New Software Release
The Wave (version 28.0)

TRANSITION RULES

BMO Insurance announces:

New and Improved Preferred Term 10 & 20 rates (effective May 26, 2014)

We've made our Preferred Term 10 and Preferred Term 20 plans even more competitive for both Single and Joint First to Die plans in our core markets.

- **NEW** entry and renewal rates for our Preferred Term 10 plan
- **NEW** entry rates for our Preferred Term 20 plan
- These rates represent both increases and decreases, depending on age, sex, smoking status and policy size.
- **NO CHANGE** to compensation rates

There are no rate changes to Preferred Term 30 or any Term riders on Universal Life and Whole Life plans.

Transition Rules:

- Any applications for Preferred Term 10 and Preferred Term 20 which are **received in our head office on or after May 26, 2014** will receive the new rates.
- Only original copies will be accepted – we will not accept faxed applications to meet these deadlines.
- During the transition period, policies that have been issued but not yet settled can be changed to The Wave (version 28.0) rates; by returning the policy, sending in a written request and completing all outstanding settling requirements by **June 9, 2014.**
- Any new or pending applications for Preferred Term 10 and 20 which are received in our Head Office New Business Department **before May 26, 2014 will automatically be issued The Wave (version 27.0) rates UNLESS we receive instruction** to apply The Wave (version 28.0) rates.
- **Policies already settled will not be changed.**

New Preferred Term 10 Exchange Program

We are pleased to announce the availability of a **NEW Preferred Term 10** to **Preferred Term 20 Exchange Program** available on any Preferred Term 10 base plan issued with The Wave (version 28.0) or later rates.

New Rate Bands and rates for 20 Pay Life (effective May 26, 2014)

In response to lower interest rates since the launch of 20 Pay Life in 2003, this whole life product has been re-priced and features the following:

- Premium rates have increased at all ages, while remaining competitive in key sectors
- Introduction of **two rate bands** – $25,000 - $99,999; $100,000+
- **NEW** cash value and reduced paid-up factors
- **NO CHANGE** to compensation rates

Transition Rules:

- Any applications for new **20 Pay Life** plans (or term conversions to 20 Pay Life plans) **received in our head office on or after May 26, 2014** will receive the new rates.
- Policies that are pending will be issued as applied for.
- Only original applications will be accepted - we will not accept faxed applications to meet these deadlines.
- **Policies already settled will not be changed.**

BMO Life Assurance Company
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1-877-742-5244

BMO Insurance

Preferred Term 10 (Standard Class)

Issue Rates	Male Non-Smoker	Male Smoker	Female Non-Smoker	Female Smoker
Under $250,000	0%	0%	-1%	1%
$250,000 to $499,999	-3%	-3%	-5%	0%
$500,000 to $999,999	-2%	-2%	-5%	0%
$1,000,000+	-2%	-2%	-7%	-2%

Preferred Term 20 (Standard Class)

Issue Rates	Male Non-Smoker	Male Smoker	Female Non-Smoker	Female Smoker
Under $250,000	-4%	-5%	-5%	-7%
$250,000 to $499,999	-3%	-4%	-4%	-6%
$500,000 to $999,999	-3%	-4%	-6%	-7%
$1,000,000+	-2%	-6%	-7%	-9%

Some rate increases apply. Run a quote on The Wave for details on how these rate changes affect a particular case.

NOTE: Above percentages are based on the average rate change for a standard class. Rate change may differ for Preferred Plus and Preferred Class.

IMPORTANT: NO CDS WILL BE MAILED
An electronic download of The Wave (v28.0) is now available at
http://advisorsupport.bmoinsurance.com/wave/ewavedownload.html

To find out more about BMO Insurance products, please call your MGA or the BMO Insurance regional sales office in your area.

Ontario Region	Quebec – Atlantic Region	Western Region
1-800-608-7303	1-866-217-0514	1-877-877-1272

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BMO Insurance

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Insurer: BMO Life Assurance Company

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