Why Introduce Clients to IMI Canada

Wealth advisors often identify financial risks that fall outside portfolio management, tax planning, and asset allocation. One of the most overlooked and relevant today is **healthcare access risk** — the exposure created when timely care is not available through the public system.

Why It Matters

An illness that can't be treated within a reasonable timeframe can derail even the strongest financial plan. Beyond the health impact, unplanned access to care can result in:

- Forced liquidation of assets
- Disruption to long term plans
- Reduced income from disability
- Increased debt and higher borrowing costs

The Insured Solution

International Medical Insurance (IMI) is a form of private medical coverage designed to fund timely access to care when public systems are delayed or unavailable.

It is not an investment product, but a risk management solution that complements wealth planning.

By providing a dedicated source of funding for private care, IMI helps protect client liquidity and long-term planning strategies when access delays create time sensitive financial risk.

Why This Differentiates You

Advisors who recognize healthcare access risk demonstrate:

- Broader risk awareness beyond markets and taxes
- A more holistic planning approach
- Proactive thinking rather than reactive problem solving

Introducing a licensed specialist to address the insured component positions you as an advisor who anticipates **real world threats to wealth**, not just portfolio volatility.

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