# Introducing the NEW Online Insurance Calculators

www.bmoinsurance.com/advisor

Making it easier to do business with us!



#### INSURANCE CALCULATORS

### Accessing the Insurance Calculators



illustration software to work for you.

Wave Illustration Tutorials

Learn how to put this powerful

Video Library

Customer testimonials that you can use with your clients and learning videos to help improve your knowlege of our products and services. Financial Concepts

Whether your clients are looking for income protection, asset accumulation or estate prevention, BMO Insurance has the tools to help you to create the right insurance solutions for your clients.

Multicultural Marketing

Supporting in-culture marketing to our Chinese advisors to help ensure we respond suitably to the insurance needs of this community. From the Resource Center home page, click on:

"Life Insurance Calculator" OR "Critical Illness Calculator".

#### Insurance Calculators

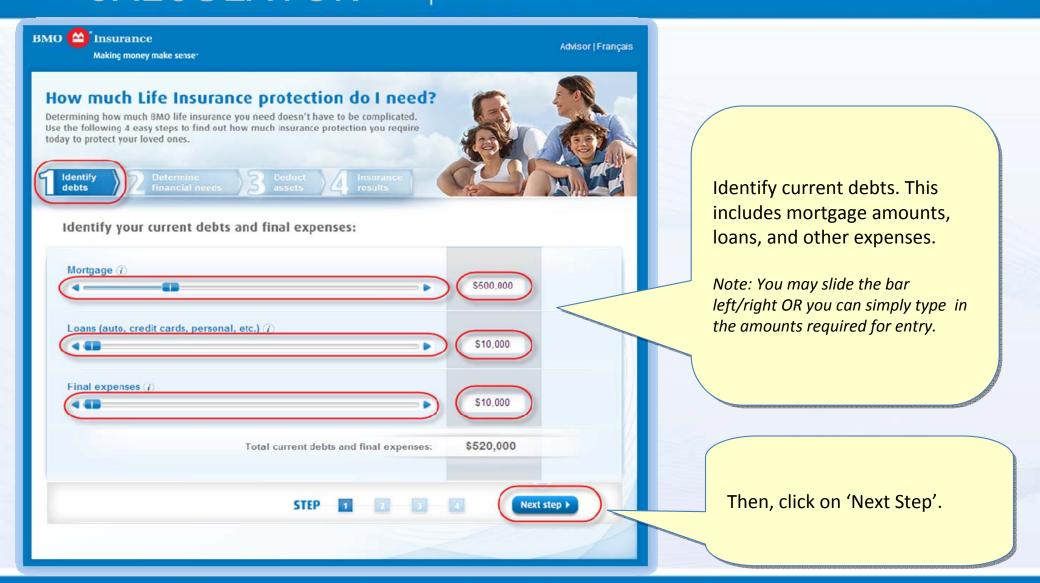
Advisor.ca

▶ OSFI

- Life Insurance Calculator
- Critical Illness Calculator

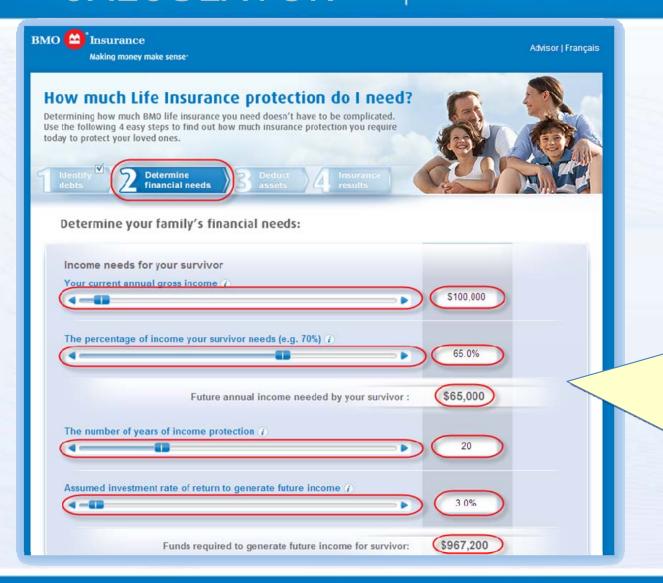


#### **Step 1: Identifying Debts**





### Step 2: Determine Financial Needs - Section 1

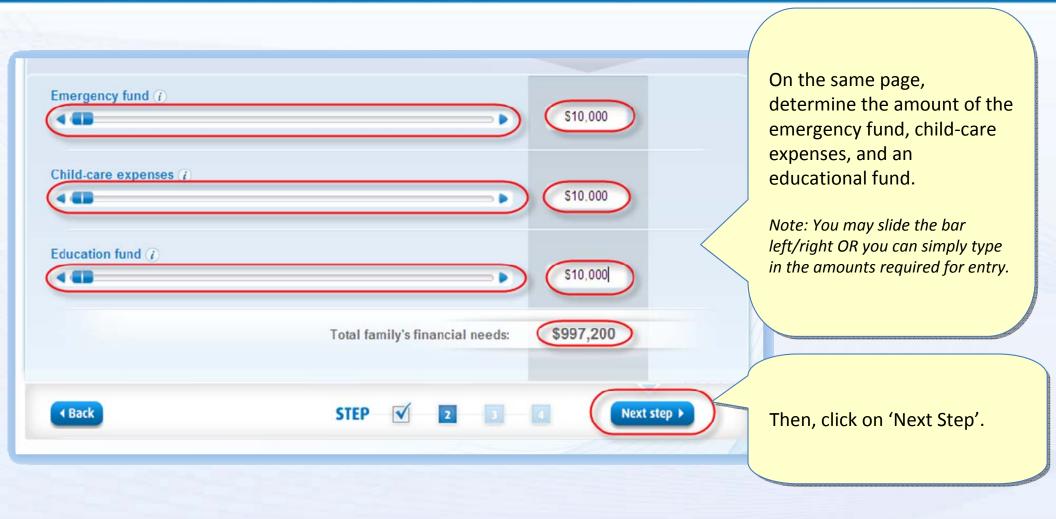


Now determine financial needs. This includes current annual gross income, percentage of survivor income needs, number of years of protection, and the investment rate of return.

Note: You may slide the bar left/right OR you can simply type in the amounts required for entry.

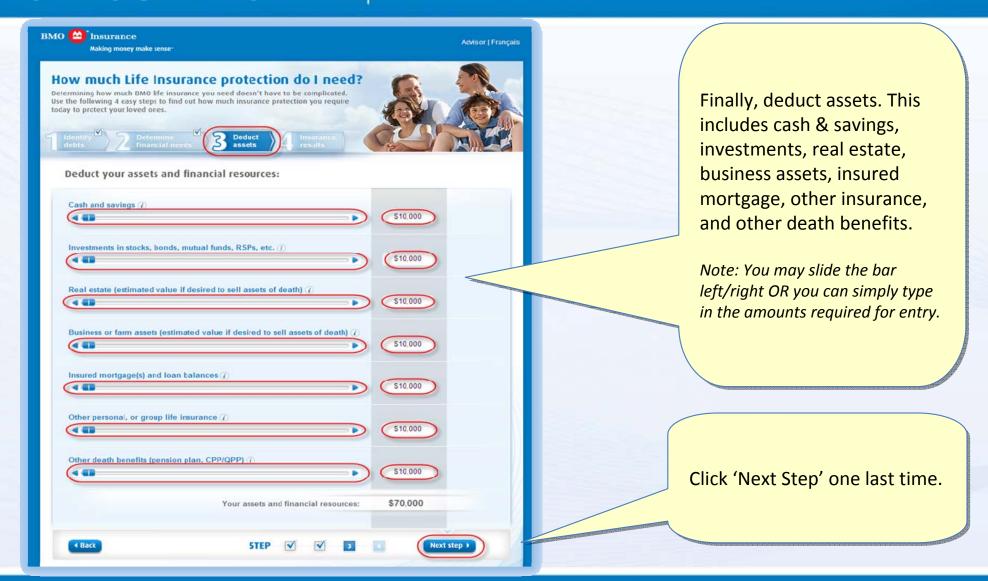


### Step 2: Determine Financial Needs - Section 2

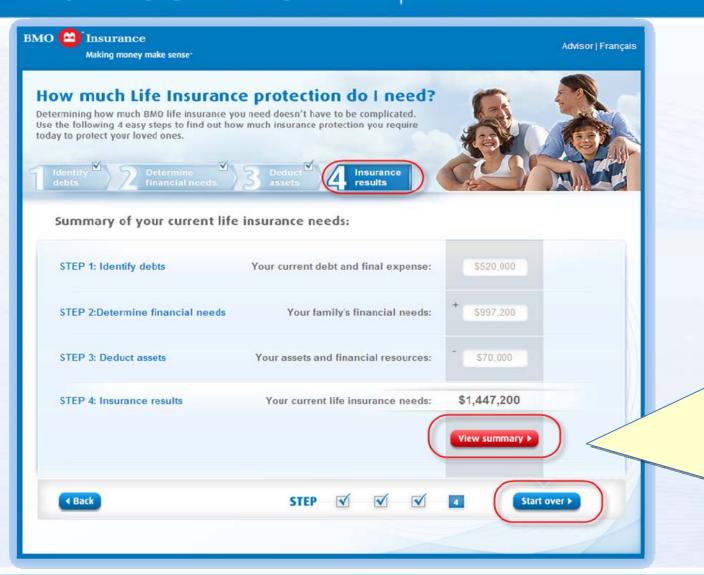




#### **Step 3: Deduct Assets**



#### **Step 4: Insurance Results**



You're done! This page includes a summary of your expenses, needs and assets, and a calculation of the amount of life insurance required for income replacement.

Select view summary to provide your clients with a summary of their needs assessment.

#### Step 4: View Summary

MO insurance  Making money make sense	Advisor   Fran
Mortgage	\$500,000
Loans (auto, credit cards, personal, etc.)	\$10,000
Final expenses	\$10,000
Total current debts and final expenses	\$520,000
Your current annual gross income	\$100,000
The percentage of income your survivor needs (e.g. 70%)	65.0%
Future annual income needed by your survivor	\$65.000
The number of years of income protection	20
Assumed investment rate of return to generate future income	3.0%
Funds required to generate future income for survivor	\$967,200
Emergency fund	\$10,000
Child-care expenses	\$10,000
Education fund	\$10,000
Total family's financial needs	\$997,200
Cash and savings	\$10,000
Investments in stocks, bonds, mutual funds, RSPs, etc.	\$10,000
Real estate (estmated value if desired to sell assets of death)	\$10,000
Business or farm assets (estimated value if desired to sell assets of death)	\$10,000
Insured mortgage(s) and loan balances	\$10,000
Other personal, or group life insurance	\$10,000
Other death benefits (pension plan, CPP/QPP)	\$10,000
Your assets and financial resources	\$70,000
Your current debt and final expense	\$520,000
Your family's financial needs	+ \$997,200
Your assets and financial resources	- \$70,000
Your current life insurance needs	\$1.447.200

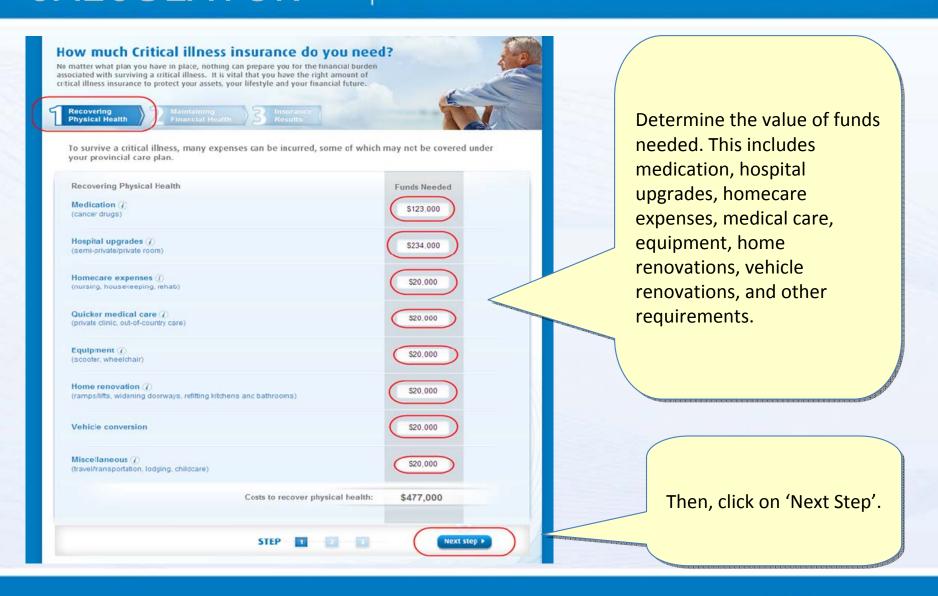
The summary page is printable for your clients to take home and review. This includes all of the data entered into the calculator, plus a proposed amount of life insurance. If your client is unsure about any amount, they have the ability to confirm their amounts and have this process redone to reflect a more accurate amount.



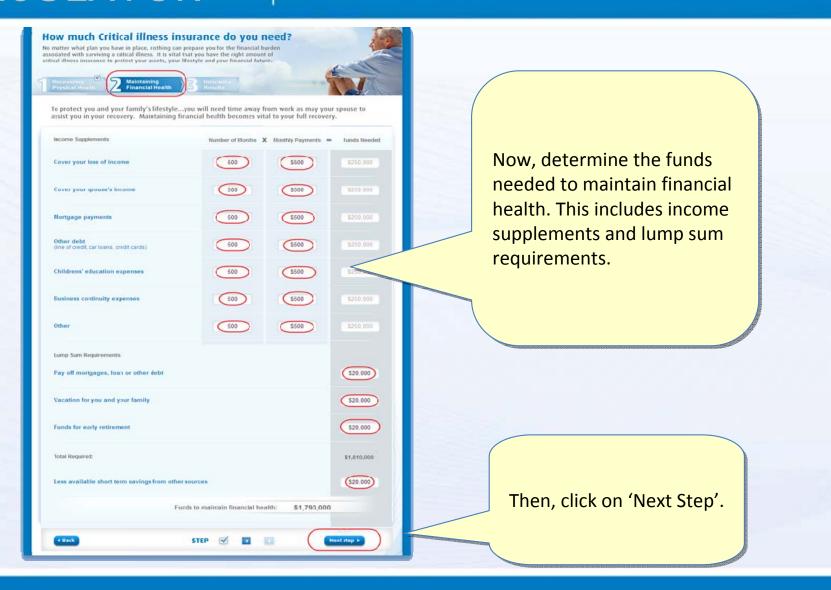
#### CRITICAL ILLNESS INSURANCE CALCULATOR



### Step 1: Recovering Physical Health

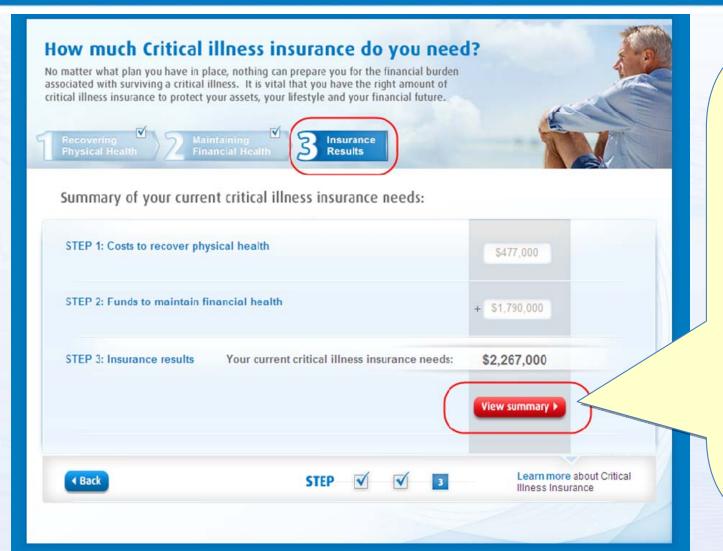


### Step 2: Maintaining Financial Health





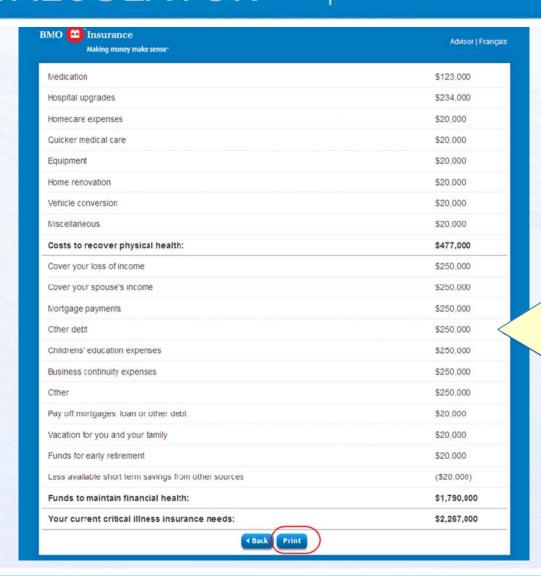
#### **Step 3: Insurance Results**



You're done! This page includes a summary of the cost to recover physical health and funds needed to maintain financial health, and a calculation of the amount of critical illness insurance you require.

Select view summary to provide your clients with a summary of their needs assessment.

#### Step 3: View Summary



The summary page is printable for your clients to take home and review. This includes all of the data entered into the calculator, plus a proposed amount of critical illness insurance. If your client is unsure about any amount, they have the ability to confirm their amounts and have this process redone to reflect a more accurate amount.



#### INSURANCE CALCULATORS

#### Call us for more information...



- ONTARIO REGIONAL SALES OFFICE 1-800-608-7303
- QUEBEC-ATLANTIC REGIONAL SALES OFFICE
   1-866-217-0514
- WESTERN REGIONAL SALES OFFICE 1-877-877-1272

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