

## Equitable Life NEWS!

Contact us at [EquitableLifeMarketing@equitable.ca](mailto:EquitableLifeMarketing@equitable.ca)

October 13, 2016

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### [Important product changes coming October 24, 2016](#)

Find out what's new. We will make every effort to process applications for new business and policy changes as G2 policies. Applications submitted early, with no missing information and including all requirements and the first payment, have a better chance of being issued as G2 policies.

### [Change to the Performance Interest Option – Canadian investment option on universal life](#)

Effective November 23, 2016, the underlying fund will change from the Sun Life MFS Balanced Growth Fund to the Equitable Life Active Balanced Fund. This fund has a similar investment objective and asset class. Universal life clients who are affected will receive a letter advising them of the change and asking them to contact their advisor if they wish to transfer their money to a different investment option and select a different investment option for future deposits.

### [Is your client a suitable candidate for a collateral loan using life insurance?](#)

Using a life insurance policy as collateral for a tax-free bank loan to supplement retirement income offers significant benefits, but it's not for everyone. Use these guidelines to help determine if it is right for your client.

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As a contracted advisor with Equitable Life of Canada, we are keeping you up to date on the promotions, product enhancements and other important information about our company.

Equitable Life of Canada  
1 Westmount Rd. North  
Waterloo, Ontario N2J 4C7  
Canada

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