

# Empire Life Optimax Wealth<sup>®</sup>



**Optimax Wealth 8 Pay has high Guaranteed Cash Surrender Values at the end of year 1!**

## **Optimax Wealth 8 Pay is a leading Par Product<sup>1</sup> for early Cash Value growth!**

Jack is a 45 year old business owner who recently purchased \$2,000,000 of life insurance coverage using Empire Life Optimax Wealth 8 pay with Paid-Up Additions dividend option. Jack chose Optimax Wealth 8 Pay because it offers guaranteed premiums, guaranteed coverage, guaranteed cash surrender values and guaranteed 8 year premium payment period. Jack has indicated that he is looking for additional cash to invest in his business.

Policy Year	Percentage of Total Premiums Paid available as Guaranteed Cash Surrender Value*
1	45%
2	51%
3	58%
4	66%
5	74%

At the end of policy year 8, the guaranteed cash surrender value of Jack's Optimax Wealth 8 Pay policy is equal to 88% of the total premiums paid!

\* Guaranteed Cash Surrender Value is credited to the policy account the day after the annual premium payment is applied to the policy.

Jack's Advisor mentioned there are three common ways to use the cash surrender value from his insurance policy: direct account withdrawal or policy loan, although these may result in fees and charges with possible tax consequences, or as collateral for a loan from a lending institution, such as an Immediate Financing Arrangement<sup>2</sup>. After careful consideration of Jack's circumstances, his Advisor recommended they speak to a lender specializing in CSV lending.

## **We are pleased to announce Empire Life has been added to Manulife Bank's list of approved insurance carriers for CSV lending<sup>3</sup>.**

<sup>1</sup> Based on comparison of guaranteed cash surrender values at end of policy year 1 for \$250,000 of Empire Life Optimax Wealth 8 pay and Sun Life Accelerator 8 Pay participating life insurance policies for a 45 year old Standard, Male, Non-smoker as of September 2017. <sup>2</sup> Using life insurance as collateral in personal or business lending may be appropriate only for clients with higher risk tolerance. Clients should review the appropriateness of this strategy with their own legal and tax advisors before proceeding. The cash surrender value of a client's insurance policy will vary if not guaranteed, or if policy changes or withdrawals are made however they must meet their loan obligations and repay their loan in full in accordance with the arrangements made with their lender. The Empire Life Insurance Company acts solely in the capacity of issuing and administering life insurance policies and does not provide advice of any nature concerning CSV lending to individuals or advisors. The advisor is responsible for determining the appropriateness of CSV lending for their clients and informing them of the risks associated with borrowing to invest. <sup>3</sup> Manulife Bank's Cash Surrender Value Line is a line of credit secured by the net cash surrender value of one or more permanent life insurance policies issued by approved insurance carriers. Empire Life is an approved insurance carrier but operates independently of Manulife Bank. The issuance of a life insurance policy by Empire Life is completely separate from the borrowing of funds from Manulife Bank.

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