

# INDIVIDUAL DISABILITY INSURANCE

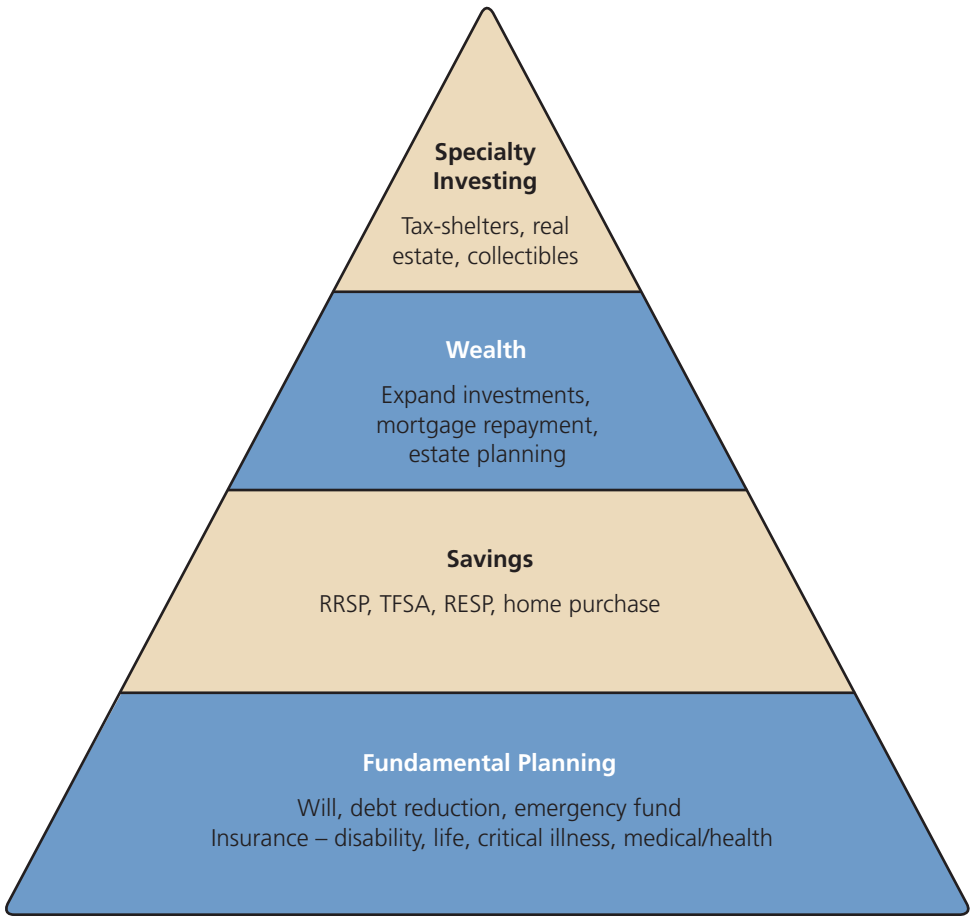


**Your ability to earn an income –  
is it worth insuring?**

THE  
**Great-West Life**  
ASSURANCE  COMPANY

# If you earn an income, you need an income replacement plan.

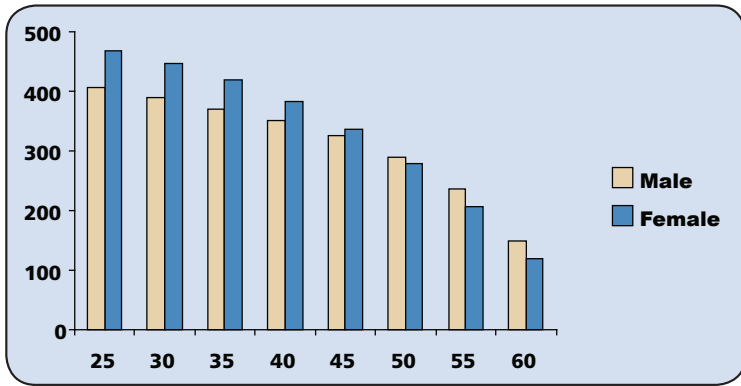
Start with what's most critical – a strong base of fundamental financial planning that you can build on.



**Insuring your income or the ability to work is a fundamental element of financial planning. It helps to establish the base upon which all other financial planning depends.**

# What are the odds a disability could happen to you?

Of 1,000 males or females, how many will be disabled for 90 days or more before age 65?



Sources: 1985 Commissioner's Disability Table A (Experience Table)  
CIA 86-92 Aggregate Mortality Table





## Just how significant is income?

Lifestyle is usually influenced by income level.  
 Income level is usually contingent upon the ability to work.

If you are unable to earn an income, it may be a significant challenge to meet your primary financial responsibilities (e.g. ongoing living expenses, debt obligations and mortgage payments, retirement contributions) and sustain the lifestyle you've come to enjoy.

### Determine the significance of your income

**Total potential earnings to age 65 assuming 2.5% increase every year**

Age	Annual Income							
	\$30,000	\$50,000	\$70,000	\$90,000	\$120,000	\$150,000	\$200,000	\$250,000
25	\$2,022,077	\$3,370,128	\$4,718,179	\$6,066,230	\$8,088,306	\$10,110,383	\$13,480,511	\$16,850,639
30	\$1,647,846	\$2,746,410	\$3,844,975	\$4,943,539	\$6,591,385	\$8,239,231	\$10,985,641	\$13,732,051
35	\$1,317,841	\$2,195,135	\$3,073,189	\$3,951,243	\$5,268,324	\$6,585,405	\$8,780,541	\$10,975,676
40	\$1,024,733	\$1,707,888	\$2,391,043	\$3,074,199	\$4,098,932	\$5,123,665	\$6,831,553	\$8,539,441
45	\$766,340	\$1,277,233	\$1,788,126	\$2,299,019	\$3,065,359	\$3,831,699	\$5,108,932	\$6,386,165
50	\$537,958	\$896,596	\$1,255,235	\$1,613,873	\$2,151,831	\$2,689,789	\$3,586,385	\$4,482,981

Based on your current age and income, what are your total potential earnings to age 65? \$\_\_\_\_\_



**While many people insure the things they care about, not everyone realizes the importance of insuring their ability to earn an income.**

Let's take a closer look at some of the assets you insure now.

Current value of your home	\$ _____
Current value of your car	\$ _____
Current value of other assets	\$ _____
Annual premium to insure these assets	\$ _____
Total potential earnings to age 65	\$ _____
Your disability insurance premium	\$ _____

If you had another asset worth the same amount as your potential earnings to age 65, would you insure it?

Your ability to earn an income may be your most valuable asset. It's worth protecting!

# The moment you are disabled, so may be your ability to earn an income.

Where would this money come from if you became disabled and couldn't work for six months or longer?

## RRSP and personal savings

Are you willing to liquidate any portion of your retirement savings for the purpose of meeting basic lifestyle needs? Did you know that if you saved five per cent of your income each year, it's possible that you could wipe out 10 years of savings in just six months? Would a withdrawal from savings affect your financial independence in your retirement years?

## Loans and credit

If you can borrow from family or friends, you're lucky. But would you really want to? What if you had to rely on a financial institution? Many banks are reluctant to lend money to someone without an income and if they did, may impose harsh loan terms and conditions.

## Spousal income

Could your family maintain its standard of living based on one income alone, in the face of potentially higher costs such as childcare, medical or home modifications? Would that financial stress put unnecessary strain in your relationships at a time when you need those relationships the most?

## Sale of assets

What would be the consequences of having to sell your home or other assets? Would you receive fair market value?

## Individual disability insurance from Great-West Life

Great-West offers flexible plans and optional features that can help bridge the gap between income and expenses during a disability.

Disability insurance can help with one of the most fundamental elements of financial planning by providing a regular flow of cash if you become disabled. It can help you meet everyday living expenses and protect the standard of living you are used to.



**If you earn an income, you need an income replacement plan.**

*Great-West Life has solutions that are customizable to help meet your specific needs.*

*For more information about Great-West Life and its products, visit [www.greatwestlife.com](http://www.greatwestlife.com).*

*For more information about how disability insurance may fit your needs ask your representative for an illustration.*



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