

# INSURANCE Journal

\$10 Vol. 24 No. 01 November/December 2019

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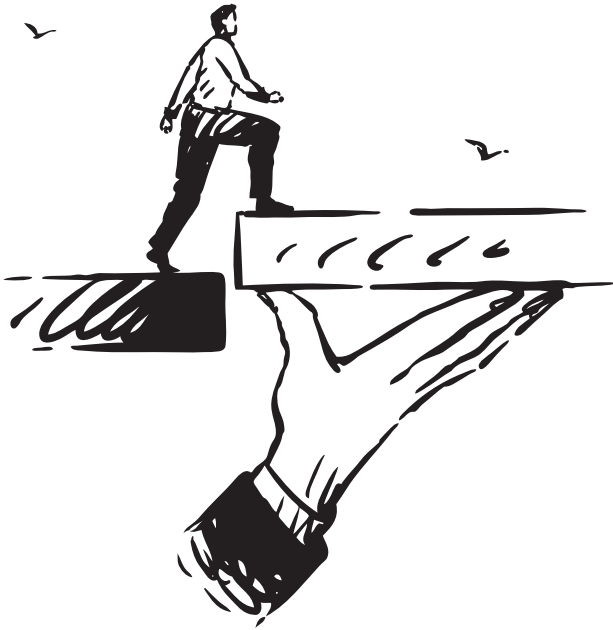
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Special Report  
**Saving an underfunded pension plan**

Living benefits  
**Critical illness insurance sales rebound**

Advisor Coach  
**Be a problem solver to win wealthy clients**

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Investment

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**Segregated fund sales slacken**

Sales of segregated funds and fixed annuities declined between Q2 2018 and Q2 2019.

This is what  
you missed  
this month...

Life  
Insurance

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**The C-Suite interview with Jim Boyle**

Foresters returns to its roots and aims to be "the most relevant and modern fraternal life insurer".

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**Critical illness insurance sales rebound**

After several negative quarters, CI insurance sales pick up momentum.

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**A digital transformation centred on advisors**

Christian Mercier, CEO of the newly renamed UV Insurance, discusses the insurer's technology strategy.

Society



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**New skills needed to work with vulnerable clients**

Advisors will have to learn additional skills when dealing with vulnerable clients, including seniors and those with mental health issues.



Entrepreneurship



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**Position yourself as a problem solver**

Wealthy Canadians are looking for advisors who can provide them with access to strategies and opportunities they wouldn't get elsewhere.

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**Jim Ruta on buying leads**

"Give someone a prospect and they have business for a day. Teach someone to prospect and they have business for a lifetime."



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