

FALL 2017

NEWSLETTER



**LAWYERS
FINANCIAL**

Be ready.

“Someone’s sitting in the shade today because someone planted a tree a long time ago.”

— Warren Buffett



Lawyers Financial Investment Program



The newly-enhanced Lawyers Financial Investment Program features outstanding benefits to help you reach your savings and retirement goals. The Program is moving to Morneau Shepell as administrator, and Great-West Life as fund provider and custodian at the end of October, 2017. You will be able to invest in the many new funds beginning November 1, 2017.

CBIA/Lawyers Financial strives to give you, your family and staff the best resources, service and investment options available. Benefits of the new Program include:

- **More Funds:** our fund selection is growing. We’re introducing new managers, including Vanguard, and new asset classes including low volatility.
- **Even Lower Fees:** our already low investment management fees are being lowered even further for many funds.
- **Socially Responsible Funds:** our clients have been asking for socially responsible funds and we’re thrilled to deliver them.
- **Improved Technology:** Morneau Shepell is a leader in client-centric investment tools. Clients will have access to a powerful retirement income calculator, and the ability to rebalance their portfolio with the click of a mouse.

If you are a current Investment client, you will have received correspondence by mail outlining the transition process.

If you are not an existing Investment client, we invite you to connect with your local Lawyers Financial Advisor to discuss how this new plan can help you reach your retirement goals.

The Lawyers Financial Investment Program is issued by The Great-West Life Assurance Company or its subsidiaries and administered by Morneau Shepell Ltd. Lawyers Financial products and plans are sponsored by The Canadian Bar Insurance Association (CBIA). Lawyers Financial is a trade mark of CBIA and is used under license by Morneau Shepell Ltd. and The Great-West Life Assurance Company.

H2O+ Solutions Water Damage Coverage



With over 50%¹ of property insurance claims being water damage related, enjoy peace of mind with optional water damage protection through the Lawyers Financial Home and Auto Insurance Program, underwritten by The Personal.

Introducing **H2O+ Solutions** — a program providing three water damage coverage options to help protect your home, and a new innovative way to detect water leakage when it happens.

H2O+ Solutions

- Above-ground water damage coverage
- Ground water coverage
- Flood coverage
- Alert — receive real-time notifications on your smartphone if water leakage is detected in your home

Don't let water damage dampen your day. Try the new home quoter to see how much you can save!

Visit us at lawyersfinancial.ca/homeauto or call **1.877.314.6274** to speak to a licensed insurance professional.

¹ Statistics from Desjardins General Insurance Group regarding property insurance claims costs paid in 2015.

Lawyers Financial Home and Auto Insurance Program (the "Program") is underwritten by The Personal General Insurance Inc. in Quebec and by The Personal Insurance Company in all other provinces and territories (collectively "The Personal"). Lawyers Financial products and plans are sponsored by The Canadian Bar Insurance Association ("CBIA"). Lawyers Financial is a trade mark of CBIA and is used under license by The Personal and by Hunters International Ltd. Hunters International Ltd. is a licensed insurance broker promoting the Program. Certain conditions, limitations and exclusions may apply.

The evidence is in...Advice is invaluable

There are many studies that prove people who work with an advisor make better financial decisions, save more for retirement, are more disciplined during uncertain economic periods and accumulate more wealth than those who do not have an advisor.

Research by the Centre for Interuniversity Research and Analysis of Organizations (CIRANO) in Quebec found that households who use a financial advisor accumulate considerably more wealth than those who do not, and that this wealth increases over time. After four years, the invested assets of households working with an advisor were 1.9 times greater than those who did not have an advisor. After 15 years, households with an advisor accumulated 3.9 times more wealth than those who did it on their own.

And working with an advisor is good for the economy too. A Conference Board of Canada report from September 2014 noted that, if 10 per cent more Canadian households chose to save with an advisor, overall household wealth would increase by \$4.8 billion and GDP would grow by an additional \$2.3 billion over a 45-year period.

Simply put, working with an advisor results in higher household savings. Lawyers Financial Advisors understand the unique needs of the legal community.

CONNECT WITH US TODAY

Connect with your local Lawyers Financial Advisor to put a protection and wealth plan in place or to review your current plan.

Find your Advisor by visiting lawyersfinancial.ca or call us at **1.800.267.2242**.



TRAVELLING SOON? Don't forget to pack Travel Insurance!

Who doesn't look forward to the perfect vacation? You can get away from the stresses of everyday life, relax on a beach, or embark on active and educational adventures that teach you more about the world.

But what if something was to interrupt that perfect vacation? What if you suffered a medical emergency that required urgent treatment? That treatment can get very expensive. For example, the average cost of an ambulance trip in the U.S. is \$464 (USD)¹ — and that's just the cost to get you to the hospital. Once you're there, one day in a U.S. hospital costs an average of \$5,220 (USD).²

Affordable coverage for your whole family

We often don't budget for unexpected medical expenses since, as Canadians, we're used to being covered. With **Lawyers Financial Travel Insurance**, you can receive up to \$10 million in emergency medical coverage outside Canada or your home province for as little as \$2 per day.³

Lawyers Financial Travel Insurance offers great rates for families as well. You can extend coverage to your spouse, your children and/or grandchildren for two times the rate for the oldest traveller.

More than just medical coverage

Don't let lost, damaged or delayed luggage ruin your vacation. Lawyers Financial Travel Insurance offers an All-Inclusive plan, which covers baggage loss, damage or delay and, reimbursement of replacement items.

Imagine an emergency means you have to cancel your trip. It can be difficult to get your money back. Fortunately, our Trip Cancellation and Interruption plans can help you get your money back.*

It's easy and affordable

When planning your next vacation, consider Lawyers Financial Travel Insurance. With a number of plan options available, you can choose the coverage that's right for you. Plus, you save 10% on already affordable rates with Lawyers Financial Travel Insurance.

Contact us today at **1.888.225.2421** or visit **www.manulife.com/LF** to learn more.

*Conditions, limitations and exclusions apply. See policy for details.

¹ United States Government Accountability Office, Ambulance Providers: Costs and Medicare Margins Varied Widely; Transports of Beneficiaries Have Increased, 2012.

² International Federation of Health Plans, 2015 Comparative Price Report, 2015.

³ Rate applies for ages 26-39, travelling 1-17 days with a Single-Trip Emergency Medical Plan.

Underwritten by:

The Manufacturers Life Insurance Company (Manulife) and First North American Insurance Company, a wholly owned subsidiary of Manulife.

Lawyers Financial products and plans are sponsored by The Canadian Bar Insurance Association (CBIA). Lawyers Financial is a trade mark of CBIA.

Life Insurance or Mortgage Insurance?

Buying a home? Congratulations! But, before you sign on the dotted line, consider your options for mortgage insurance. The lender will offer you coverage but as a member of the legal community, you have exclusive access to high-value, low-cost term life insurance through CBIA/Lawyers Financial. As mortgage insurance from the lender is almost always more expensive, the significant cost savings is reason enough to choose term life insurance, but wait, there are even more reasons...

TERM LIFE INSURANCE

TYPICAL LENDER'S MORTGAGE INSURANCE

You choose the amount of coverage and you own the policy.



Amount of coverage is dictated by the amount borrowed and the lender owns the policy.



Coverage remains the same unless you request a reduction.



You have no control over coverage which falls with the mortgage due.



You choose the beneficiary.



Lender is the beneficiary.



Fully portable even if you move your mortgage.



You have to re-qualify for coverage if you move your mortgage.



Protects whatever you want: family, education costs, debt repayment, etc.



May only be used to pay off mortgage.



Connect with your Lawyers Financial Advisor to determine the coverage best suited to your specific situation.

lawyersfinancial.ca
1.800.267.2242