Manulife *Vitality*: Rick Z. Member Story

The word that would best describe me before the Manulife *Vitality* program is "unmotivated".

[Rick sitting on a chair in his dining room.]

The word that would best describe me after the Manulife *Vitality* program is "confident".

In my culture, health is very important for me and all Chinese people.

[Rick walking with his wife outside.]

We set a good example for our children by eating healthy and staying active.

[Rick sitting on a chair in his dining room.]

In the past it was difficult.

[Close up of Rick and his wife holding hands as they walk outside]

After the birth of my child, I was tired...

[Rick walking with his wife outside.]

...because my wife and I were spending a lot of time taking care of our child.

[Rick sitting on a chair in his dining room.]

I didn't always watch what I ate or have time to work out.

[People walking on a city street.]

My insurance broker first told me about the Manulife *Vitality* program.

[Rick sitting on a chair in his dining room.]

He suggested this wonderful life insurance plan, which meets all my needs.

[People riding bikes on a city street, then cuts to Rick sitting on a chair in his dining room.]

At first, I was convinced this program was perfect for me, because I had always been an active person.

[People walking on a city street.]

The Manulife *Vitality* program's short-term goals helped a lot.

[Shot of a commercial building and people walking through a food market, then cut to a closeup of someone holding and examining a pear.]

The Apple Watch helps, because it gives me information about my activity and health.

[Rick sitting on a chair in his dining room.]

The Manulife *Vitality* program has some great benefits.

My premiums will decrease if I do well.

[Closeup of someone paying for their food at the food market.]

Other benefits, like discounts and gift cards, also really motivate me.

[Closeup of someone holding and examining peppers, then cut to rick and his wife walking outside.]

My family noticed changes in me, because I lost weight, I'm heathier, and I have more energy than before.

[Rick sitting on a chair in his dining room, then cut to people riding bikes on a city street]

In the short term, I would like to stay healthy and keep my Vitality Age as low was possible.

[Shot of a statue on a building, then cut to people walking on a city street.

I would also like to maintain my strength and endurance.

[Rick sitting on a chair in his dining room.]

Overall, I made a lot of improvements in my life.

[Rick standing outside in front of some neighbourhood homes looking at the camera.]

[On screen: Manulife *Vitality* logo. The website address “Manulife.ca/Vitality” appears beneath the logo.]

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