



**RBC  
Insurance**

**FYI**

**January 4, 2005**

**Please contact the RBC Insurance regional or marketing office nearest you for more information about the new term portfolio.**

**RBC Life Insurance Company**

## Life Insurance Product Changes

RBC Insurance® is streamlining the term life product portfolio to provide you with more competitive products and compensation. The following changes will be effective February 28, 2005.

### **New Renewable and Convertible Term 10 and Term 20**

Our new term products are very competitively priced. Some of the other changes you will see include:

- Simplified preferred underwriting classes, criteria and requirements.
- Tele-application available for term plans with face amounts of \$100,000 or more.
- Policy fee reduced to \$40.
- Significantly increased compensation.
- T10 and T20 available as riders up to \$10 million on all eligible life products.
- Term 10 and Term 20 available only with monthly PAC and annual billing.
- Our \$0 policy fee offer on Term 10 will be discontinued.

### **Withdrawal of Term Plans and Riders**

RBC Insurance will be withdrawing the following products for sale, on a stand-alone basis or as a rider: Term 20, Level Term 20 Level Term 65. The following life riders will also be discontinued:

<i>Base Plan</i>	<i>Life riders to be discontinued</i>
Term 10	Term 75 Plus, Term 100 Plus, Term 100 with Values, Golden Term 100
Term 75 Plus	Term 100 Plus, Term 100 with Values, Golden Term 100
Term 100 Plus	Term 75 Plus, Term 100 with Values, Golden Term 100
Term 100 with Values	Term 75 Plus, Term 100 Plus, Golden Term 100
Golden Term 100	Term 75 Plus, Term 100 Plus, Term 100 with Values

### **Multiplan discounts discontinued on all life products**

Multiplan policy fee discounts are being discontinued on all life plans to provide competitive rates and a lower policy fee for all policy owners on our new term plans. Multiplan will remain available on our Long Term Care product.

### **New standard non-smoker definition for all life products**

This change is necessary for us to provide more competitive rates to the majority of insurance applicants who do not use tobacco products. The following Standard Non-smoker definition will apply to all RBC insurance life products:

**The applicant has not used tobacco or tobacco surrogates for at least 1 year, except an average of 1 large cigar per month or less.**

Smoker rates will apply to users of any tobacco surrogate including marijuana or hashish, nicotine gum, transdermal nicotine patch, Zyban or other smoking cessation products, betel nuts, betel leaves, supari, paan, or gutka.

We will be releasing a comprehensive marketing package in February that will include detailed information on the product changes, transition rules and introduce our new sales support tools.

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