



## **SSC # 94 – INSURANCE PLANNING FOR CLIENTS WITH CHRONIC CONDITIONS**

### **This course is eligible for:**

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

**3.0 Life ONLY CE Credits for AB.**

### **Target Audience**

This course is designed for licensed Canadian financial advisors, as well as life insurance–licensed advisors and group benefits specialists across all provinces and territories.

Advisors will benefit most from this course if their client base includes individuals living with — or at elevated risk for — conditions such as Type 2 diabetes, cardiovascular disease (including hypertension, heart failure, and ischemic heart disease), cancer (current or historical), mental health disorders (depression, anxiety, bipolar disorder), multiple sclerosis (MS), chronic obstructive pulmonary disease (COPD), arthritis, or other long-term conditions that require ongoing medical management.

### **Course Purpose**

Standard insurance planning education focuses overwhelmingly on healthy clients who qualify for fully underwritten products. The curricula leading to CFP, QAFP, and CIRO registration acknowledge the existence of underwriting but devote little time to the specific strategies, products, and regulatory considerations that arise when a client is chronically ill or impaired. This gap in professional education has real consequences: advisors may fail to explore alternative products, may not disclose the implications of exclusion riders, or may prematurely conclude that a client "cannot be insured" when viable options remain.

This course fills that gap directly. It is intended to transform an advisor's approach from reactive (responding to a decline letter) to proactive (structuring the initial application strategy around a client's specific health profile). By completing this course, advisors will be able to serve a significant and underserved segment of the Canadian population with competence, sensitivity, and compliance.

## Learning Objectives

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

1. Describe the prevalence and financial planning implications of the most common chronic health conditions affecting Canadians, using current data from Statistics Canada and the Public Health Agency of Canada.
2. Explain the medical underwriting process — including rated policies, exclusion riders, postponements, and declines — and articulate client and advisor disclosure obligations under provincial insurance legislation.
3. Identify and compare life insurance options available to clients with chronic conditions, including guaranteed issue, simplified issue, rated policies, and group plans, and develop application strategies for impaired-risk clients.
4. Evaluate disability insurance options — including individual DI with exclusion riders, group long-term disability, CPP Disability, and provincial disability programs — and explain how to combine private and government coverage effectively.
5. Assess critical illness insurance options for clients with pre-existing conditions, including simplified issue products, partial benefit riders, and the cost-benefit considerations specific to impaired-risk clients.
6. Construct a layered insurance coverage strategy for a client with chronic illness that integrates group, individual, government, and simplified issue products, coordinated with the Disability Tax Credit (DTC) and the Registered Disability Savings Plan (RDSP), and documented in accordance with CIRO suitability and FP Canada Practice Standards.