

## Key Components for your protection in a Disability program

- Guaranteed Premiums to age 65.
- Guaranteed Provisions to age 65.
- Ownership and Control of your Contract.
- Guaranteed to receive 100% of your benefit provided you are totally disabled as defined under the terms of the contract.
- Option to increase coverage annually without ever having to provide evidence of health.
- Portability Worldwide.



MTesi Advisory Group is a specialized financial and insurance services company dedicated to medical professionals. Our deep experience with OMA Insurance has enabled us to gain a unique understanding of your profession and financial needs.

As your needs and circumstances change throughout your personal and professional life, so does the way we approach your planning. Providing on-going support and quality service is what we successfully do every day. Our success can be attributed to the relationships we build with our clients, and the customized strategies we deliver that offer powerful solutions to build, protect, and accumulate wealth.

Insurance

Financial Planning

Wealth Management

Incorporation

Retirement

Specialized Professional Support Services



123 Commerce Valley Dr E Suite 303  
Thornhill, ON L3T 7W8

**local** 905.605.2929    **toll free & fax** 905.605.2911    **email** admin@mtadvisory.com

[www.mtadvisory.com](http://www.mtadvisory.com)

E.&O.E. 09/09

*Dedicated to Your Financial Health.*

## Simplifying It...



**Medical Students...your  
questions are answered  
here!**

---

***Hundreds of medical students ask... "what are the differences between an association and private disability plan?"***

---

There are significant differences between an association plan versus an individually owned contract of insurance.

Under an Association plan:

- The contract and definitions are not guaranteed.
- The plan can be subject to change at any time without the consent of insured members.
- Premiums are not guaranteed and may be scheduled to increase either in five or ten year age bands.
- The contract contains a "limitations" provision. This allows the insurer the right to reduce your monthly benefit. Essentially, you could be paying for a benefit you may not receive.
- The contract includes a provision allowing the Association to cancel the contract without consent from insured members.
- You have no ownership and no control.

An individually owned contract of insurance provides you with guaranteed premiums and guaranteed provisions to age 65. You are guaranteed to receive 100% of your benefit provided you are totally disabled as defined under the terms of the contract. Your contract is Non-Cancellable. You have Ownership and Control.

**What's a "Transfer" Provision?**

Under an association student contract you must commence a residency program within 12 months of completion from medical school otherwise you may not be able to "transfer" your student plan to their "physician" plan. If your circumstances go beyond 12 months you may be left unprotected. With a private plan, you are guaranteed to keep your coverage regardless if you commence residency or not.

**Why isn't the HIV, Hep B and C rider guaranteed?**

Private plans can charge you a premium based on claims experience, however, this rider has been offered for more than 15 years now. There are no concerns at this time about charging a premium. If a change were to occur, it would most likely be an industry change where all carriers would start charging a premium and would most likely charge the same to remain competitive. If a premium were to be charged, you do have the option to accept or decline without affecting the rest of your guaranteed policy and premiums. Under an association plan, you may not have the choice. Any feature and/or rate change would likely impact all insured members.

**I've been told a locked-in guaranteed contract is not in my best interest because it's not flexible if the industry changes.**

This is exactly the reason you should consider a locked-in guaranteed contract of insurance.

Regardless if the change is good or bad, you're in a "win-win" situation. For example, you know that what you buy today could never be impacted. Private insurers, under a non-

cancellable contract, cannot take benefits away from their insured clients. Historically, when a new series of disability contracts was introduced, private insurers have allowed insured clients to continue increasing their coverage under their existing contract using the Future Income Option. Under association plans when they introduced new policies, insured members were obligated to increase coverage under these new policies.

**Do I pay more under a private plan versus association plans?**

Depending on your age association plans may be less costly than a private plan in the early years. However, premiums will increase either in five or ten year age bands making the overall cost substantially more expensive. Membership fees can also add up to an astounding amount over time. Consider your long term savings not your short term cost. A Guaranteed Non Cancellable Plan is *priceless* !

**I've been told association plans have not changed?**

Historically, association plans have made both positive and negative changes. Change can be driven by market trends, claims experience and corporate culture. You will need disability protection on average 40 years. This is a long time to be insured under plans that can change without your consent.



***Individually owned contracts of insurance are the ONLY plans that can provide the LONG TERM GUARANTEES medical professionals need to protect their lifetime income.***