



MANULIFE FINANCIAL TRAVEL INSURANCE

Travel insurance sales:
a year-long journey

Like travel itself, selling travel insurance is a journey. It's a journey through the year, with different markets each month. Use this calendar to track whom you should target for sales, and when.

January	February	March	April
T <ul style="list-style-type: none"> Business travellers Families and individuals Snowbirds 	T <ul style="list-style-type: none"> Business travellers Families and individuals Spring break travellers 	T <ul style="list-style-type: none"> Business travellers Families and individuals 	V
May	June	July	August
T V <ul style="list-style-type: none"> Summer travellers Students Families 	T <ul style="list-style-type: none"> Summer travellers Students Families 	S T V <ul style="list-style-type: none"> Student travel (back to school) Students Summer travellers Snowbirds (early bird season) 	S T <ul style="list-style-type: none"> Student travel (back to school) Snowbirds (early bird season) Summer travellers
September	October	November	December
S T V <ul style="list-style-type: none"> Student travel (back to school) Students Snowbirds 	T <ul style="list-style-type: none"> Holiday travellers 	T <ul style="list-style-type: none"> Holiday travellers Business travellers Individuals and families Snowbirds (January departure) 	S T <ul style="list-style-type: none"> Student travel (back to school) Business travellers Individuals and families Snowbirds

S Student Travel

- Canadians studying in Canada outside their home province
- Canadians studying abroad
- International students in Canada

T Travelling Canadians

- Canadians travelling outside their home province

V Visitors to Canada

- Tourists
- Canadians ineligible for a government health insurance plan
- Those in Canada on a Work Visa or Super Visa
- Immigrants awaiting government health insurance

Travel80® Term Travel Insurance

- Multi-year travel medical insurance; emergency medical insurance for any number of 30-day trips
- For those who travel frequently or are concerned about their health, as it may affect insurability; and for clients planning an early retirement

Get a quote and apply at ManulifeTravelInsurance.com

For more information, contact our sales team at **1-800-346-9285** or Broker Support at **1-877-654-2757**.



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