayo Clinic (Rochester, Minnesota)</b>	
Coronary artery bypass; 1-4 vessels, hospital stay 5-7 days	\$73,500 - \$89,250
Modified radical mastectomy; one breast; hospital stay 2-3 days	\$23,205 - \$28,350
Radical prostatectomy; hospital stay 2-3 days	\$36,960 - \$43,050
Radiation therapy for cancer; 6 weeks	\$52,500 - \$73,500
Kidney transplant (living donor); hospital stay 5-8 days	\$147,000 - \$241,500
Heart transplant; hospital stay 2-4 weeks	\$278,250 - \$441,000
<b>Housekeeper (per hour)</b>	\$25 - \$30
<b>Home care bed</b>	\$1,000 - \$8,000
<b>Home renovations</b>	
Ramp	\$1,000 - \$10,000
Stair lift	\$3,500 - \$18,000

*The cost estimates above are based on costs provided by a limited number of health care institutions, suppliers and contractors and are subject to change. They are intended to provide you with some idea of the costs that may be experienced. Actual prices for such treatment, services and equipment may vary significantly from those shown above depending upon particular circumstances, including many factors such as the supplier of the services and the province of residence.*

*Costs for treatment at Mayo Clinic have been converted from US dollars to Canadian dollars assuming a conversion rate of \$1.05 Canadian to \$1.00 US. Prices will vary depending on, amongst other things, the length of hospital stay. They do not include travel, food and lodging. For transplant surgeries, medical expenses incurred while waiting are not included.*

Sources: *Transplant Financial Services/Mayo Rochester, 2008*  
*Estimating Services/Mayo Rochester, 2008*

## Possible sources of financial help:

- **Group benefits plan through an employer** – may provide coverage for short and/or long-term disability insurance (income replacement) and health insurance that covers certain medical expenses
- **Personal disability insurance** – personal income replacement insurance to assist with day-to-day living expenses
- **Personal savings** – may provide additional financial resources but the premature use of those funds may impact other goals (e.g. retirement, children’s education, family travels)
- **Loan from a lending institution** – if attainable, may provide additional financial resources but creates the financial burden of repayment
- **Personal critical illness insurance** – complements disability insurance and health insurance by providing financial resources to assist with some of the additional expenses often associated with a critical illness. It may also prevent the need to diminish savings or borrow money to assist with expenses.



## Oasis™ critical illness insurance – helping you at a critical time in your life.

No one plans on becoming ill, but when something serious befalls us, we can help ourselves and our families by being financially prepared.

Critical illness insurance stemmed from an idea for an insurance product meant to help financially support patients before, during and after treatment by providing a lump-sum benefit when a critical illness is diagnosed. The idea was developed by a physician from South Africa, Dr. Marius Barnard.

*“Not because you are going to die,  
but because you are going to live.”*

Dr. Marius Barnard

## The lump-sum benefit from a critical illness insurance policy can be used for various business or personal situations.

Consider some of the potential uses for the funds from a critical illness insurance policy if you're a:

- **Fee-for-service professional or business owner** – buyout insurance, key person insurance, coverage for operating expenses
- **Stay-at-home parent** – help supplement spouse's income to stay at home with you, child care support
- **Full-time employee** – insurance coverage for mortgage, money to explore alternative or out-of-country medical treatment options, maintaining family activities and routines
- **Part-time or seasonal worker** – income supplement, funds for treatment expenses in excess of, or in the absence of, health insurance
- **University student or recent graduate** – insurance coverage for debt

## How much critical illness coverage is appropriate for you? Do you have any of the following requirements or needs?

Capital requirements	Range of potential needs (temporary or permanent?)
<b>Outstanding mortgage</b> (e.g. one year's worth of payments or remaining balance)	\$ _____ to \$ _____
<b>Outstanding debts</b> (e.g. credit cards, vehicle/student loans, line of credit)	\$ _____ to \$ _____
<b>Education fund</b> (children or grandchildren)	\$ _____ to \$ _____
<b>Other:</b> _____ (e.g. retirement plan contributions)	\$ _____ to \$ _____

### Expense requirements

<b>Timely or non-insured treatment</b> (including alternative health care and out-of-country care)	\$ _____ to \$ _____
<b>Expenses associated with treatment –</b> domestic or international (e.g. parking, gas, lodging, meals, medication not covered by the health care system, bandaging, etc.)	\$ _____ to \$ _____
<b>Equipment</b> to aid in mobility or more comfortable living (e.g. wheelchair, scooter, home care bed)	\$ _____ to \$ _____
<b>Home renovations</b> (e.g. bathroom, widen hallways)	\$ _____ to \$ _____
<b>Vehicle conversion</b>	\$ _____ to \$ _____
<b>Unanticipated expenses – emergency fund</b>	\$ _____ to \$ _____
<b>Other:</b> _____	\$ _____ to \$ _____

### Income supplement

<b>Desired income supplement – how much, for how long</b> (e.g. yours, your spouse)	\$ _____ to \$ _____
<b>Lifestyle maintenance expenses</b> (e.g. child care, private nursing care, housekeeper)	\$ _____ to \$ _____
<b>Other:</b> _____	\$ _____ to \$ _____

**Total** \$ \_\_\_\_\_ to \$ \_\_\_\_\_

## Key plan benefits and features

Oasis critical illness insurance may provide you with a one-time lump-sum benefit if you are diagnosed with a covered critical condition and the survival period (usually 30 days) has been satisfied.

### Basic or comprehensive – it's up to you

**Basic policy** – includes coverage for three critical conditions:

- Heart-Attack
- Life-Threatening Cancer
- Stroke

Coverage for additional critical conditions is available through the Critical Condition and Critical Condition Plus riders.

**Critical Condition Rider** – adds 21 additional critical conditions:

- Alzheimer's Disease
- Aortic Surgery
- Aplastic Anaemia
- Bacterial Meningitis
- Benign Brain Tumour
- Blindness
- Coma
- Coronary Artery Bypass Surgery
- Deafness
- Heart Valve Replacement
- Kidney Failure
- Loss of Limbs
- Loss of Speech
- Major Organ Failure on Waiting List
- Major Organ Transplant
- Motor Neuron Disease
- Multiple Sclerosis
- Occupational HIV Infection
- Paralysis
- Parkinson's Disease
- Severe Burns

**Critical Condition Plus Rider** – adds 22 additional critical conditions:

- Loss of Independent Existence; and
- Critical conditions listed above for the Critical Condition Rider

## Available coverage

- \$10,000 to \$2,000,000
- Once the policy is in force and premium continues to be paid, coverage is guaranteed and cannot be modified by Great-West.

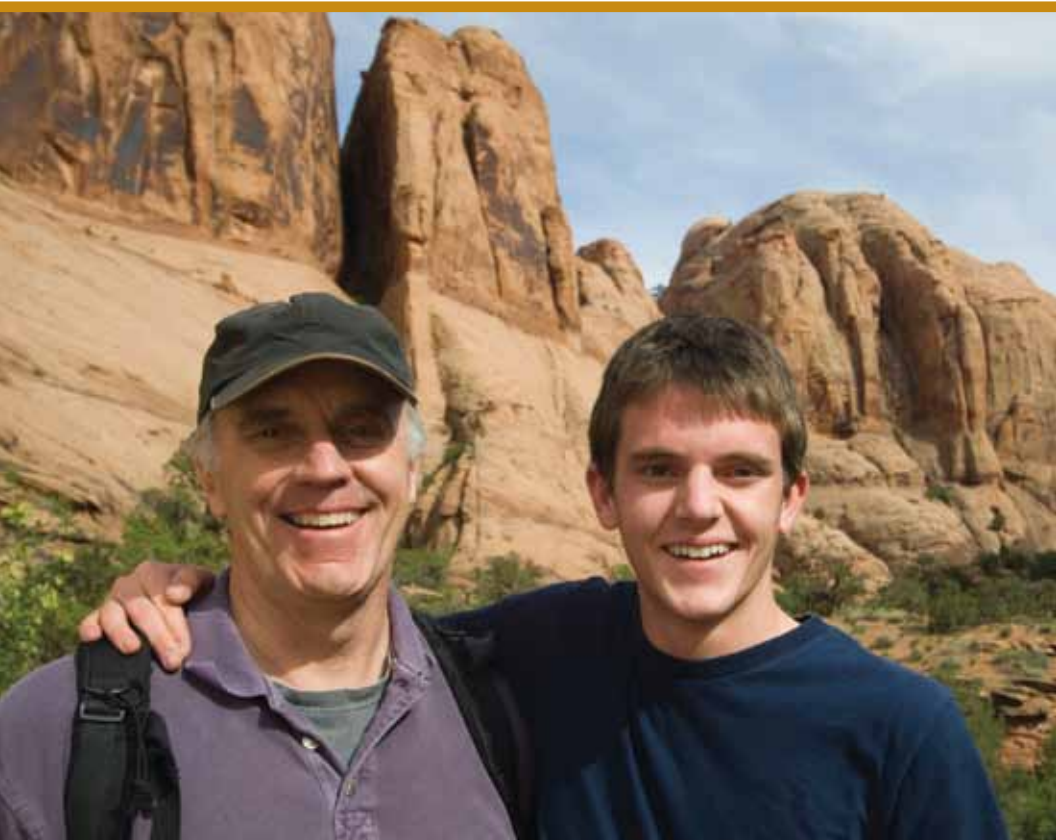
## Choice of level or decreasing coverage and coverage period

**Level coverage** – the benefit amount remains the same throughout the coverage period: To age 65, To age 75 (available with a 20 or 30 year pay option), Lifetime (paid-up at age 100) and Term 10 (renewable to age 75).

**Decreasing coverage** – the benefit amount decreases at the end of each year until the end of the coverage period: 10, 15, 20 or 25 years.

## Level and guaranteed premium

Premium for the base policy and optional benefit riders are guaranteed for the length of the coverage period (except the Second Event Rider and coverage added to the policy through the Automatic Increasing Benefit Rider).



## Optional benefit riders may be available:

What's the Rider's name?	What does the Rider do?
Critical Condition Critical Condition Plus	Offers coverage for critical conditions in addition to the three covered under the basic policy.
Return of Premium (Year 10+, Year 15+, Age 60+)	Provides for the return of all or a portion of the eligible premium paid if the owner elects a partial or maximum return of premium benefit on one of the optional return of premium dates available.
Return of Premium at Expiry	Provides for the return of the eligible premium paid if the policy is in force on the policy expiry date.
Return of Premium at Death	Provides for the return of the eligible premium paid if you die from any cause.
Second Event	Provides a limited amount of protection for a specified condition if you have received the critical condition benefit before age 65 for Heart Attack, Life-Threatening Cancer or Stroke.
Automatic Increasing Benefit (45%) Automatic Increasing Benefit (100%)	Automatically increases the critical condition benefit amount on specified dates without medical underwriting (premium will increase accordingly)
Waiver of Premium on Disability	Waives the premium while you are totally disabled, (as defined in the policy)

## **Medical referral and counselling and support services – helping you at a critical time in your life**

The medical referral services offered by Best Doctors can provide a second medical opinion on the insured's diagnosis, recommend treatment options, identify leading doctors and co-ordinate treatment in medical facilities outside Canada.

Shepell•fgi offers critical illness counselling and support services in Canada to help the insured and their immediate family members cope with the many issues that may be experienced. Some services include child or elder care resource referrals, stress management and financial consultation.



*The Great-West Life Assurance Company is not obligated to provide the services of Best Doctors or Shepell•fgi described in this brochure and may change or cancel access to these services at any time without notice.*

*Best Doctors and Shepell•fgi will not charge you for the services they provide. For services provided by Best Doctors, the cost of your own travel, lodging and medical treatment will be your responsibility. The critical illness or condition definitions in the Oasis contract may be more restrictive than those for which Best Doctors or Shepell•fgi provide services. These services may be provided even though you may not be entitled to benefits under the Oasis policy. Any representations or warranties concerning these services are those of Best Doctors or Shepell•fgi and not Great-West.*

*Oasis contains many valuable features and benefits which are described in greater detail in the Summary of Policy Benefits to be delivered with any policy issued. We recommend owners read their policy carefully upon delivery as it contains important definitions and exceptions. This brochure is not and does not form a part of any contract. In the event of any inconsistency between the information contained in this document and the terms and conditions contained in the policy, the terms and conditions in the policy will prevail.*

*The statistics provided in this brochure have been developed by the identified sources and are not based on the definitions of critical conditions contained in the Oasis policy. They are provided for general information only.*

## **About Great-West**

At Great-West, we take pride in our history of serving the financial security needs of Canadians. For more than 100 years, we have helped our clients develop their financial security plans.

With over 65 years' experience in the disability insurance market and more than 100 years' experience in the life insurance market, Great-West has established a solid reputation for providing quality products and services.

Great-West is a leading provider of living benefits for Canadians, based on insurance in force and new premium income.

For current information on Great-West's ratings and financial strength, see the Corporate Information section on [www.greatwestlife.com](http://www.greatwestlife.com).

*For more information about how Oasis critical illness insurance may fit your needs, ask your representative for an illustration.*



THE  
**Great-West Life**  
ASSURANCE  COMPANY

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