

# SPRING 2018



LAWYERS  
FINANCIAL

Be ready.



CBIA

THE CANADIAN BAR INSURANCE ASSOCIATION

# DISABILITY INSURANCE AND CRITICAL ILLNESS INSURANCE

## What's the Difference?

Consider this scenario: you're in your prime earning years and you're seriously injured or develop a life-threatening illness. While the odds of dying before the age of 65 are relatively low, the probability of developing and surviving a serious illness such as cancer, heart disease or stroke or suffering a debilitating injury, are higher than you might think.

So, how do you protect yourself? Both disability and critical illness insurance provide funding if you're injured or develop a serious illness, but how they pay benefits is vastly different.

### Disability Insurance

Provides regular monthly income when you're unable to work as a result of a serious illness or accident. On satisfying a specified waiting period, your disability insurance will pay a tax-free monthly income until you can return to work. A partial payment may be available if you experience a partial loss of income due to disability. Think of it as replacement income while you are not able to work.

### Critical Illness Insurance

Provides a one-time payment if you are diagnosed with and survive (for a set period of time, usually 30 days) any one of a number of covered conditions, including heart attack, life-threatening cancer or stroke. Unlike disability insurance, critical illness insurance provides a one-time, tax-free lump sum. Also, unlike disability insurance, your critical illness benefit is not dependent on your ability to work.

### Which is Right for Me?

That's a decision you can make after reviewing your personal situation with your Lawyers Financial Advisor. Your advisor understands the demands of a busy legal professional and can provide you with expert advice.

**CONNECT WITH YOUR ADVISOR**  
[www.lawyersfinancial.ca](http://www.lawyersfinancial.ca)

Download the infographic *Critical Illness Insurance and Disability Insurance*:  
[www.lawyersfinancial.ca/blog/critical-illness-insurance-vs-disability-insurance](http://www.lawyersfinancial.ca/blog/critical-illness-insurance-vs-disability-insurance)

**Critical Illness Insurance vs. Disability Insurance**

Life is good and you're on track to reach your personal and professional goals. Then the unexpected happens. You survive a critical illness or find yourself living with a life-altering disability. It happens all too often and that's why we offer two very different, but equally important, types of protection designed exclusively for legal professionals.

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**CRITICAL ILLNESS INSURANCE COVERAGE**

- You are diagnosed with a critical illness.**  
Protecting your wealth while you cope with out-of-pocket expenses becomes your biggest financial priority. Surviving a critical illness is a very positive outcome but it can often lead to unexpected and significant expenses and cause a financial burden.
- Tax-free lump sum payment**  
Once you survive the required period (usually 30 days), you receive a tax-free, lump-sum payment. The money is yours to spend as you see fit.
- Peace of mind**  
Surviving a critical illness may require you to make some long-term changes to your lifestyle or your home. A lump-sum payment helps you focus on your recovery and not on expenses.
  - Out of Province treatment
  - Home modification
  - Rehabilitation
- Comprehensive protection**  
Critical Illness Insurance is a rider that can easily be added to your Lawyers Financial Term Life insurance policy, providing holistic protection for yourself and your loved ones.
- Continue to work and receive benefit**  
Unlike Disability Insurance, a Critical Illness benefit is not tied to your income, only to your health. You can receive your benefit and also continue to work.

Speak with a Lawyers Financial Advisor to determine which coverage is right for you.  
Find your Advisor at [www.lawyersfinancial.ca](http://www.lawyersfinancial.ca) or by calling 1.800.267.2242

1. Canadian Cancer Society, 2014. 2. Statistics Canada, Commissioners disability table A. 3. Heart & Stroke Foundation, 2015  
Lawyers Financial products and plans are sponsored by The Canadian Bar Insurance Association (CBIA). Lawyers Financial is a trade mark of CBIA.  
Critical Illness and Disability Insurance underwritten by The Manufacturer's Life Insurance Company (Manulife).

**DISABILITY INSURANCE COVERAGE**

- You suffer a disability that prevents you from working.**  
Income replacement becomes your biggest financial priority. Your ability to earn a living could be seriously reduced if a disability prevents you from practicing law.
- Ongoing income replacement**  
Lawyers Financial Disability Insurance is designed for lawyers to replace your income for as long as it takes to get life back on track. Benefit amounts of up to \$16,000 per month.
- Peace of mind**  
Your monthly Disability benefit can be used to maintain your long-term financial goals, and protect your family's lifestyle.
  - Retirement
  - Education
  - Mortgage
- Protection for the future**  
The Future Increase Option (FIO) allows you to increase your coverage amount as your income increases – without the need for additional medical evidence.

The Cost of Living Adjustment (COLA) rider will adjust your monthly income, on an annual basis, to offset inflation while you are disabled and receiving benefits.
- Choose your retirement age**  
Many lawyers choose to work beyond the traditional retirement age. That's why we offer the option of benefits that are payable to age 65 or to age 71.

**FACT**  
2 in 5 Canadians will develop cancer in their lifetime. 60% are expected to survive.<sup>1</sup>

**FACT**  
90% of heart attack victims and 72% of stroke victims will survive.<sup>2</sup>

**FACT**  
1 in 7 Canadians are currently disabled and 1 in 3 working Canadians will experience a period of disability lasting longer than 90 days during their working lives.<sup>3</sup>

**CBIA**

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# START SAVING TODAY!



Switch to the Lawyers Financial **Home and Auto Insurance Program\*** and save **up to 30%** in addition to the exclusive rates already available to you as a legal professional!

- **Save up to 15%** when you insure more than one vehicle<sup>1</sup>
- **Enjoy a 5% discount** when you drive with four winter tires November – April
- **Receive a discount** for good driving when you monitor your habits with Ajusto®<sup>2</sup>
- **Save up to 20%** on your home insurance if you've been claims-free for several years<sup>3</sup>
- **Save up to 15%** if you have a monitored home security system installed<sup>4</sup>

Bundle your home and auto insurance to save even more. Plus, you'll enjoy the ease and convenience of insuring both policies under the same roof.

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## GET A QUOTE TODAY

Call **1.877.314.6274** to speak to a licensed insurance professional.

\* 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 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. Auto insurance not available in Manitoba, Saskatchewan or British Columbia due to government-run plans. Certain products and services may not be available in all provinces and territories. The terms and conditions of the coverages described are set out in the insurance policy, which always prevails.

1. Multi-Vehicle Discount: Up to 15% in NB, ON, NT, YT, NU and AB; up to 10% in NS, PE and NL.

2. Ajusto® is underwritten by The Personal. © Ajusto is a registered trademark of Desjardins General Insurance Inc. and is used with permission by The Personal. The discount does not apply to certain endorsements and additional coverages. New subscribers who sign up after September 15, 2017 must travel at least 1,000 kilometers during the mandatory 100-day use period. For all applicable discount terms and conditions, whether you signed up before or after September 15, 2017, please refer to the terms of use in effect when you signed up for the Ajusto Program. Visit [thepersonal.com/ajusto](http://thepersonal.com/ajusto) for details.

3. No claims submitted.

4. You could save up to 15% if your home has a monitored fire alarm, burglar alarm and automatic sprinkler system.

# NEW WEBSITE!

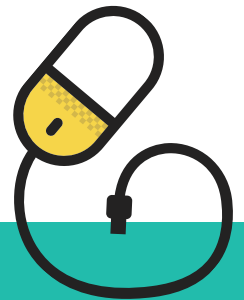
[www.lawyersfinancial.ca](http://www.lawyersfinancial.ca)



With your needs in mind, we're thrilled to announce that our website has been completely redesigned. Here are just a few of the reasons to visit (and bookmark) the new and improved [www.lawyersfinancial.ca](http://www.lawyersfinancial.ca):

- Insurance and Investment solutions together on one site.
- Quick access to your Lawyers Financial Advisor.
- Easy to find claims information — you told us you wanted easier-to-find info and forms and we listened.
- Quick quote for home and auto insurance.
- Blog section with informational articles, videos and infographics.

Visit [www.lawyersfinancial.ca](http://www.lawyersfinancial.ca)  
Have a look around and sign up  
for our e-newsletter (at the  
bottom of home page).



## YOUR QUESTIONS ANSWERED

From time to time, our Customer Experience team receives questions from clients. Here are some of the most common questions — along with the answers!

- Q** Can I pay my bill through online banking?
- A** Yes, you can! Simply log into your online banking account and register CBIA as a payee (it will show as CBIA/AABC). Include the account number (provided on your invoice). That's it! Now, you can easily pay your CBIA bills online.
- Q** I'm sure I made my payment but I received another invoice — why?
- A** It's very possible that your payment and our second invoice crossed in the mail. If you have made a payment, don't worry, we will process it. If you want to be sure, feel free to give us a call at 1.800.267.2242.
- Q** I was expecting but didn't receive a billing statement — now what?
- A** It is possible that we don't have your most current address. Please give us a call at 1.800.267.2242 to update your information.
- Q** How do I start paying by pre-authorized payment?
- A** That's a great idea since it is more convenient than having to write cheques, and it means your payment will always be on time. Simply visit our website [www.lawyersfinancial.ca](http://www.lawyersfinancial.ca) and complete the 'Pre-Authorized Payment Plan' form found in the "Claims & Forms" section. Email, fax or mail it to us with a void cheque and we'll take care of the rest!
- Q** I think I want to reduce or cancel my coverage — what should I do?
- A** This is a very important decision — one you should consider seriously. We strongly recommend you first speak with your Lawyers Financial Advisor about your concerns and needs. Together, you will be able to determine the best course of action.
- Q** How do I change my beneficiary?
- A** Please contact your Lawyers Financial Advisor who will help you to get this done.

# CYBER COVERAGE



## (included in Lawyers Financial Office Insurance)

Cyber risk is high. Cyber insurance helps offset the costs associated with a cyber-related security breach. Cyber liability is a form of theft but is often not covered in existing policies, leaving business owners responsible for a variety of costs. These costs can include the management of the incident, the investigation of the cause, legal costs, regulatory fines, third party damages and costs associated with the mandatory notification to affected parties.

The risks are many. Here are examples of just a few:

**Network Security Liability:** A failure of network security can lead to many different exposures, including a consumer data breach, destruction of data, virus transmission and cyber extortion.

**Privacy Violation Liability:** Privacy doesn't have to involve a network security failure. It can be a breach of physical records, such as files tossed into a dumpster, or human error such as a lost laptop, or sending a file full of customer account information to the wrong email address.

**Cyber Extortion:** This can take many forms but is essentially a crime involving an attack or threat of attack coupled with a demand for money to avert or stop the attack. It may also involve the use of ransomware which encrypts the victim's data.

### First and Third Party Cyber Coverage

**First Party Coverage:** covers expenses incurred as a direct result of a breach of privacy, including legal and public relations expenses and expenses incurred as an indirect result of the breach of privacy. Examples include loss of loyalty and business interruption.

**Third Party Coverage:** protection against the losses suffered by clients.



### Comprehensive Insurance Program

Cyber coverage is just one of the many benefits included in the Office Insurance Program available to law firms. It also protects your building and contents from potential risks such as water damage from a burst pipe, fire damage or an electrical surge. In the event of a disaster, you may need to temporarily move to another location/office. Business interruption insurance, included in your policy will look after relocation costs as well as cover loss of earnings until you are back in business.

Another valuable benefit included in this policy is crime coverage. It covers employee dishonesty (theft), costs associated with a loss due to forgery or alteration of cheques, currency fraud, computer fraud or fraudulent transfer instructions.

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**LEARN MORE** about this valuable and competitively-priced coverage at:

**[www.lawyersfinancial.ca/office](http://www.lawyersfinancial.ca/office)**

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# GOING SOLO — IS IT FOR YOU?



Lisa Feldstein is featured in the first of a series of docu-videos profiling solo and small practitioners.

The videos provide real-life advice, insights and tips for lawyers who are — or are considering becoming — sole practitioners.

Lisa, a practitioner in the emerging field of family health law, reflects on the benefits and challenges of a one-person firm.

**Benefits:** *I can choose the opportunities I want to focus on: whether clients, pro bono work, or publishing.*

**Challenges:** *The buck stops with you. There is no one else to rely on to do the work or pay the overhead.*

**Tip:** *Make smart decisions about how to balance all your resources — including your time and money.*

You can read more from Lisa and watch her and others' videos in the Blog section of [lawyersfinancial.ca](http://lawyersfinancial.ca).

## LAWYERS FINANCIAL

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Si vous préférez recevoir ce bulletin en français, veuillez envoyer un courriel à [service@financieredesavocats.ca](mailto:service@financieredesavocats.ca), fournissez vos nom et adresse et nous vous l'enverrons. Merci !

[www.lawyersfinancial.ca](http://www.lawyersfinancial.ca)