FORLIFE
Series
For lifetime guaranteed income
Introducing a new Series ➔ The FORLIFE Series
The Savings Stage-
Top Investment Managers
FORLIFE Series
For lifetime guaranteed income
Security 🍃 The freedom to choose 🍃 Simplicity
The New FORLIFE Series

**Security**

- 100% Guaranteed lifetime income
- 100% Guarantee on death

**The freedom to choose**

- Access to your savings at any time, for any reason

**Simplicity**

- Keep things simple!
- Not only for the client, but for you too…
New FORLIFE Series: Income Stage

- Clients may enter the ForLife Income Stage directly to receive immediate income payments
- Minimum $25,000 deposit
- 100% death benefit guarantee
- Access to market value at all times

The Income Stage
- For clients over age 50 who need guaranteed lifetime income
Retirement Income Options

The freedom to choose

• Annuity
• RRIF (Mutual funds or Seg funds)
• TSWP or Managed Payout
• GICs / GIAs

Move into the Income Stage of the FORLIFE Series
Income Stage: Immediate Income

**Income Stage**

- **FORLIFE guaranteed income payment**
  - Based on deposit value and
  - Current income rate (age and gender)
- Automatic resets every 3 years = potential for **higher** guaranteed lifetime income
- **100% Death Benefit Guarantee**
- Access to Market Value at all times
The Income Stage – Choice of Two Funds

**FORLIFE Guaranteed Maximum Income Fund**
Objective = Maximize Income Payments
- 100% Fixed Income

**FORLIFE Guaranteed Income & Growth Fund**
Objective = Preserve Capital / Maximize Growth Potential
- 70% IA Bond Fund
- 15% S&P/TSX 60 (Canada)
- 10% S&P 500 (U.S.)
- 5% MSCI EAFE (World, excluding U.S. and Canada)
<table>
<thead>
<tr>
<th>Fund</th>
<th>MER</th>
<th>Guarantee fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>FORLIFE Guaranteed Maximum Income</td>
<td>2.75%</td>
<td>Included in MER</td>
</tr>
<tr>
<td>FORLIFE Guaranteed Income &amp; Growth</td>
<td>3.00%</td>
<td>Included in MER</td>
</tr>
</tbody>
</table>
The Income Stage – Current Income Rates by Fund

- Based on Age and Gender
- Available from age 50
- Reviewed periodically

<table>
<thead>
<tr>
<th>Age</th>
<th>Guaranteed Maximum Income Fund</th>
<th>Guaranteed Income &amp; Growth Fund</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Male</td>
<td>Female</td>
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<tr>
<td>65</td>
<td>5.14%</td>
<td>4.87%</td>
</tr>
</tbody>
</table>

- Published in the illustration tool

*as illustrated in the CHOOSE IA Magazine
Current Income Rates will adjust with the level of interest rates\(^1\) ... 

For example:

- An increase in interest rates could translate into an increase in our Current Income rates

Once a deposit is made in the Income Stage, the current income rate is locked-in as the minimum FORLIFE payment and can only reset higher...

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\(^1\) Interest rates level is not the only factor that could impact income rates. Other factors such as longevity experience could also affect future income rates.
The Income Stage

Automatic Reset of Income
Every Three Years (only when higher)

Based on Market Value
  ➢ Income Stage Fund returns

AND

Based on Current Income Rate
  ➢ Increase in Age
  ➢ Potential increase in interest rates
Target from age 50+

- Clients looking for a pension plan
- Clients looking for RRIF Income solutions
- Annuities clients
- Clients invested in GICs
- Clients invested in Mutual or Segregated Funds
After a 35-year career, Peter, age 65, is now ready to enjoy his retirement.

- $200,000 to invest
- Immediate guaranteed lifetime income
- Access to his market value at any time
- Continue to participate in the equity markets
- Preserve capital on death

= Invest in Income Stage – which Fund?
The Income Stage
Peter Has a Choice of Two Funds

FORLIFE Guaranteed Maximum Income Fund
• Higher guaranteed income for life

FORLIFE Guaranteed Income & Growth Fund
• Capital preservation
• Guaranteed income for life
• Exposure to equity markets
Peter chooses the FORLIFE Guaranteed Income & Growth Fund

Income Stage – Income and Growth Fund

$200,000 Deposit

FORLIFE

$8,600 at 65

FORLIFE Income
$200,000 x 4.30%

Higher Potential for Capital Preservation
Projected Market Value after 5 years = $186,000

Using a net return of 3%
Income Stage – Income and Growth Fund

At age 68: $192,000 Market Value
Using a net return of 3%
Current Payment Rate: 4.66%

New FORLIFE Income
Higher of $8,600 and $192,000 x 4.66%

Automatic Reset every 3 years
Upside only
Guaranteed Income FORLIFE = $8,600
Three-Year Automatic Reset => New Guaranteed Income FORLIFE of $8,950

The freedom to choose

- Continued Participation in Equity Markets (Guaranteed Income & Growth Fund)
- Access to Market value at any time

Simplicity

- FORLIFE Income
FORLIFE Guaranteed Maximum Income Fund

Income Stage

$200,000 Deposit

$10,280 at 65

FORLIFE Income
$200,000 x 5.14%

Projected Market Value after 5 years = $158,000

Using a net return of 1%
Pension Plan for Your Clients

- Guaranteed Income FORLIFE
- Automatic reset of Income every 3 years
- Access to market value at all times
- Complete protection of investment upon death (100% Death Benefit Guarantee)
The FORLIFE SERIES Income Stage
Offer them a RRIF for Life

Mutual Funds RRIF

FORLIFE SERIES Income Stage

Max of:
• Minimum RRIF
• FORLIFE Income

Portfolio Market Value

Income
Minimum RRIF Payment

- **Total of deposits**: $500,000
- **Annual FORLIFE income paid**: $26,450
- **Current rate of income**: 5.29%

**Results**

- **Income fund**
  - FORLIFE Guaranteed Maximum Income: Fixed Rate 1.00%
  - FORLIFE Guaranteed Income & Growth: Fixed Rate 3.00%
## RIF Income Illustration

<table>
<thead>
<tr>
<th>Year</th>
<th>Age</th>
<th>Deposit ($)</th>
<th>Total deposits ($)</th>
<th>Rate of return</th>
<th>Contract market value ($)</th>
<th>Market value at transfer ($)</th>
<th>Annual FORLIFE income ($)</th>
<th>Amount paid at death ($)</th>
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<tr>
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<td>70</td>
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<td>64 802</td>
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<tr>
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<td>2034</td>
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<td>0</td>
<td>500 000</td>
<td>26 450</td>
<td>0</td>
</tr>
</tbody>
</table>
Income frequency:

- Monthly, quarterly, semi-annually or annually

First income payment

- Must be no later than December 31 of the next calendar year
Key points for your clients

• Secure/Sustainable lifetime income payments

• 100% capital protection on death

• Full access to market value at all times

• Guaranteed income for life with potential upward resets
Key points for you

• Simple solution for retirement income

• Income is guaranteed FORLIFE

• Freedom to access the market value at any time
<table>
<thead>
<tr>
<th>Sales Commission</th>
<th>Trailer Commission</th>
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<tbody>
<tr>
<td></td>
<td>DSC</td>
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<tr>
<td><strong>Savings Stage</strong></td>
<td></td>
</tr>
<tr>
<td>Income funds</td>
<td>4.00%</td>
</tr>
<tr>
<td>All other funds</td>
<td>4.00%</td>
</tr>
<tr>
<td><strong>Income Stage</strong></td>
<td></td>
</tr>
<tr>
<td>Both funds</td>
<td>3.00%</td>
</tr>
</tbody>
</table>

For DSC and CB 5 years, the trailer commission is equal to the FEL trailer after the 7th year!

*After the 4th year, the trailer commission is equal to the FEL trailer
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