

GETTING GOOD ADVICE

Insurance agent/Insurance broker

Designations and regulatory bodies	<p>CLU – Chartered Life Underwriter* Requires the successful completion of CFP program and seven courses in financial planning, including life and health insurance and employee benefits. Sixty hours of annual continuing education are required to maintain designation.</p> <p>RLU – Registered Life Underwriter (in Quebec)** Requires the successful completion of nine university-level courses (375 hours) in financial planning, including financial management and insurance and annuities.</p> <p>CLU – Chartered Life Underwriter (in Quebec)** Requires the successful completion of 17 university-level courses (720 hours) in financial planning, including retirement and estate planning.</p> <p>* Regulated by the Financial Advisors Association of Canada (Advocis). ** Regulated by the Chambre de la sécurité financière.</p>
Services provided	<p>While these advisors generally specialize in life insurance and annuities, they may also be licensed to sell mutual funds and securities. A Chartered Financial Consultant (ChFC) can provide services similar to those of a financial planner, with additional expertise in estate planning and insurance-related issues. Chartered Life Underwriters (CLUs) may provide some financial-planning services, but their specialties are estate planning and insurance.</p>
Where to find them	<p>Insurance companies, independent insurance agencies, some banks and trust companies, some mutual fund dealers and some brokerage firms. Insurance agents typically work for one insurance company and can sell only their products. Insurance brokers are independent and may sell a variety of products from different providers.</p>
How they are paid	<p>Insurance agents and brokers are compensated for the services they provide by commissions on the products they sell. More and more companies are including a servicing element in their compensation plan to ensure that clients receive proper service. These trailer or service fees are often a percentage of the money invested and are paid to the agent or broker for maintaining the business.</p>
Who can benefit	<p>If one of your primary concerns is financial security or estate planning, look to insurance professionals for help. If you're maturing your Registered Retirement Savings Plan (RRSP) for retirement income, these professionals can provide you with a full range of annuity products. They can also assist you with developing a financial plan, but keep in mind that insurance professionals may be limited in the scope of products that they can provide.</p>