



Tips on TIPS Newsletter - December 2024



Monthly Payment Plan 2-Year Upgrade: Convenience, Savings, and Peace of Mind



Do you have a Visitor to Canada client who plans to remain in Canada for more than 12 months? Elevate their experience with 21st Century's 2-Year Upgrade on the Monthly Payment Plan. It's designed to provide uninterrupted protection and long-term peace of mind. With continuous coverage throughout the term, your client can enjoy seamless protection without the hassle of renewing annually. Year 2 brings a reinstatement of benefits. Plus, by locking in today's rates, they avoid future rate increases or age-band changes during their 2-Year term. This 2-Year policy also helps with client retention, keeping coverage active and eliminating the need to search for new insurance in the second year of their stay. Our 2-Year Upgrade is the perfect solution for long-term, worry-free protection! Let's take a closer look!

Convenience is Key

21st Century's 2-Year Monthly Pay Plan is available for **all visa types** that require insurance—not just the Super Visa! The client only pays a **2-month deposit** (plus the \$50 Policy Fee) while waiting for the visa application decision. They can lock in their coverage at today's rates.* When Year 1 ends, their **regular monthly payments continue seamlessly with no disruption**—all the way through to month 22 (at which point the policy will be paid in full). It's the ultimate in convenience, ensuring your clients stay protected without the hassle of annual renewals!

**The rate table is locked in on the purchase date but, since the premium is based on their age on their actual Effective Date, they may be subject to a premium change if they move into a higher age band before the policy is Activated.*

Reinstatement of Benefits in Year 2

Our 2-Year policy offers a **full reset of coverage** at the start of Year 2, even if claims were made in Year 1. The **policy's coverage limit resets to the full amount** at the beginning of Year 2, along with all other benefit maximums, including coverage for drugs, private nursing, healthcare practitioners, and more. The **30-day side trip limit** also resets, allowing your client more time to travel outside of Canada during their 2-Year term.

The pre-existing condition exclusion does not reset at the start of Year 2. This is a huge advantage for your clients. Unlike other policies, which would typically exclude a change in health as an unstable pre-existing condition, our continuous 2-Year policy only looks at your client's health in the **pre-existing condition period prior to the original Effective Date**, ensuring consistent coverage throughout the policy term based on their health prior to their Effective Date (at the start of Year 1).

Lock in Savings - No Surprises!

Secure unbeatable value for your clients with our 2-Year policy by **locking in today's rates** and **avoid potential rate increases** or **age band hikes** in Year 2. They also pay the \$50 Policy fee once (at the time the policy is issued), so your clients enjoy **no additional fees in Year 2**. Plus, they only pay for the time they're in Canada. With proof of return to their home country, we'll stop monthly payments and refund any unused premiums—even if they've had a claim.

To take advantage of the many benefits of a 2-Year policy, there is a small surcharge incorporated into their total premium cost and divided over the 24 monthly installments. **Under 70 the surcharge is 3.1%**, for those **70 to 85 it is 4.1%**, and for **age 86+ it is 5.1%**.

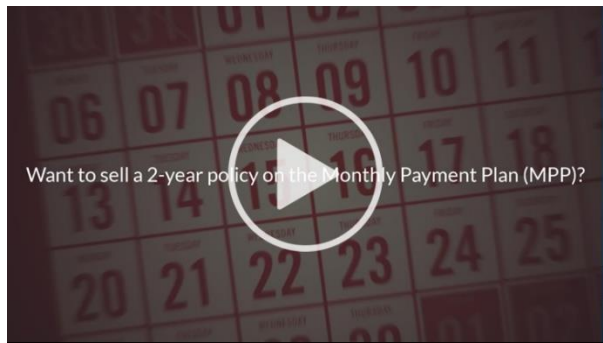
Long-Term Clients with Seamless Coverage

By avoiding any interruptions in their monthly payments, your clients are much more likely to maintain their coverage for their full policy term. Continuous coverage means there is **no need for clients to shop around** for new insurance in their second year, and you can **skip the headache of "re-selling" coverage** at the end of Year 1. With continuous coverage your clients stay protected and you keep their business, making it the perfect solution for long-term peace of mind and client retention.

Exclusive Coverage Reinstatement with 21st Century's 90-Day Provision

21st Century stands out from the competition with our unique **90-Day Provision**. Every company in Canada has the right to cease coverage for a medical condition once the emergency ends and the condition has stabilized – this is called the "End of Emergency", and it normally means there can be no more coverage for that same condition for the remainder of the policy term.

Our 90-Day Provision **reinstates coverage for a second or subsequent claim** relating to that same condition, **so long as the condition has been stable in the 90 days prior to the second or subsequent claim**. This feature is unique to 21st Century, and with our 2-Year policy there is more time for a client who has a claim to take advantage of this provision and be able to claim again for the same condition later in the policy term. Find out more about the 90-Day Provision by [CLICKING HERE](#).



Acceptable Methods of Payments for Policies

The only acceptable methods of payment in TIPS are Visa and MasterCard. If your client does not have a Visa or MasterCard, please have them e-transfer full payment to wendy@21stcenturytravelins.com make sure they include the quote number in the transfer. Our office will process the payment and notify you when the policy has been issued. E-transfer is not available for the Visitor to Canada monthly payment plan.

REMEMBER – you are not allowed to use your own credit card for a client's policy as per insurance regulations.

1040 Division Street, Unit 18
Cobourg, ON K9A 5Y5
Phone: 1-800-567-0021
Fax: 1-866-285-5727