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## Instant Insight | Spring Mortgage Season Calls for Debt Protection Strategies | March Edition

Submitted by Tracey on March 30, 2016 - 4:52pm

Spring is in the air and the real estate market is blooming. You probably have clients looking to renovate or buy a house. **Do they have the right strategy in place to face the unexpected events that can happen in life?**

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### Spring Mortgage Season Calls for Debt Protection Strategies

Hello ,

Spring is in the air and the real estate market is blooming. You probably have clients looking to renovate or buy a house. **Do they have the right strategy in place to face the unexpected events that can happen in life?**

According to Statistic Canada, the ratio of household debt reached 163.7% for the third quarter of 2015. This means Canadians spend 1.64 dollar for every dollar they earned! In this spring mortgage season, we would like to remind you that we have a few options to protect your clients and their loved ones from financial hardships:

 **Term Life insurance** is a cost effective way to own life insurance to cover the mortgage payment period  
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? **SOLO Loan insurance** takes care of financial obligations by offering a monthly benefit in the event of a total disability

? **Critical Illness insurance**'s tax-free lump-sum could be used to cover loan payments in case of a critical illness diagnosis. Have you looked at our Consumers Critical Illness Insurance Simplified Issue lately? This **faster-issued contract** is a straightforward and affordable solution for your clients. They only have to answer our nine medical questions to qualify for this ten illnesses coverage.

**Now is a good time to talk debt protection strategies with your clients and find the best solution to fit their needs. Learn how to bundle all 3 solutions in one policy by calling us!**

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