

Being Prepared: Protecting What Matters

May 2021



CBIA / Lawyers Financial



- Not-for-profit organization established 40 years ago to serve the financial needs of the legal community – lawyers, staff and families
- Comprehensive suite of insurance and investment products for individuals and firms

- Life: Term and Whole
- Critical Illness
- Disability / Business Expense
- Health & Dental
- Employee Benefits
- Home & Auto
- Travel
- Office Insurance


Discount Broker
Digital Advice
Managed Funds

Defined Benefit Pension Plan

Protecting what **MATTERS**

- ▣ Income
- ▣ Business
- ▣ Future



A person wearing a yellow helmet, orange jacket, and grey pants is rappelling down a rope. They are positioned in the lower left of the frame, with their arms outstretched. The background features a deep, rocky canyon with a river winding through the bottom. The right side of the image is partially covered by a white circular graphic containing text.

The risks to your income are real

1 in 5 Canadians will experience a mental illness at some point in their career.

SUITS



“All I do is think & type.”

- High expectations of expertise and success
- Stress of billable hours
- Constant scrutiny from opposing counsel, the courts, and clients
- Tendency to assume a client's burdens
- The inherently conflict-driven nature of the legal process
- COVID!
 - New technologies / process
 - Loss of boundaries between life and work
 - Too little or too much work



The Reality of Mental Illness for Lawyers

According to a 2016 ABA study:

- Lawyers are 3.6 times as likely to be depressed as people in other jobs.
- 28% of licensed, employed lawyers suffer with depression.
- 19% have symptoms of anxiety.

According to ULaw Canada:

- Rates of addiction among lawyers is 2.5 to 3.5X higher than national averages.
- More than a quarter struggle with depression.
- Junior associates are most at risk.

Protect Your **Income**

Disability Insurance – questions to ask:

- 7 If you have employee benefits, is the disability coverage enough to cover your income – today and into the future?
- 7 What's the difference between STD and LTD?
- 7 What's the difference between Disability and Critical Illness insurance?
- 7 Is there coverage for both injury and illness and how long will coverage last for each?
- 7 Is coverage own occ or any occ?
- 7 I'm a sole practitioner – what happens to my business if I become disabled due to injury or sickness?

Canadian Lawyer 2019 (average salaries)

New Calls	\$65K
2 years	\$95K
5 years	\$125K
7 years+	\$200K
Partner	\$300K+

Protect Your **Business**



Business Expense Insurance – questions to ask:

- 7 Under what conditions (i.e. total or partial disability) does this coverage kick in?
- 7 Which expenses are covered and which aren't?
- 7 What is the waiting period?
- 7 What are expense limits?
- 7 Is this reimbursement coverage – what do I have to do to get paid?

What's Covered?

| Salaries | Rent | Utilities | Equipment Leases |

Protect Your Business



Office Insurance

- 7 In addition to comprehensive coverage for damage to business property (i.e. fire, flood, vandalism), look for these value-added coverage options:
- Cyber risk
 - Damage to computers and electronic media
 - Loss or damage to valuable documents
 - Criminal activity including fraud
 - Employee theft
 - Ransom payment
 - Umbrella liability for bodily injury, property damage, personal and advertising injury

***Cyber attack:
It's not a question of 'if';
it's a matter of 'when'***





**Protect
Your
Future**

HAPPY
RETIREMENT

A background image showing two people in business attire working at a desk. One person is writing on a document with a pen, while the other's hand is visible near a clipboard. A calculator and a small potted plant are also on the desk. A large, semi-transparent white circle is overlaid on the right side of the image, containing the text and list.

Financial Planning

- Get a clear picture of your current financial situation
- Set goals
- Develop and follow a plan

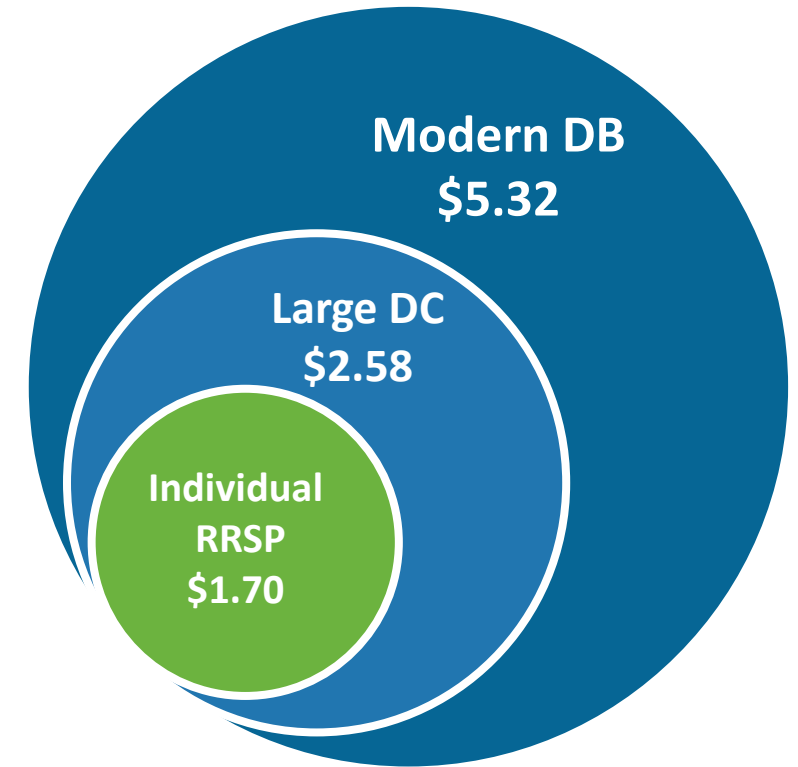
It's never too late!

Retirement Income



- Registered Retirement Savings Plans (RRSP)
- Defined Contribution Pensions
- Defined Benefit Pensions

The expected payout for each dollar contributed is much higher with a modern DB plan, compared to individual savings, or even a large DC plan... without the stress, risks or costs!



Source: 2018 study *The Value of a Good Pension*, prepared by the Healthcare of Ontario Pension Plan, NIA, and Common Wealth.

Bottom **LINE**



Put protection in place *before* you need it

**Consider yourself,
your business and
your future**

Don't go it alone

Thank You



www.lawyersfinancial.ca

