



ClearBenefits.ca

# GROUP BENEFITS FRANCHISE PROGRAM

# Better Benefits for the Franchise Industry...

ClearBenefits.ca is your complete Group Benefits provider, developing, distributing and managing a complete range of Group Benefits programs, featuring exclusive pooled programs for groups of 2–20+

- **Essentials Program** - preventative health focused coverage
- **Lifestyle Program** - enhanced, preventative health focused coverage
- **Group RRSP Program** - Pooled MERs



## Better Approach...

Our pooled programs balance quality coverage with stable rates, effectively eliminating the volatility common to most benefits plans for groups of 2 - 20+.

We use a “true insurance” approach towards benefits with a spread of risk across many clients, effectively transferring risk to the pool, delivering what clients expect a benefits plan should be.

## Better Benefits for the Franchise Industry

- Available for groups of 2+ (including owners)
- 100% family content groups eligible
- Coverage available from 6 months in business

### Pooled Programs:

- Pay Direct Drug & Dental Card
- claimsXchange® provider portal allows providers to electronically submit claims on behalf of their patients
- Direct Deposit of other claims
- On-line administrator and employee sites
- On-line employee booklets
- On-line forms

### Group Retirement Program

- Ideal for Groups of 3+ | Lower fees through Pooled IMF's

As a Group Benefits provider, we work to help ensure the right plan for your business, providing quality, sustainable benefits plans, meeting your needs within a comfortable budget.

\*Pooled Group Benefits Programs underwritten by Co-operators Life Insurance Company



# Benefits and the Franchise Industry

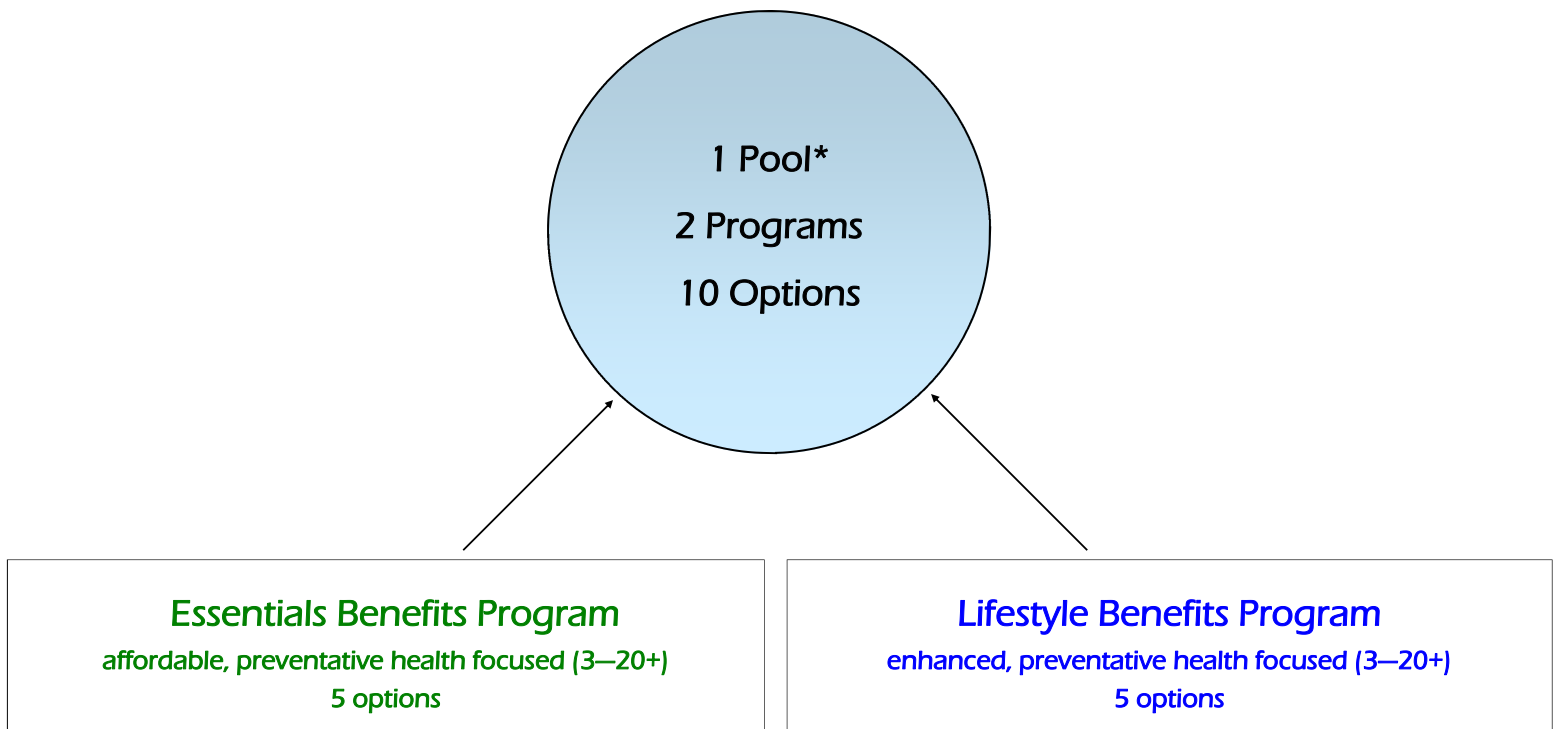
## Franchise Organizations & Benefits

- Franchises are independently owned and operated businesses
- In order to arrange a benefits plan for a franchise organization, insurers typically require participation of the franchisor head office and all franchisees with the franchisor taking on administration and financial responsibility for franchisee premiums
- As franchisees are independent business owners, obtaining 100% franchisee participation is generally not possible, nor is central administration by the franchisor possible or preferable
- This leaves the standard method of underwriting each location separately, resulting in a lack of continuity in benefits coverage and rates throughout the organization

## The Solution

**ClearBenefits.ca Franchise Program** ensure all locations have the same rate structure through pooled rates and claims, allowing for voluntary participation and choice of coverage options, with franchisees responsible for their own premiums and administration.

We have one of the only programs that meet the unique needs of the Canadian franchise industry.



- [ClearBenefits.ca](http://ClearBenefits.ca) takes the guesswork out of benefits through the spread of risk across many clients.
- No medical questions required\*  
\*(unless applying for Life Insurance or Disability coverage that is in addition to any guaranteed non-evidence maximums)

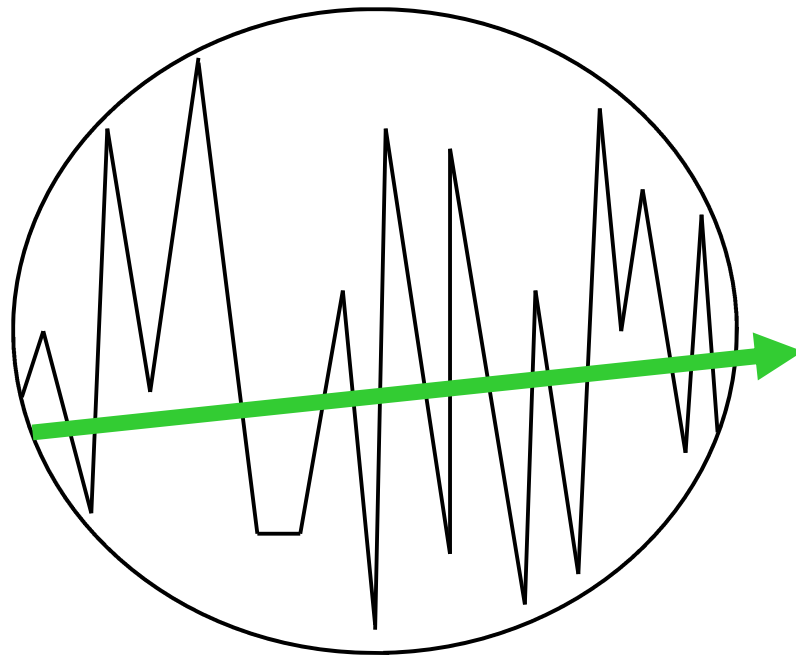
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# Clear Stability

## Our Pooled Approach

In order to create stability for all participants of our programs, our pooled approach blends the factors that normally create rate volatility for traditional group plans:

- Initial pricing
- Claims
- Average age
- # of staff
- Gender mix
- Inflation trend



While the factors affecting the rates for individual groups can vary significantly from year to year, our pooled programs have a proven history of delivering rate stability for all clients making our plans easier to budget for.

### Combined average annual rate adjustment:

- 7.91% - 10 year average to June 2018

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<b>Basic Life Insurance &amp; Accidental Death/Dismemberment</b>	<b>Option 1</b>	<b>Option 2</b>	<b>Option 3</b>	<b>Option 4</b>	<b>Option 5</b>
Employee Life Insurance (each benefit)	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Accidental Death & Dismemberment	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Dependent / Child	\$15,000 / \$7,500	\$15,000 / \$7,500	\$15,000 / \$7,500	\$15,000 / \$7,500	\$15,000 / \$7,500
<b>Optional Life Insurance / Optional AD&amp;D</b>					
Available in units of \$ 10,000 (\$500,000 maximum)	Optional	Optional	Optional	Optional	Optional
Available to employee and /or spouse	Optional	Optional	Optional	Optional	Optional
<b>Extended Healthcare</b>					
Overall Maximum	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Out-Of-Country Emergency \$5,000,000 / 90 days per trip	100%	100%	100%	100%	100%
Hospital/Ambulance	100%	100%	100%	100%	100%
Drug Expenses - Pay Direct Drug Card included on all options Generic / Brand coverage	100% / 80%	100% / 80%	90% / 70%	90% / 70%	80% / 60%
Drug Expense Annual Limit — per eligible family member	\$25,000	\$25,000	\$ 10,000	\$ 10,000	\$ 7,500
All Other Covered Expenses	100%	100%	90%	90%	80%
Paramedical Practitioners <b>Options 1–5 max. \$100 visit</b>	\$750	\$750	\$500	\$500	\$350
Vision: eye exams <b>once every 12 months</b>	R&C	R&C	R&C	R&C	R&C
Lens, Frames, Contacts <b>per 12 months</b>	\$350	\$350	\$300	\$300	\$250
<b>Dental</b>					
Annual Dental Maximum (per family member)	\$3,000	\$3,000	\$2,000	\$2,000	\$ 1,500
Recall Exams	1 / 6 months	1 / 6 months	1 / 6 months	1 / 6 months	1 / 6 months
Annual Deductible (single / family)	\$0	\$0	\$0	\$0	\$0
<b>Basic: (Routine Coverage)</b>					
Cleanings	80%	80%	80%	80%	80%
X-Rays	80%	80%	80%	80%	80%
Scaling	80%	80%	80%	80%	80%
Root Canals	80%	80%	80%	80%	80%
Oral Surgery	80%	80%	80%	80%	80%
Fluoride	80%	80%	80%	80%	80%
Gum Disease Treatment	80%	80%	80%	80%	80%
Denture Maintenance	80%	80%	80%	80%	80%
<b>Major Restorative</b>					
Crowns	60%	60%	50%	50%	n/a
On-lays	60%	60%	50%	50%	n/a
Bridges	60%	60%	50%	50%	n/a
Dentures	60%	60%	50%	50%	n/a
<b>Long Term Disability</b>					
% of eligible monthly earnings	66.67%	n/a	66.67%	n/a	n/a
Maximum monthly benefit	\$6,000	n/a	\$6,000	n/a	n/a
Benefit period	Up to age 65	n/a	Up to age 65	n/a	n/a
<b>Employee Assistance Program — by Morneau Shepell</b>	Yes	Yes	Yes	Yes	Yes
<b>Second Opinion Consult — by WorldCare</b>	Yes	Yes	Yes	Yes	Yes
<b>Short Term Disability (66.67% 1/8/16 Benefit Period)</b>	Optional	Optional	Optional	Optional	Optional
<b>Critical Illness</b>	Optional	Optional	Optional	Optional	Optional



# Group Retirement Program

Group Retirement plans from The Co-operators made easy for clients of [ClearBenefits.ca](https://clearbenefits.ca)

**Ideal for Groups of 3+ | Lower fees through Pooled IMF's**

## Investment Options:

The Co-operators offer a solid line of high quality investment choices through target-date funds, asset allocation funds, market-based funds and guaranteed interest accounts

## Customer Service:

Receive personalized service from a dedicated client service representative via toll-free phone number from anywhere in Canada. In-person reviews.

## Easy-to-use Tools:

Employees can access their plan information and watch their savings grow online, when it's convenient for them. A step-by-step investor profile questionnaire and online calculators help employees understand their comfort level with investment risk and plan the level of contributions required to meet their retirement savings goals.

## Plan Management and Communication:

Administration, contribution remittance and monitoring reports are done online, making plan management efficient so you're free to focus on your business. Your employees up can stay up-to-date through The Co-operators web services and informational newsletters.

## Regulatory Compliance:

The Co-operators write and file administrative contracts with the appropriate regulators and update them as necessary for legislation or plan changes, providing services designed to exceed industry



# a few questions...

- **Will my employees want a plan?**

Overwhelmingly, YES. Almost all employees value a benefits plan far in excess of a cash raise.

- **Will my employees value the plan we choose?**

Employees always seem to appreciate a benefits plan that provides good value. They could now have affordable access to a wider variety of quality healthcare than they may normally afford for themselves and their families (i.e. dental, prescriptions, vision, chiropractor etc.)

A healthier workforce means fewer sick days and less disruption for your business.

- **Is the plan affordable?**

Employers are always pleased with how affordable our plans are.

We look at a variety of factors in order to match the right cost structure to your unique situation.

- **Should we share the cost of the plan with our employees?**

Most employers share the cost of a plan 50/50 with their employees.

Generally employees expect there will be a cost sharing of the plan.

- **Can the “couple” rate apply to a single parent with 1 eligible dependent?**

Yes. It can apply to a married couple, common-law spouses or a single parent with 1 eligible dependent.

- **Is there much on-going administration?**

Not really. Normal ongoing administrator functions are just regular maintenance; adding/deleting employee & dependent information and payroll deductions of the employee portion. Employees are responsible for reporting any changes to the plan administrator, and for privacy, employees submit claims directly to the insurer.

- **Will we have help with the initial set-up and on-going support?**

Yes! We utilize a structured approach from our initial contact to the ongoing service.

Our structured approach is designed to ensure your plan runs smoothly, is kept current, contains costs, and effectively eliminates common administrative issues that can arise.

- **How much will this cost?**

We find that if the employer's portion of the monthly premium is approx. 2.5—3.5% of payroll (based on a 50/50 cost sharing with the employees), both the employer and the employees are comfortable and feel they are getting good value. Depending on the option selected, this can be more affordable than a cash raise, with no additional EI, CPP or WCB contributions.

## How do we get started?

For a quote, [submit on-line](#), email the attached form to [quotes@clearbenefits.ca](mailto:quotes@clearbenefits.ca)

# starting a benefits plan...

## Which plan is right?

- Each client has unique circumstances and similar needs
- Clients typically ask for a plan that is affordable with quality coverage and stable rates
- We recommend selecting a plan you are comfortable with, you can always upgrade later

## Pricing?

- Coverage levels directly affect rates
- Higher levels of coverage have higher premiums
- Decreasing levels of coverage have proportionately lower premiums
- Looking to contain costs? The only sustainable solution is to select a different coverage level

## Pooled Programs

- [ClearBenefits.ca](http://ClearBenefits.ca) pooled plans are ideal for clients wanting stable, predictable rates
- Shared risk through claims pooling makes our plans the easiest to budget for going forward

## Can plans be customized?

- Yes. Certain benefits can be adjusted for the needs of your business
- Contact us for more information

## What information is needed to get a quote?

### No existing plan:

- Company contact information
- Employee information

### Existing plan:

When a client decides to change suppliers, additional information will be requested. This simply provides the quoting insurers the required information in order to properly assess risk.

- Company contact information
- Employee information
- Current plan design
- Claims and rate history
- Copy of last billing statement
- EP3 Certificate

## We see a plan we like, what do we do now?

For more information on [ClearBenefits.ca](http://ClearBenefits.ca) products, contact us, or your group benefits advisor.

**Mail:** 338 - 1641 Lonsdale Ave., North Vancouver, BC V7M 2J5 | **Tel:** 778.338.4083 | **Tel (TF):** 888.803.3800  
**Fax (TF):** 888.692.0113 | **Email:** [connect@clearbenefits.ca](mailto:connect@clearbenefits.ca) | **Web:** [www.clearbenefits.ca](http://www.clearbenefits.ca)

**Franchise Program** Page \_\_\_\_

<b>Advisor Name</b>	<b>Effective Date</b>
<b>Company Name</b>	
<b>Business Address</b>	
<b>City / Province / Postal Code</b>	
<b>Phone</b>	<b>Email</b>
<b>Fax</b>	<b>Current Employee Benefit plan?    <input type="checkbox"/> Yes    <input type="checkbox"/> No</b>

Employee Name	Occupation	Birth Date	Gender	Province of Residence	Weekly Hours	Wage / Salary	Date Employed	S/C/F	Class

Payroll Frequency:     Weekly     Bi-weekly     Semi-monthly     Monthly  
 S = Single    C=Couple    F = Family    W = Waiving EHC & Dental    I/C = Independent Contractor