

## ■ Critical Illness Insurance

### What is critical illness insurance?

Critical illness insurance is a form of insurance where the insurer is contracted to pay a lump-sum of cash if the insured is diagnosed with one of the critical illnesses listed in the insurance policy. The policy may require the insured to survive a minimum number of days from when the illness was diagnosed. The policy owner agrees to pay a stipulated premium amount, for a defined lump-sum amount of benefit in the event of a defined critical illness.

Insurance and annuities are offered by Edward Jones Insurance Agency (except in Quebec). In Quebec, insurance and annuities are offered by Edward Jones Insurance Agency (Quebec) Inc.

---

### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the critical illness insurance policy. The commission may vary depending on the insurance company issuing the policy, the type of coverage provided by the policy, and the amount of premium paid. The amount of premium you pay depends on the options and level amount of coverage you select, your age, gender, health, family health history and other factors.

In most cases, a commission is based on a fixed percentage of your first-year premium and includes a bonus as well. Edward Jones also receives annual renewal commissions for a certain period of years.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the total commissions/bonus and renewal commissions the insurance company pays to Edward Jones. Our revenue affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.