

Get it BEFORE you need it!

By Tracy Broeze, CFP

One day you have the security of a group healthcare plan. The next, whether through a career change, retirement, job loss, or cutbacks at work, your benefits are gone. Or maybe you are like many Canadians who must pay directly for dental visits or prescriptions. You may be self-employed or a small business owner looking for coverage for you and your family. Whatever your situation may be, there are affordable solutions to guard against unforeseen medical conditions that will have a negative impact on your financial plan.

For this reason, we offer individual and group coverage. That we offer insurance solutions often comes as a surprise to our clients until they realize that any circumstance that will have a financial effect needs to be addressed in the financial plan. Since we always look for the best for our clients, we shop the markets to find the best company, best coverage, and the best price.

If you think that you don't need health or dental coverage, think again. Asthma ranks as the most common chronic disease with an incident rate on the increase. 19 million people in North America suffer from acid reflux each year with treatment costing over 9 billion dollars a year. Mild depression would cost an individual at least \$500 per year for medication. How much was your last trip to the dentist? It doesn't have to take a trip to the emergency room for a health issue to have a significant financial impact.

Sometimes it takes a trip to the emergency room for people to start thinking that they should seek coverage but by then it's too late. If you wait for a need, a personally owned policy will exclude the condition you already have. So get the coverage while you are healthy!

Plan designs can be customized so that if you need prescription drug coverage, dental coverage or a combination of both, you can make your plan to fit your needs and budget. There are different options if you have recently lost group benefits but you need to make sure you look at replacing within 90 days of the end of the group coverage. If you delay, expect to pay more.

The business owners among us can enjoy a deductible business expense even if the plan has only family members. You may also opt for a Health Spending Account which allows for greater flexibility of coverage.

In addition to covering health and dental expenses, you can also customize policies to include travel insurance and vision care.

If you are about to lose or have lost your group coverage, or you would like to get new coverage, call us. We can help you design the plan that will work best for you and your family.