

iA's Special Rating Reduction Program

No need to worry about extra premiums with iA!

Your client who represents a rated risk for another insurer could largely benefit from iA's unique twofold classification program with no additional steps required on your part.



Tier 1 Superior Risk Tolerance

Your clients who represent a rated risk, will be glad to know that they can benefit from a **standard risk status** and that they will be charged **no extra premium** with iA Financial Group if they:

- 1 Take out any life coverage – term, whole life, universal life or participating life insurance
- 2 Are rated +100% or less by our underwriting
- 3 Are insured for a total of \$1 million or less (including in-force coverages)
- 4 Are age 70 or under

Tier 2 Reduced Pricing on Rated Premiums

When you submit an application for a client who is not eligible as a standard risk, your client can get a **reduction of up to 40%** on the applicable extra premium!

Extra premiums are automatically reduced in the Interface Suite illustration software.

No need for you to calculate any reduction!

UL, Whole Life and Participating Life	Reduction applicable on % of extra premiums	
	25%	40%
Level cost	\$10,000 – \$999,999	\$1,000,000 +
YRT cost	\$10,000 – \$499,999	\$500,000 +
Whole life	\$10,000 +	N/A
iA PAR	40% to 90%	

Examples

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Tier 1 Superior Risk Tolerance

Mr. White: 55 years old, non-smoker

— Coverage: Genesis / \$300,000		
— Medical information:		
Height: 5'10" Weight: 259 lbs	=	+50%
Diabetes (type II) for 4 years	=	+50%
Hypertension for 3 years	=	+0%
Cholesterol for 3 years	=	+0%
Total rating:	=	+100%

With iA's Special Rating Reduction Program

- No extra premium will be charged
- Mr. White is considered a standard risk
- No additional steps required on your part: The program is automatically applied!

Final rating:

0%

Tier 2 Reduced Pricing on Rated Premiums

Ms. Jones: 55 years old, non-smoker

— Coverage: T100 / \$300,000		
— Medical information:		
Height: 5'3" Weight: 240 lbs	=	+50%
Diabetes (type II) for 4 years	=	+100%
Hypertension	=	+25%
Total rating:	=	+175%

With iA's Special Rating Reduction Program

- Ms. Jones will benefit from a 25% reduction on the rated premium
- Proceed with the illustration as usual and your illustration software will automatically calculate the reduced extra premium
- No additional steps required on your part: The program is automatically applied!

Final rating:

131.25%*

*: $(175\% \times 75\% (100\% - 25\% \text{ of reduction})) = 131.25\%$

-\$166.66

Interface Suite: Without iA's Special Rating Reduction Program, the extra premium for Ms. Jones would be \$666.70. If you enter a rating of 175%, the extra premium calculated will be \$500.04, which reflects a reduction in her favour of 25%.

INVESTED IN YOU.

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ia.ca