# (9) <br> ClearBenefits.ca 

Experience-Rated Program
Group Benefits Quote Package for:

## Sample Company

November 5, 2023

November 5, 2023

## Sample Advisor

## Sample Agency

sample@advisor.ca

We are pleased to present this summary of the quotes received, from the options requested.
Based on our average cost method, we are recommending the following short-list of preferred carriers we believe represent the best opportunity for rate stability:

```
Carrier - }
Carrier - 2
Carrier - 3
```


## Objectives:

- Help the client get the plan they want within a budget they are comfortable with
- Set every client up for the best opportunity for success
- Properly funded plans will help create the easiest possible renewals
- This approach creates long-term clients


## Process:

- Submit quotes to the selected Group Benefits Providers
- Select quotes from the Carriers that met the quoting criteria
- Present this quote package to the client
- Client selects a plan design and effective date
- Provide the average pricing to the preferred Carrier so the onboarding process can begin


## Which is the best quote?

- Insurers price employee benefits based on their best estimate of your claims over the next year
- Actual claims are not known until they occur
- The best quote would be the average of all the Insurers
- Any quotes significantly below the average indicate the plan is likely underfunded
. Any quotes significantly higher than the average indicate that the plan is probably overpriced

Selecting the average price will provide a better opportunity for stable, long term premiums. Full coverage begins on the effective date.

We would be pleased to review any questions you or your client may have.

Best'

The ClearBenefits.ca Team

## Experience-Rated

## Employee Benefits Quote Request

| Producer Name: | Sample Advisor | Agency Name: | Sample Agency | Date: | November 5, 2023 |  |
| :---: | :--- | :--- | :--- | :--- | :--- | :--- |
| Effective Date: | December 1, 2023 | Advisor Email: | sample@advisor.ca |  |  |  |
| Company Name: | Sample Company |  |  |  |  |  |
| Business Address: | 123 Anywhere Street | City: | Any City | Prov: | BC |  |
| Postal Code: | 123456 | Phone: | $123-456-7890$ |  |  |  |
| Email: Sample Email | Website: | Sample |  |  |  |  |


| Industry: Sample | Years in Business: | Home Based: |
| :---: | :--- | ---: |
| Associated/Subsidiaries Covered: | No | Noasonal Employees (9 month min.): No |
| All Eligible Employees Participating: | yes | Employees Covered By WCB: Yes |
| Employee(s) Absent Due To Disability: | No | Current Employee Benefits Plan: No |
| Employee(s) Traveling Outside Canada | No | Independent Contractors: No |
| Employees Work At Lst. 24 hrs per wk: | Yes | More than 50\% Family Content? No |


| Employer Contribution: | $50 \%$ |
| :---: | :--- |
| Current Insurance Carrier: | $\mathrm{N} / \mathrm{A}$ |
| \# of Carriers in Past 5 Years: | 0 |
| Billing Statement Attached: | $\mathrm{N} / \mathrm{A}$ |
| Current Booklet Attached: | $\mathrm{N} / \mathrm{A}$ |
| Reason For Requesting Quote: | New Plan |

Producer Name: Sample Advisor Company Name: Sample Company

| First Name | Last Name | Birthdate D/M/Y | M/F | Hire Date D/M/Y | Weekly Hours | Salary | Occupation | Prov | Family <br> Status | Class |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
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| - | 11 Frequency: |  |  |  |  |  |  |  |  |  |

I appoint the above mentioned advisor to act as our Agent of Record for the purpose of soliciting quotations and negotiating on our behalf in regard to our Employee Benefits Program, authorizing any insurance company or other organization underwriting such plans to supply any information that may be requested regarding existing plans, possible future plans, or quotations on our Employee Benefits plan.

## (9) <br> ClearBenefits.ca

Experience-Rated Program
Group Benefits Quote Summary for:

## Sample Company

November 5, 2023

November 5, 2023

## Sample Company

123 Anywhere Street
Any City
BC
123456

We are pleased to present this summary of the quotes received, from the options requested.
Based on our average cost method, we are recommending the following short-list of preferred carriers we believe represent the best opportunity for rate stability:

$$
\begin{array}{lll}
\text { Carrier - } 1 & \text { Carrier - } 2 & \text { Carrier - } 3
\end{array}
$$

Which is the best quote?

- Insurers price employee benefits based on their best estimate of your claims over the next year
- Your actual claims are not known until they occur
- The best quote would be the average of all the Insurers
- Any quotes significantly below the average indicate the plan is likely underfunded
- Any quotes significantly higher than the average indicate that the plan is probably overpriced

Option 1: Current Plan Design
Option 2: A similar plan design, including LTD benefit
Option 3: A less comprehensive version

Selecting the average price will provide a better opportunity for stable, long term premiums.
Full coverage begins on the effective date.

Assuming a 50/50 share of premiums between the employer / employee:

| Option 1: | $=$ (approx.) | $\$ 1.73$ per $\mathrm{hr} /$ | $5.00 \%$ | of payroll on average with no payroll remittances |
| :--- | :--- | :--- | :--- | :--- |
| Option 2: | $=$ (approx.) | $\$ 1.22$ per $\mathrm{hr} /$ | $3.53 \%$ | of payroll on average with no payroll remittances |
| Option 3: | $=$ (approx.) | $\$ 0.77$ per $\mathrm{hr} /$ | $2.21 \%$ | of payroll on average with no payroll remittances |

## **Notes**

- Final rates may vary if the employee data varies from the original data provided
- Full coverage starts on the effective date of the plan with no waiting period.
- Selected waiting period wil apply for new staff hired after the plan starts (can be waived)
- Eligibility: permanent employees working 24 or more hours per week.


## Implementation

After selecting the plan for Sample Company the following will need to be completed:

- Review onboarding materials for instructions on completing the application package
- Master Application package
- Employee enrollment forms
- Binder cheque for the estimated first month premium (depending on carrier)
- Include a void cheque for pre-authorized debit

ClearBenefits.ca will assist your advisor with the application package.

Coverage can be in place for: December 1, 2023

This quote expires on: January 30, 2024 and will need to be requoted after this date

| How to Read the Average Cost Summary: |  |
| :--- | :--- |
| - Total Monthly: | $100 \%$ of the Total Monthly Premium |
|  |  |
| - Employer contribution: | Employer portion of the overall monthly premium, assuming cost sharing with staff |
| - Average monthly per employee: | Average monthly premium per employee, assuming cost sharing with staff |
| - Family per pay period (bi-weekly): | Payroll deduction per pay period for staff with family coverage |
| - Couple per pay period (by-weekly): | Payroll deduction per pay period for staff with couple coverage |
| - Single per pay period (bi-weekly): | Payroll deduction per pay period for staff with single coverage |
| - Per hour: | Employer contribution calculated per hour, assuming average hours per week |
| . \% of monthly payroll: | Employer contribution calculated as a o of monthly payroll |

Please contact your advisor for additional information or questions you may have
We look forward to serving your Group Benefits needs.
Best'

Sample Advisor
Independent Advisor


Short Term Disability
$66.67 \%$ of Eligible monthly earnings
\$1,000 Maximum weekly benefit
Non-Taxable Benefit
0/7/16 Waiting period
112 day Benefit period
Age 70 Termination age
Long Term Disability
66.67\% of Eligible monthly earnings
\$6,000 Maximum monthly benefit
Non-Taxable Benefit
112 day Waiting period
To age 65 Benefit period
Age 65 Termination age
Critical Illness
\$25,000 Benefit amount
Age 70 Termination age

## EAP Yes

SOC Yes


## Option 2




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Average Cost Summary

| Benefit | Lives | Est. Volume | Option 1 | Lives | Est. Volume | Option 2 | Lives | Est. Volume | Option 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Insurance per $\$ 1,000$ of Benefit | 10 | \$500,000 | 0.349 | 10 | \$250,000 | 0.349 | 10 | \$100,000 | 0.349 |
| Dependent Life | 5 |  | 7.263 | 5 |  | 5.317 | 5 |  | 0.000 |
| AD\&D per $\$ 1,000$ of Benefit | 10 | \$500,000 | 0.053 | 10 | \$250,000 | 0.053 | 10 | \$100,000 | 0.053 |
| Short Term Disability Per $\$ 10$ of Benefit | 10 | \$5,000 | 0.653 | 10 | \$0 | 0.000 | 10 | \$0 | 0.000 |
| Long Term Disability Per \$100 of Benefit | 10 | \$36,000 | 2.097 | 10 | \$36,000 | 1.587 | 10 | \$0 | 0.000 |
| EHC | 5 | Single | 147.123 | 5 | Single | 117.660 | 5 | Single | 94.130 |
|  | 2 | Couple | 294.247 | 2 | Couple | 235.403 | 2 | Couple | 188.260 |
|  | 3 | Family | 382.517 | 3 | Family | 305.917 | 3 | Family | 244.737 |
| Dental | 5 | Single | 112.667 | 5 | Single | 90.133 | 5 | Single | 58.587 |
|  | 2 | Couple | 225.333 | 2 | Couple | 180.267 | 2 | Couple | 117.173 |
|  | 3 | Family | 292.933 | 3 | Family | 234.347 | 3 | Family | 152.327 |
| Critical Illness | 10 | \$250,000 | 0.840 | 10 | \$0 | 0.000 | 10 | \$0 | 0.000 |
| EAP | 10 |  | 3.70 | 10 |  | 0.00 | 10 |  | 0.00 |
| SOC | 10 |  | 2.85 | 10 |  | 0.00 | 10 |  | 0.00 |
| VHC | 10 |  | 4.53 | 10 |  | 4.53 | 10 |  | 4.53 |
| TOTAL MONTHLY COST |  |  | \$6,003.91 |  |  | \$4,234.60 |  |  | \$2,651.11 |

## Detailed Summary:

Total Monthly Premium:
Employer Portion:
Average monthly per employee:
Single Average per Pay Period (bi-weekly):
Couple Average per Pay Period (bi-weekly):
Family Average per pay period (bi-weekly):
Per hr. (employer portion): $\$$
5.00\%

Option 1
Option 2
\$4,234.60
\$2,117.30
\$3,001.96 $\$ 300.20$
\$96.95
\$158.57
\$194.54
\$1.73
$\%$ of payroll (employer portion):
3.53\%

Assumptions:

| Monthly payroll: | $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ |
| ---: | :---: | :---: | :---: |
| \# hrs per work week: | 40 | 40 | 40 |
| \# of employees: | 10 | 10 | 10 |
| Employer Contribution: | $50 \%$ | $50 \%$ | $50 \%$ |
|  |  |  | 0.4615384 |
|  |  | Bi-Weekly |  |

Option 1 - Summary

| Benefit | Lives | Est. Volume | Carrier - 1 | Carrier - 2 | Carrier - 3 | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Insurance per $\$ 1,000$ of Benefit | 10 | \$500,000 | 0.266 | 0.360 | 0.420 | 0.349 |
| Dependent Life | 5 |  | 8.130 | 7.450 | 6.210 | 7.263 |
| AD\&D per $\$ 1,000$ of Benefit | 10 | \$500,000 | 0.056 | 0.060 | 0.043 | 0.053 |
| Short Term Disability Per $\$ 10$ of Benefit | 10 | \$5,000 | 0.560 | 0.720 | 0.680 | 0.653 |
| Long Term Disability Per $\$ 100$ of Benefit | 10 | \$36,000 | 2.120 | 2.360 | 1.810 | 2.097 |
| EHC | 5 | Single | 147.14 | 138.00 | 156.23 | 147.12 |
|  | 2 | Couple | 294.28 | 276.00 | 312.46 | 294.25 |
|  | 3 | Family | 382.56 | 358.80 | 406.19 | 382.52 |
| Dental | 5 | Single | 98.00 | 128.00 | 112.00 | 112.67 |
|  | 2 | Couple | 196.00 | 256.00 | 224.00 | 225.33 |
|  | 3 | Family | 254.80 | 332.80 | 291.20 | 292.93 |
| Critical Illness | 10 | \$250,000 | 0.840 | 0.840 | 0.840 | 0.840 |
| EAP | 10 |  | 3.22 | 2.53 | 5.36 | 3.70 |
| SOC | 10 |  | 2.55 | 2.78 | 3.22 | 2.85 |
| VHC | 10 |  | 4.53 | 4.53 | 4.53 | 4.53 |
| TOTAL MONTHLY COST |  |  | \$5,676.19 | \$6,234.05 | \$6,101.49 | \$6,003.91 |

## Detailed Summary:

| Total Monthly Premium: | $\$ 5,676.19$ | $\$ 6,234.05$ | $\$ 6,101.49$ | $\$ 6,003.91$ |
| ---: | ---: | ---: | ---: | ---: |
| Employer Portion: | $\$ 2,838.10$ | $\$ 3,117.03$ | $\$ 3,050.75$ | $\$ 3,001.96$ |
| Average Monthly per Employee: | $\$ 283.81$ | $\$ 311.70$ | $\$ 305.07$ | $\$ 300.20$ |
| Single Average per Pay Period: | $\$ 91.58$ | $\$ 101.26$ | $\$ 98.00$ | $\$ 96.95$ |
| Couple Average per Pay Period: | $\$ 150.03$ | $\$ 164.37$ | $\$ 161.33$ | $\$ 158.57$ |
| Family Average per Pay period: | $\$ 183.97$ | $\$ 201.20$ | $\$ 198.47$ | $\$ 194.54$ |
|  |  |  |  |  |
| Per hr. (employer portion): | $\$ 1.64$ | $\$ 1.80$ | $\$ 1.76$ | $\$ 1.73$ |
| \% of Payroll (employer portion): | $4.73 \%$ | $5.20 \%$ | $5.08 \%$ | $5.00 \%$ |


| Assumptions: | Monthly Payroll: | $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | \# Hrs per Work Week: | 40 | 40 | 40 | 40 |
|  | \# of Employees: | 10 | 10 | 10 | 10 |
|  | Employer Contribution: | $50 \%$ | $50 \%$ | $50 \%$ | $50 \%$ |
|  | Pay Period Frequency | 0.4615384 | 0.4615384 | 0.4615384 | 0.4615384 |
|  |  |  |  |  | Bi-Weekly |

Option 2 - Summary


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| Benefit | Lives | Est. Volume | Carrier - 1 | Carrier - 2 | Carrier - 3 | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Insurance per $\$ 1,000$ of Benefit | 10 | \$100,000 | 0.266 | 0.360 | 0.420 | 0.349 |
| Dependent Life | 5 |  | 0.000 | 0.000 | 0.000 | 0.000 |
| AD\&D per \$1,000 of Benefit | 10 | \$100,000 | 0.056 | 0.060 | 0.043 | 0.053 |
| Short Term Disability Per \$10 of Benefit | 10 | \$0 | 0.000 | 0.000 | 0.000 | 0.000 |
| Long Term Disability Per $\$ 100$ of Benefit | 10 | \$0 | 0.000 | 0.000 | 0.000 | 0.000 |
| EHC | $\begin{aligned} & 5 \\ & 2 \\ & 3 \end{aligned}$ | Single <br> Couple <br> Family | $\begin{gathered} 99.90 \\ 199.80 \\ 259.74 \end{gathered}$ | $\begin{gathered} 88.32 \\ 176.64 \\ 229.63 \end{gathered}$ | $\begin{gathered} 94.17 \\ 188.34 \\ 244.84 \end{gathered}$ | 94.13 <br> 188.26 <br> 244.74 |
| Dental | $\begin{aligned} & 5 \\ & 2 \\ & 3 \end{aligned}$ | Single <br> Couple <br> Family | $\begin{gathered} 58.24 \\ 116.48 \\ 151.42 \end{gathered}$ | 50.96 <br> 101.92 <br> 132.50 | 66.56 133.12 173.06 | $\begin{gathered} 58.59 \\ 117.17 \\ 152.33 \end{gathered}$ |
| Critical Illness | 10 | \$0 | 0.000 | 0.000 | 0.000 | 0.000 |
| EAP | 10 |  | 0.00 | 0.00 | 0.00 | 0.00 |
| SOC | 10 |  | 0.00 | 0.00 | 0.00 | 0.00 |
| VHC | 10 |  | 4.53 | 4.53 | 4.53 | 4.53 |
| TOTAL MONTHLY COST |  |  | \$2,734.24 | \$2,427.21 | \$2,791.87 | \$2,651.11 |

## Detailed Summary:

| Total Monthly Premium: | $\$ 2,734.24$ | $\$ 2,427.21$ | $\$ 2,791.87$ | $\$ 2,651.11$ |
| ---: | ---: | ---: | ---: | ---: |
| Employer Portion: | $\$ 1,367.12$ | $\$ 1,213.61$ | $\$ 1,395.94$ | $\$ 1,325.55$ |
| Average Monthly per Employee: | $\$ 136.71$ | $\$ 121.36$ | $\$ 139.59$ | $\$ 132.56$ |
| Single Average per Pay Period: | $\$ 38.28$ | $\$ 34.16$ | $\$ 39.21$ | $\$ 37.21$ |
| Couple Average per Pay Period: | $\$ 74.78$ | $\$ 66.30$ | $\$ 76.30$ | $\$ 72.46$ |
| Family Average per Pay period: | $\$ 96.67$ | $\$ 85.58$ | $\$ 98.55$ | $\$ 93.60$ |
|  |  |  |  |  |
| Per hr. (employer portion): | $\$ 0.79$ | $\$ 0.70$ | $\$ 0.81$ | $\$ 0.77$ |
| \% of Payroll (employer portion): | $2.28 \%$ | $2.02 \%$ | $2.33 \%$ | $2.21 \%$ |

Assumptions: | Monthly Payroll: |
| ---: |
| \# Hrs per Work Week: |
| \# of Employees: |
| Employer Contribution: |
| Pay Period Frequency |

| $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ | $\$ 60,000$ |
| ---: | ---: | ---: | ---: |
| 40 | 40 | 40 | 40 |
| 10 | 10 | 10 | 10 |
| $50 \%$ | $50 \%$ | $50 \%$ | $50 \%$ |
| 0.4615384 | 0.4615384 | 0.4615384 | 0.4615384 |
|  |  |  | Bi-Weekly |

## (8) ClearBenefits.ca

## Will my employees want a plan?

Overwhelmingly, YES. Almost all employees value a benefits plan far in excess of a cash raise.

## Will my employees value the plan we choose?

Employees always seem to appreciate a benefits plan that provides good value. They could now have affordable access to a wider variety of quality healthcare than they may normally afford for themselves and their families (i.e. dental, prescriptions, vision, chiropractor etc.) A healthier workforce means fewer sick days and less disruption for your business.

## Is the plan affordable?

Employers are always pleased with how affordable our plans are. We look at a variety of factors in order to match the right cost structure to your unique situation.

## Should we share the cost of the plan with our employees?

Most employers share the cost of a plan 50/50 with their employees. Generally employees expect that there will be a cost sharing of the plan.

## Are "couple" rates available?

Selected Insurers have couple rates for married couples, common-law spouses, and a single parent with 1 eligible dependent.

## Is there much on-going administration?

Not really. Normal ongoing administrator functions are just regular maintenance; adding/deleting employee \& dependent information and payroll deductions of the employee portion. Employees are responsible for reporting any changes to the plan administrator, and for privacy, employees submit claims directly to the Insurer.

## Will we have help with the initial set-up and on-going support?

Yes! We utilize a structured approach from our initial contact, to the ongoing service. Our structured approach is designed to ensure your plan runs smoothly, is kept current, contain costs, and effectively eliminate common administrative issues that can arise.

## Can we offer a higher level of benefits to a selected group of staff only?

Yes. The multiple classes can be an option for employers who want to recognize a group of key personnel with enhanced coverage.

## How much will this cost?

We find that if the employer's portion of the monthly premium is approx. 2.5-3.5\% of payroll (based on a 50/50 cost sharing with the employees), both the employer and the employees are comfortable and feel they are getting good value. Depending on the option selected, this can be more affordable than a cash raise with no additional EI, CPP or WCB contributions.

## How are ClearBenefit.cas independent advisors compensated?

How are ClearBenefits.ca independent advisors compensated?
Information and advice is freely provided in order to demonstrate value and earn your business.
There are no consulting or membership fees. When you choose to do business with ClearBenefits.ca, independent advisors are compensated annually in the form of commissions from the selected insurance carrier.

## (8) ClearBenefits.ca

## Which plan is right?

- Each client has unique circumstances and similar needs
- Clients typically ask for a plan that is affordable with quality coverage and stable rates
- We recommend selecting a plan you are comfortable with, you can always upgrade later


## Pricing?

- Coverage levels directly affect rates
- Higher levels of coverage have higher premiums
- Decreasing levels of coverage have proportionately lower premiums
- Looking to contain costs? The only sustainable solution is to select a different coverage level


## Pooled Plans

- ClearBenefits.ca pooled plans are ideal for clients wanting stable, predictable rates
- Shared risk through claims pooling makes our plans the easiest to budget for going forward


## Experience-Rated Plans

- Enhanced plan flexibility-create your own plan
- Stand-alone plans share risk with clients through premium variability.


## What information is needed to get a quote?

## No existing plan:

- Company contact information
- Employee information


## Existing plan:

When a client decides to change suppliers, additional information will be requested. This provides the quoting insurers the required information in order to properly assess risk.

You will be asked for the following information in addition to the above:

- Current plan design
- Claims and rate history
- Copy of last billing statement
. EP3 Certificate


## (8) ClearBenefits.ca

ClearBenefits.ca is a web-based Group Benefits provider and Managing General Agency (MGA) that develops, distributes and manages a comprehensive range of Group Benefits programs and other related insurance products.

ClearBenefits.ca works with you to help ensure the right plan for your situation, providing quality, affordable benefits plans that meet your needs within a comfortable budget.

## Programs - Pooled*

Our pooled programs offer a "true insurance" approach to benefits through a spread of risk that is consistent with clients' expectations. Focusing on long term risk management has resulted in a history of rate stabilility.

| - ClearBenefits.ca Essentials Program | $(3-20+)$ |
| :--- | :--- |
| Pooled (most affordable) |  |
| - ClearBenefits.ca Lifestyle Program | $(3-20+)$ Pooled (healthy lifestyle-focused coverage) |

## Features:

No medical questions required

- Portability between programs
- Pay Direct Drug Cards
- Pay Direct Dental
- Electronic, email, fax or mail submission for all other Extended Health claims
- On-line administration
- On-line employee web access
- Exclusive to ClearBenefits.ca
- Underwritten by The Co-operators
- Service available locally and nationally


## Options

Critical Illness

- Employee Assistance Program - Solarah
- Second Opinion Consult - WorldCare
- ContinYou - Individual heath and dental conversion coverage - The Co-operators
- Health Care Spending Accounts
- Cost Plus


## Can the Pooled Plans be customized?

Yes. Certain benefits can be customized for the needs of your business

- Contact us for more information


## ClearBenefits.ca - Experience-Rated Program*

. Available for groups of 3-500+

- Best suited for groups of $20+$
- Enhanced plan flexibility—create your own plan
- Stand-alone plans share risk with clients through premium variability.


## Features:

- No medical questions required
- Enhanced plan design flexibility


## Group Programs - Other

Group Retirement Plans**

- Group Auto \& Home Program***


## Individual Insurance

Life Insurance

- Criticall Illness
- Disablity Insurance

