



SSC # 101 – DISABILITY INSURANCE FOR CLIENTS OVER AGE 55: LATE-STAGE INCOME PROTECTION

This course is eligible for:

3.5 Life & A&S CE Credits for BC, SK, MB & ON.

3.5 A&S ONLY CE Credits for AB

Target Audience

This course is designed for licensed Canadian insurance professionals, financial advisors, planners, and intermediaries who provide disability insurance advice to clients approaching or beyond age 55. It is particularly relevant for advisors working with:

- Mass-affluent pre-retirees (ages 55–65)
- High-net-worth individuals with complex income structures
- Incorporated professionals and consultants
- Late-career business owners and landlords
- Widowed or single clients with sole-income vulnerability
- Semi-retired individuals earning active income
- Clients transitioning from employment to consulting or part-time work
- Advisors integrating DI with retirement, tax, and corporate planning

Course Purpose

The purpose of this course is to strengthen advisor competence in identifying, assessing, and mitigating the financial risks associated with late-career disability. *It aims to:*

- Correct common misconceptions about disability risk after age 55
- Equip advisors with the tools to integrate DI into retirement and tax planning
- Improve advisor ability to navigate underwriting challenges for older clients
- Enhance communication effectiveness using behavioural-economics principles
- Provide segmented, scenario-based guidance for diverse client profiles
- Support compliance with provincial suitability, disclosure, and documentation requirements
- Ensure advisors can articulate the long-term retirement impact of disability
- Promote ethical, client-focused DI recommendations that preserve financial independence

Ultimately, the course ensures advisors can confidently and competently protect the retirement timelines of clients approaching or beyond age 55.

Learning Objectives

Upon successful completion of this course, advisors will be able to:

1. Understand Late-Career Disability Risk

- Explain why disability incidence increases after age 55
- Describe the financial consequences of a disability occurring between ages 55 and 65
- Identify the chronic and degenerative conditions most associated with late-career disability

2. Reframe Disability Insurance as Retirement Protection

- Articulate how disability insurance preserves retirement savings, CPP/QPP timing, and long-term income
- Demonstrate how DI prevents forced early retirement and premature RRSP depletion
- Communicate DI's role in maintaining retirement lifestyle and independence

3. Apply Behavioural-Economics Strategies

- Recognize common behavioural biases in late-career clients
- Use reframing techniques to overcome optimism bias, anchoring, and emotional avoidance
- Present DI recommendations using retirement-based language and scenario-based storytelling

4. Design Appropriate DI Solutions for Clients Over 55

- Select suitable benefit periods, elimination periods, and definitions of disability
- Evaluate the relevance of riders such as residual, COLA, and FPO
- Apply cost-containment strategies without compromising retirement protection

5. Navigate Complex Underwriting Requirements

- Anticipate medical, financial, occupational, and cognitive underwriting considerations
- Prepare clients for exclusions, ratings, and modified benefit periods
- Distinguish between earned and passive income for insurability

6. Integrate DI with Corporate, Tax, and Retirement Planning

- Assess DI needs for incorporated professionals, consultants, and business owners
- Understand the tax implications of personally vs. corporately paid DI
- Evaluate the role of BOE, key person DI, and buy-sell DI in late-career planning

7. Conduct Segmented, Scenario-Based Planning

- Apply DI strategies to mass-affluent, HNWI, widowed, incorporated, landlord, and semi-retired clients
- Use retirement-impact modelling to demonstrate long-term consequences
- Tailor DI architecture to each client's income structure and retirement timeline

8. Meet Provincial Suitability and Compliance Standards

- Document needs analysis, alternatives considered, and rationale for recommendations
- Disclose exclusions, limitations, and employer LTD gaps
- Produce compliant, regulator-ready DI recommendations for clients over 55