



BMO Insurance reducing premiums for certain applications received between June 1 – August 31, 2016

BMO® Insurance is reducing premiums on all Term and Critical Illness standalone applications received at our Head Office between June 1st and August 31st, 2016. Policies will automatically qualify for a \$25 discount on the annual policy fee (for life) on all rate classes and premium bands. This is a great opportunity to save your clients money with insurance protection that's now more competitive!

Note that this offer is not available on Term or Living Benefit riders AND multi-policy fee discounts will not be applied in addition to this \$25 policy fee discount during the sale period.

BMO Insurance shifts the way occasional marijuana smokers are treated for life insurance

- Applicable to new life insurance applications with no age restriction.

- All life products included (excludes critical illness products).

- Occasional marijuana smoking is defined as up to two marijuana cigarettes per week for recreational purposes only (excludes medicinal marijuana users).



Federal budget changes and how they affect you and your clients

On March 22, 2016, the Federal Budget proposed changes to some taxation aspects of life insurance policies. Click [here](#) to learn more about the changes.

SOFTWARE

| Company | Version |
|----------------------------|------------------------|
| Assumption | LIA 6.2.1 |
| BMO (<i>download</i>) | The Wave 32.1 |
| Canada Life | V 2.5 / Zoom 15.0 |
| La Capitale | 8.2.0 |
| CPP | Online |
| Empire Life | 10.3 |
| Equitable Life | 2016-2 |
| L'Excellence | Pyramid 4.3.0 |
| Foresters (<i>sky</i>) | 2.0.164 |
| Humania | 2016.2 |
| Industrial Alliance | 7.9.2 |
| Manulife | 15.9 |
| Ontario Blue Cross | 2.2.4 |
| Quebec Blue Cross | Tangible 1.2.5 |
| Quebec Blue Cross | 4.1 |
| SSQ | 5.0 |
| Sun Life | 6.8 |
| ivari | LifeView 11.2 |
| RBC | 9.3 |
| UL Mutual | 2.2.4 |

Click [here](#) to download illustration software!



Marijuana users may be considered for non-smoker rates

Equitable Life® has updated its smoking definition for life and critical illness insurance products. Clients who use marijuana, both inhaled and ingested, may be considered for non-smoker rates provided they do not also use tobacco. This change takes effect immediately and will impact both new and pending applications for life or critical illness.



Marijuana users may be considered non-smokers

The following change applies to individual life, critical illness and disability insurance.

For new and pending applications

Effective immediately, clients who use marijuana may no longer be considered smokers, unless they use tobacco, e-cigarettes or nicotine products.

Until the applications are updated, clients will have to answer "yes" to smoking questions. However, you can use the [detail](#) section on the forms to explain they use marijuana and include how much the client uses.



Assure&go from iA Excellence makes short work of long applications

You can now complete illustrations for CancerGuard and Access Life instantly and without paper. Assure&go is web-based and can be used on any device with an active internet connection – desktop, laptop or tablet.

For more information, please consult the link [here](#).



Did you know that Empire can only accept the most up to date version of the Corporate/Other Entity Owner Supplement (C-0044) form with a print date of 2/15?

Earlier versions of the form do not include the Foreign Account Tax Compliance Act (FATCA) questions. To avoid processing delays and the need to contact your customer to complete a second form, please destroy any older versions you might have on hand and only use the newest version.

Click [here](#) for the form.



Click [here](#) to read the June 2016 "What's Up, Assomption Life"

INVESTMENTS



New! DSC Reimbursement Program

Equitable Life is pleased to announce the launch of the DSC Reimbursement Program. The program allows advisors to reimburse their clients for Deferred Sales Charges (DSC) that have been incurred as a result of moving from one financial institution to an Equitable Life Pivotal Select segregated fund contract.

For information on how the program works, review the [DSC Recovery Program FAQ](#) document.

The [DSC Reimbursement Request Form](#) (form # 1605) can be found in the Savings & Retirement forms section on EquiNet.



Citigroup (Citi) is no longer providing transfer agency, fund administration, custody and securities lending services to their customers in Canada.

Effective Monday, June 20, 2016, Empire Life will assume the administration of their Investment business.

Please send all Investment documentation to Empire Life in Kingston.



RESP - New features to make your life easier!

Quick and easy new issue application!

As of June 6, it will be a lot easier to sell RESPs thanks to the new issue application. This tool has been designed to save you time and prevent errors by automatically generating and completing the iA application and the government forms required based on the information entered. You'll have access to the new essential sales tool for the My Education+ and Diploma products via the Advisor Centre.

New product: My Education+

To better meet your clients' needs, a new RESP product, My Education+, is now available. Adapted from the My Education product, it offers even more advantages and possibilities to your clients who want to invest in their children's future.

Limitation on the sale of certain segregated funds

Please note that there will be a limitation on the sale of certain segregated funds effective September 9, 2016. New deposits and transfers to these funds will no longer be permitted. However, the sums already invested in these funds may remain invested.

For a complete listing of the funds affected, please refer to the attached [here](#).

IMPORTANT INFORMATION

COMPLIANCE CORNER

Reminder:

Notice of Replacement of Insurance of Persons Contract

If a client decides to replace an existing contract, a copy of the replacement form signed by the representative is to be given to the client. A copy is to be forwarded to the insurers concerned within 5 days of the signing of the application. The representative must have proof that the "Notice of replacement" was sent to the existing insurer.

Client must sign the notice and initial each page no later than the date that the new policy is delivered.

Copoloff Getaway 2017

Hit the target and be part of our next getaway. [Details here](#).



Save the date

COPOLOFF RETREAT

Manoir Saint-Sauveur

SEPTEMBER 15 & 16, 2016

Make sure to join us this September in St-Sauveur where our guest speaker will be **Dr. Amir Georges Sabongui**, Psychologist, author and highly sought after speaker featured on ABC PrimeTime Live.

