



abundancecanada.ca

604-559-9262

This Quote is Valid Until:

July 25, 2014

This Quote Was Prepared Exclusively For:

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### Actual Case # 448

Industry: **Construction**

Their Situation and the Solution provided by Abundance Employee Benefits:

- They received a high renewal because of very high usage in the past 2 years in spite of measures we had taken to deter plan abuse.
- We ultimately saved them 10% on their renewal rates by switching them to one of our wholesale partners.
- In our strategic evaluation, to reduce further plan abuse, we are recommending they change some of the qualification criteria for new employees.

Benefit	Lives	Volume
Life Insurance		\$ 912,500
AD&D		\$ 912,500
<b>Extended Health Care</b>		
Single	15	
Family	19	
<b>Dental Care</b>		
Single	15	
Family	19	

Current Rate	
Rate	Premium
0.274	\$ 250.03
0.047	\$ 42.89
<b>60.07 \$ 901.05</b>	
<b>146.37 \$ 2,781.03</b>	
<b>41.40 \$ 621.00</b>	
<b>105.80 \$ 2,010.20</b>	
<b>Monthly \$ 6,606.20</b>	

Renewal Rate	
Rate	Premium
0.217	\$ 198.01
0.047	\$ 42.89
<b>82.50 \$ 1,237.50</b>	
<b>201.02 \$ 3,819.38</b>	
<b>48.97 \$ 734.55</b>	
<b>125.14 \$ 2,377.66</b>	
<b>Monthly \$ 8,409.99</b>	

Switch to Save 10% off	
Rate	Premium
0.195	\$ 178.21
0.029	\$ 26.46
<b>74.25 \$ 1,113.75</b>	
<b>180.92 \$ 3,437.44</b>	
<b>44.07 \$ 661.10</b>	
<b>112.63 \$ 2,139.89</b>	
<b>Monthly \$ 7,556.85</b>	

Renewal Increase	
<b>27%</b>	
Monthly	\$ 1,803.79
Annual	\$ 21,645.48

10% Off Renewal	
<b>-10%</b>	
Monthly	\$ (853.14)
Annual	\$ (10,237.67)

### E&OE

The quote is based on the coverage and data supplied with the specifications/request to quote.

We reserve the right to amend our quote for significant changes or omissions in the data provided.

Cost Per Person	
\$ 101.47	Single
\$ 252.17	Family

Cost Per Person	
\$ 131.47	Single
\$ 326.16	Family

Cost Per Person	
\$ 118.32	Single
\$ 293.54	Family



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	Current Rate	Renewal Rate	Switch to Save 10% off
<b>LIFE INSURANCE</b>			
Maximum	\$25,000	\$25,000	\$25,000
Non-evidence maximum	\$25,000	\$25,000	\$25,000
Reduction clause	50% at age 65	50% at age 65	50% at age 65
Termination age			
<b>ACCIDENTAL DEATH &amp; DISMEMBERMENT</b>			
Maximum	Same as life		
Reduction clause	Same as life		
Termination age	Same as life		
<b>DEPENDENT LIFE INSURANCE</b>			
Spouse	\$5,000	\$5,000	\$5,000
Each child	\$2,500	\$2,500	\$2,500
<b>CRITICAL ILLNESS</b>			
Maximum	Not included	\$10,000	\$10,000
Description	Not included	25 illnesses	25 illnesses
<b>SHORT TERM DISABILITY</b>			
Schedule (% earnings of weekly income)	0%	0%	0%
Benefit maximum	\$0	\$0	\$0
Waiting period			
Benefit period			
Termination age	70 years or retirement	70 years or retirement	70 years or retirement
<b>LONG TERM DISABILITY</b>			
Schedule (% of monthly earnings)	66.67%	66.67%	66.67%
Benefit maximum	\$5,000	\$5,000	\$5,000
Non-evidence maximum	\$2,250	\$2,250	\$2,250
Waiting period	120 days	120 days	120 days
Benefit period	To age 65	To age 65	To age 65
Definition of disability	2 years from the end of the elimination period;	2 years from the end of the elimination period;	2 years from the end of the elimination period;
Survivor benefit			
Pre-existing condition			
Tax status	Non-taxable	Non-taxable	Non-taxable
Management program			
Termination age	65 years	65 years	65 years
Termination age	70 years or retirement	70 years or retirement	70 years or retirement
<b>EXTENDED HEALTH CARE</b>			
Deductible	\$25/\$50 (does not include drugs, hospital, travel	\$25/\$50 (does not include drugs, hospital, travel	\$25/\$50 (does not include drugs, hospital, travel
Maximum in Canada			
EHC	Unlimited		
Drugs	Unlimited		
Emergency in Canada			



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	Current Rate	Renewal Rate	Switch to Save 10% off
<b>Reimbursement %</b>	100%	100%	100%
<b>Hospitalization</b>			
<b>In Canada</b>	Semi-private room	Semi-private room	Semi-private room
<b>Emergency Outside Canada</b>	Semi-private room	Semi-private room	Semi-private room
<b>Travel</b>			
<b>Travel coverage maximum</b>		\$5 million per year	\$5 million per lifetime
<b>Travel coverage duration</b>		6 months	90 days
<b>Prescription Drugs</b>			
<b>Reimbursement %</b>	80%	80%	80%
<b>Drug dispensing fee cap</b>	Reasonable and customary	Reasonable and customary	Reasonable and customary
<b>Pay direct card</b>	Yes	Yes	Yes
<b>Drug plan</b>	Generic unless physician substitution	Generic unless physician substitution	Generic Drug Equivalent Only
<b>Fertility drugs</b>		\$2,500 per calendar year	\$2,000 per lifetime
<b>Paramedical Professionals</b>			
<b>Reimbursement %</b>	80%	80%	80%
<b>Per visit maximum</b>	Reasonable & Customary	Reasonable & Customary	Reasonable & Customary
<b>Annual maximum per practitioner</b>	\$300	\$300	\$300
<b>Vision</b>			
<b>Reimbursement %</b>	100%	100%	100%
<b>Eye exams</b>	\$100 per 24 months (per 12 months for child)	\$100 per 24 months (per 12 months for child)	\$100 per 24 months (per 12 months for child)
<b>Eyeglasses and contacts</b>	\$200 per 24 months (per 12 months for child)	\$200 per 24 months (per 12 months for child)	\$200 per 24 months (per 12 months for child)
<b>Medical supplies and miscellaneous</b>			
<b>Reimbursement %</b>	80%	80%	80%
<b>Smoking Cessation Products</b>	\$500 per year	\$500 per year	Not covered
<b>Orthopedic Shoes and Orthotics</b>	\$500 per calendar year	\$500 per calendar year	\$300 per calendar year
<b>Hearing Aids</b>	\$500 per 36 months	\$500 per 36 months	\$500 per 60 months
<b>Fertility Drugs</b>	\$2,500 per calendar year	\$2,500 per calendar year	\$2,000 per lifetime
<b>Survivor benefit</b>	24 months	24 months	24 months
<b>Termination age</b>	70 or retirement	70 or retirement	75 or retirement
<b>DENTAL CARE</b>			
<b>Deductible Amount</b>	\$25/\$50	\$25/\$50	\$25/\$50
<b>Preventative &amp; Basic</b>	80%	90%	80%
<b>Endodontic &amp; Periodontal</b>	80%	90%	80%
<b>Major Restorative</b>	50%	50%	50%
<b>Maximum for Basic and Major, combined</b>	\$1,500	\$2,000	\$1,500
<b>Orthodontics</b>	Not included	Not included	Not included
<b>Recall examinations</b>	6 months	6 months	6 months
<b>Survivor benefit</b>	24 months	24 months	24 months
<b>Termination age</b>	70 or retirement	70 or retirement	75 or retirement