



Independent Living™
Total Long-term Care

You make the decisions



Desjardins
Financial Security®

Money working for people

Life, health, retirement

EATING,
BATHING,
DRESSING,
GETTING OUT
OF BED...

ROUTINE DAILY ACTIVITIES SOMEDAY WE MAY NOT BE ABLE TO DO ON OUR OWN

Someday, because of your age or an illness, you may need long-term care.

Do you know someone (a family member, friend, colleague or neighbour) who has needed long-term care?

How was the situation handled?

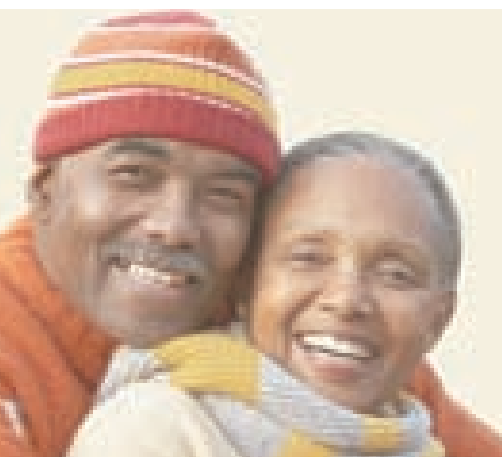


THREE DISTINCT SITUATIONS... ...THREE INDIVIDUAL CHOICES



Alicia suffered a stroke and has to undergo extensive rehabilitation therapy. Her only daughter, Sabrina, has three young children and cannot take care of her. Because money is tight, she can only afford to place her mother in semi-private accommodations in a **subsidized facility**, where the waiting list is five months. In the meantime, Sabrina will have to take time off work to take care of her mother.

One in 20 people will suffer a stroke before the age of 70.



Tom was diagnosed with Alzheimer's disease. His wife, Myriam, takes care of him but with each passing day, Tom's needs multiply, making it increasingly difficult for her and their four children to tend to him. Naturally, Tom would be much better off in a **private care facility**. Fortunately, the family has decided to pool their money to pay for the cost of such care.

One in 20 Canadians over the age of 65 suffer from Alzheimer's disease.



Alexander had only just retired when he suffered a heart attack. After a number of complications, Alexander had to undergo major surgery. The right side of his body is now paralyzed. Alexander's wife, Christina, is still working. They have decided that he would stay at home. She will require **home care assistance** in order to provide Alexander with the attention he needs so that she can continue to work.

One in four people will be diagnosed with heart disease in their lifetime.

Sources: Heart and Stroke Foundation, Canadian Cancer Society, Alzheimer's Society.
These cases are based on real life experiences; however, the names and identities are fictitious.

LIFE EXPECTANCY ON THE RISE...

MEN:

1950: 66.8 years
2005: **77.5 years**

WOMEN:

1950: 71.6 years
2005: **82.4 years**

Source: Statistics Canada.



...BUT THE RISK OF DEPENDENCE INCREASES WITH AGE!

Age 65 to 74: 1 out of 3 people have lost their independence

Age 85 or older: 4 out of 5 people have lost their independence

Source: Quebec Ministry of Finance, February 2005

Half of those aged 65 or older will require some form of long-term care*

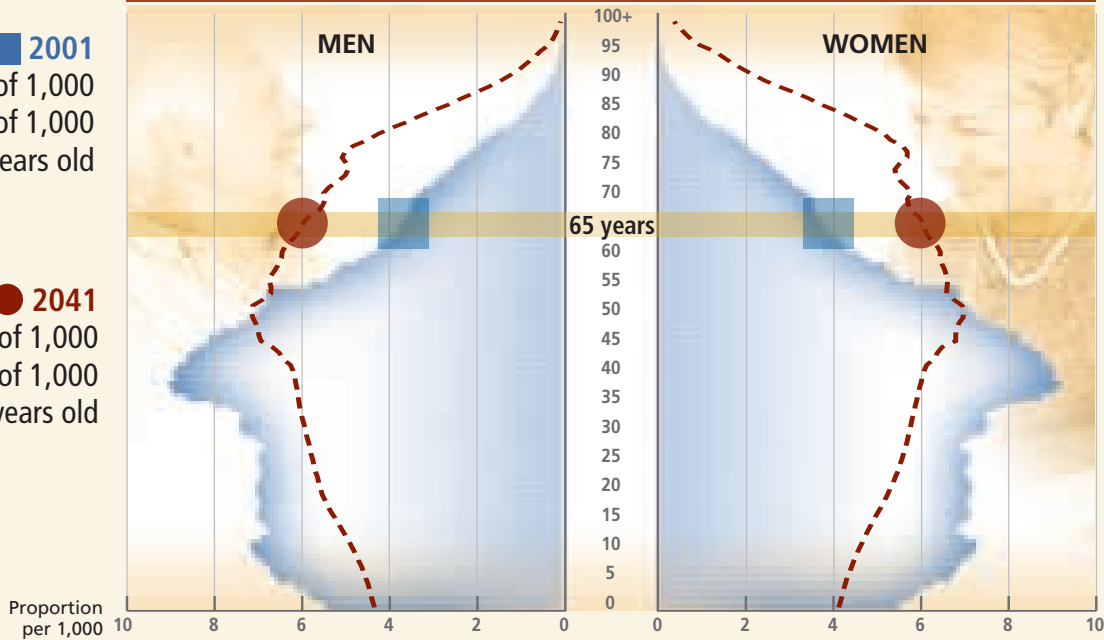
**Source: New England Journal of Medicine*

In less than 20 years, nearly one in five Canadians will be over the age of 65
The economic strain on society is growing.

Distribution of Canadians according to age

2001
3.75 men out of 1,000
4 women out of 1,000
are 65 years old

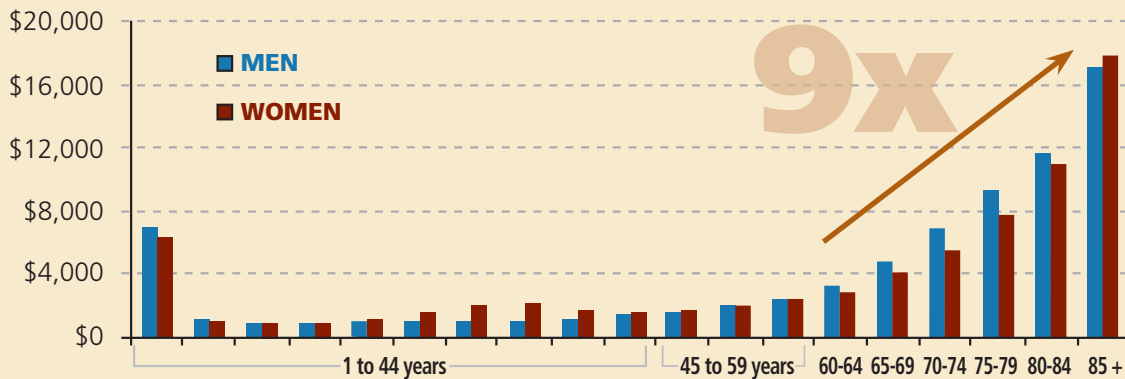
2041
6 men out of 1,000
6 women out of 1,000
will be 65 years old



POPULATION PYRAMID

The baby-boomer generation has effectively reversed the natural demographics of our population (inverted pyramid). With such a large (aging) segment of the population entering their “retirement years” over the next three decades, our healthcare system will increasingly be overwhelmed.

Healthcare Costs per Person, Age Group and Gender*



*Provincial Governments, Canada 2002

The estimated cost of healthcare for one person between the age of 70 and 85 is **\$10,950** a year.

The healthcare costs for an 85 year old are nine times greater than for someone between the ages of 50 and 54.

Is there enough money to sustain this “boom”?

Sources: Statistics Canada. Demographic projections for Canada, the provinces and territories 2000 – 2026. CD-Rom Cat.#91-520-XPB, Ottawa, 2001, including the data of projection 2: average growth scenario. Canadian Institute for Health Information.

IT'S ALL OVER THE NEWS...



NATIONAL POST: 2006-09-30
Sandwich generation feels the squeeze
Boomers work longer to support kids and parents

THE GLOBE AND MAIL: 2006-05-10
New boomer career: assisting loved ones
Care-giving can drain savings accounts and result in lost time at work, but families can make preparations

NATIONAL POST: 2005-01-10
Critical illness and long-term care insurance mitigate financial risk
Insuring Quality Of Life

THE GAZETTE: 2006-03-23
Chronic care not only for aged
NEARLY 1 IN 5 PATIENTS IS UNDER 65: REPORT
Those treated in hospitals are less socially active and more prone to depression, new study finds

NATIONAL POST: 2006-02-17
Illness Begets Illness
Health of spouses linked

CANADIANS ARE SERIOUSLY THINKING ABOUT THE REALITIES

77%

of Canadians assume that if they suffered an accident, a serious illness or a disability lasting for a period of three months or more that the services offered by their provincial government would cover a portion of the associated medical and/or hospital expenses.

On average,

Canadians believe that the monthly cost of a room in a long-term care facility is approximately \$2,000.

23%

of Canadians feel that their future healthcare needs will be entirely covered by the government.

39%

of Canadians expect that they will be required to pay for a certain part of healthcare costs; however, they do not necessarily have the financial means to do so.

53%

of Canadians feel the need to save to alleviate the financial impact of unexpected health problems.

Source: Desjardins Financial Security Survey on Health and the Desjardins National Financial Security Index – 2006 edition, telephone survey conducted by SOM research firm.



Is a loss of independence a serious issue for you?

IN THE EVENT OF A LOSS OF INDEPENDENCE, WHAT TYPE OF CARE WOULD YOU PREFER?

Remain at home?

A private-care facility?

A government subsidized facility?

Summary of related health costs...

HOME CARE

With nursing care, **the total cost of home care can easily add up to \$3,000 per month.**

- Home caregiver \$20 to \$25 per hour (average 3 hours per day)
- Home nursing care \$30 to \$60 per hour (average 1 hour per day)
- Domestic services \$18 to \$25 per hour (average 3 hours per week)
- Physiotherapy or occupational therapy \$60 to \$90 per hour (average 3 hours per week)
- Modifications/Renovations to residence \$4,000 to \$25,000

These prices are provided by Sigma Assisiel for reference purposes only. They can vary according to the province/area and the availability of the resources.

PRIVATE LONG-TERM CARE FACILITY

From \$1,500 to \$5,000 per month, depending on the province and area of residence.

Subject to a waiting period of two to nine months.

Sources: CHSLD, January 2007.

Ontario Ministry of Health and Long-Term Care.

GOVERNMENT-SUBSIDIZED FACILITY

Private room:

From \$1,500 to \$4,100 per month, depending on the province and area of residence.

Subject to a waiting period of up to two years.

Sources: Provincial Websites, 2005-2007.

YOUR TYPE OF CARE IN TERMS OF ADDITIONAL EXPENSES

Assuming that in the event of a loss of independence, the type and level of care you require costs approximately \$2,500 per month...

	Average length of time in a state of dependency	Additional amount required
Men	3.4 years	\$102,000
Women	6.5 years	\$195,000
Life expectancy of a person diagnosed with Alzheimer's	8 to 12 years	\$240,000 to \$360,000

The additional expenses associated with a loss of independence are added to your current expenses: mortgage/rent, groceries, utilities, etc. Will your income and/or retirement savings be able to support such withdrawals? And for how long?

Where will you get the money to pay for this type of care?

- Financial assistance from the government?
- Your additional benefits package to supplement your provincial healthcare plan?
- RRSP or other investments/savings?
- Selling your house, secondary property or valuable possessions?
- From your family or friends?

Protect the physical and financial well-being of your family

Several studies indicate that family members often sustain a variety of physical and/or psychological health problems because they often neglect their own health to tend to the needs of their loved ones. In fact, providing care to an elderly person may have numerous repercussions on an individual's life: social activities, employment, vacation, finances, health, living arrangements. Furthermore, such families are more likely to suffer from **stress, exhaustion, social isolation, financial problems and separation** (Orzeck et al., 2001).

Source: Statistics Canada 2002.

Independent Living™
Total Long-term Care

A READILY
AVAILABLE SOLUTION

You receive a tax-free monthly benefit;
You can choose where you wish to receive the care required;
You decide how you wish to use your benefits;
You do not have to submit any receipts;
You have assistance from a healthcare professional.

Avoid placing hardships on your family
and preserve your wealth in the event
of a loss of independence.

Independent Living offers you the freedom to
select the type and quality of care you need.

Desjardins Financial Security is a leading provider of health insurance products in Canada!

Desjardins Financial Security, across Canada

- **Ranks fourth** among all life and health insurance companies **nation-wide (and first in Quebec)** based on written premium volume.
- **5,000,000 people** rely on Desjardins Financial Security every day to protect their financial future.

Health and Quality of Life: the Focus of our Social Commitment

For several years now, Desjardins Financial Security has been supporting a number of organizations dedicated to health and maintaining quality of life for the elderly.

- Canadian Mental Health Association
- Baycrest Centre for Geriatric Care (Toronto)
- Desjardins research chair in nursing care for seniors and their families [Chaire Desjardins en soins infirmiers à la personne âgée et à la famille]
- Heart and Stroke Foundation of Canada
- Montreal Institute of geriatrics [Fondation Institut de gériatrie de Montréal]
- Quebec Heart Institute
- National scientific research institute [Institut national de la recherche scientifique]
- The Arthritis Society (Montreal and Quebec City)
- Alzheimer's Society
- Canadian Cancer Society
- and many more

A Leading Provider of Health Insurance Products

- **Independent Living:** provides long-term care benefits to help preserve quality of life, dignity and financial security.
- **Harmony:** the only critical illness insurance that covers complications arising from infectious diseases.
- **Harmony New Generation:** critical illness insurance for children that covers up to 31 illnesses/ conditions including 6 childhood illnesses.
- **Consumer's Critical Illness:** affordable protection for the most likely illnesses and conditions.
- **Enhanced Term 10 and Health Care Advance:** bundles life and health insurance into one plan with a benefit payment in the event of a critical illness and death.
- **Solo and Solo Health:** health coverage designed to meet the needs of self-employed workers and employees without group type benefits.
- **Executive Health Savings Plan:** a unique tax concept intended for business owners that offers joint ownership of critical illness insurance.
- Assistance Services included with each of the aforementioned insurance solutions.

THE CHOICE
IS YOURS

Independent Living™
Total Long-term Care

YOUR REPRESENTATIVE



desjardinsfinancialsecurity.com



Desjardins
Financial Security®

Money working for people