



Financial Plan

PREPARED FOR:

**Robert and Diane Sample
Thunder Bay, Ontario**

August 4, 2016

PRESENTED BY:

**Your Assante financial advisors
Lana Smith and Judy Carson**

WEALTH PLANNING GROUP



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A note about information used to prepare your financial plan:

In preparing this plan, we have not reviewed any of your documents and have relied on the accuracy and completeness of the information that you have provided to us. If there are material inaccuracies or omissions in the information provided, this may affect our analysis and recommendations. Minor discrepancies should not affect our conclusions.

The financial projections contained in this plan are used to reach general conclusions as to the sufficiency of your resources to meet your lifestyle objectives. They are intended to be guidelines only. The future cannot be forecast with certainty and the degree of uncertainty normally increases with the length of the future period covered. Actual results over time will vary from the projections made in this plan and the variations may be material. Therefore, in reading this plan you should focus on the general conclusions reached at this time, rather than on the underlying detail.

WHY IS FINANCIAL PLANNING SO IMPORTANT?

You have ideas as to how you want to live your life. Where and how you'd like to live, things you'd like to experience and do. Just like any journey, you are more likely to reach your goals when you have a road map to help guide you. A solid financial plan will assess your current situation, and outline how to get from "where you are" to "where you want to be". The plan will also typically deliver one of two messages: peace of mind, as your financial affairs are in good order, or a reality check that you will need to make some changes in order to achieve your goals.

With insight and advice from your advisors, Lana Smith and Judy Carson, you can use the information in this financial plan to understand your current situation and set targets for how much you will spend and save so that you can achieve your goals.

We help you answer the following questions:

- **What do we have today?** We summarize your current net wealth.
- **Will it be enough to meet our needs?** We review your goals and determine if the amount you have saved and the money you expect to receive in the future will be enough to achieve your personal goals and lifestyle objectives.
- **What happens if things change?** We also look at the impact to your plan of changes to how much money you spend versus save, how much you earn on your investments (rate of return), and how long you live.
- **Is our family protected?** We look at what insurance you have and what would be needed to support your lifestyle objectives to determine if your family is protected in the event of death, disability or critical illness. We also look at the effect of income taxes in the event of death, to ensure you have enough to cover costs.

It is important to note that developing a financial plan is not a one-time isolated event. Just as your goals will change over time, so will your plan. Lana Smith and Judy Carson will work with you to implement and monitor your plan, making updates and changes as your life and circumstances change along the way.

About your financial plan

Throughout your financial plan, you will see conclusions we have reached based on our review and analysis of your situation, as well as our recommendations for action.

- ➞ This symbol indicates our conclusions including any recommended actions.

You should review each section of this plan carefully, and together with Lana Smith and Judy Carson consider all of the recommendations in this document to ensure that you continue to achieve your objectives.

YOUR LIFESTYLE OBJECTIVES

You've told us that you have the following goals, which we have used to build your financial plan. A more detailed listing of the facts and assumptions used in this plan is located in Appendix 1.

- Robert intends to retire at the age of 65, on February 1, 2018 – 2 years from now. Robert is projected to have 25 years of retirement, living to age 90.
- You want to ensure that you have enough money to provide approximately \$44,300 each year, to meet your cash flow needs. The \$44,300 is in today's dollars, not accounting for inflation. You have indicated that this amount will decrease to \$35,400 in retirement.
- You intend to spend 50% of any after-tax cash flow surpluses and invest 50% of any after-tax cash flow surpluses.
- You want to minimize taxes related to the transfer of your wealth to the next generation.
- You intend to cover 100% of your current lifestyle expenditures, in the event either of you were to die.
- You intend to cover 100% of your current lifestyle expenditures, in the event Robert were to become disabled.
- You have advised us that you currently spend the amounts listed in the "Today" column of the table below. Based on what you've told us, we have projected your spending in the first full year of retirement, in the year 2020, in the column titled "In Retirement".

Category	Today	In Retirement
Lifestyle expenditures	\$44,300	\$39,075
Vacation expense	\$0	\$6,623
EI premiums	\$955	\$0
CPP contributions	\$2,544	\$0
Life insurance premiums	\$402	\$167
Disability insurance premiums	\$1,279	\$0
Total Expenditures	\$49,480	\$45,865

ACHIEVING YOUR LIFESTYLE OBJECTIVES

What do we have today?

We have prepared this summary of your wealth position based on the information provided to us in your financial plan questionnaire dated June 13, 2016, and subsequent discussions with your Assante financial advisors, Lana Smith and Judy Carson.

	Robert	Diane	Joint	Total
Non-Registered Assets				
Assante Portfolio CC (Joint)			293,800	293,800
Sun Life Shares (Robert)	20,000			20,000
Total Non-Registered Assets	20,000		293,800	313,800
Registered Assets				
Assante RRSP (Robert)	4,800			4,800
Sun Life RPP (Robert)	675,400			675,400
Assante TFSA (Robert)	45,700			45,700
Assante RRSP (Diane)		7,100		7,100
Assante Sp RRSP (Diane)		34,200		34,200
Credit Union Sp RRSP (Diane)		20,000		20,000
Assante TFSA (Diane)		45,700		45,700
Total Registered Assets	725,900	107,000		832,900
Lifestyle Assets				
Home (Joint)			300,000	300,000
Turkey Lake Cabin (Joint)			200,000	200,000
Total Lifestyle Assets			500,000	500,000
Life Insurance Cash Value				
London Life	36,000			36,000
London Life	3,000			3,000
Total Life Insurance Cash Value	39,000			39,000
Total Net Wealth	784,900	107,000	793,800	1,685,700

Will it be enough to meet our needs?

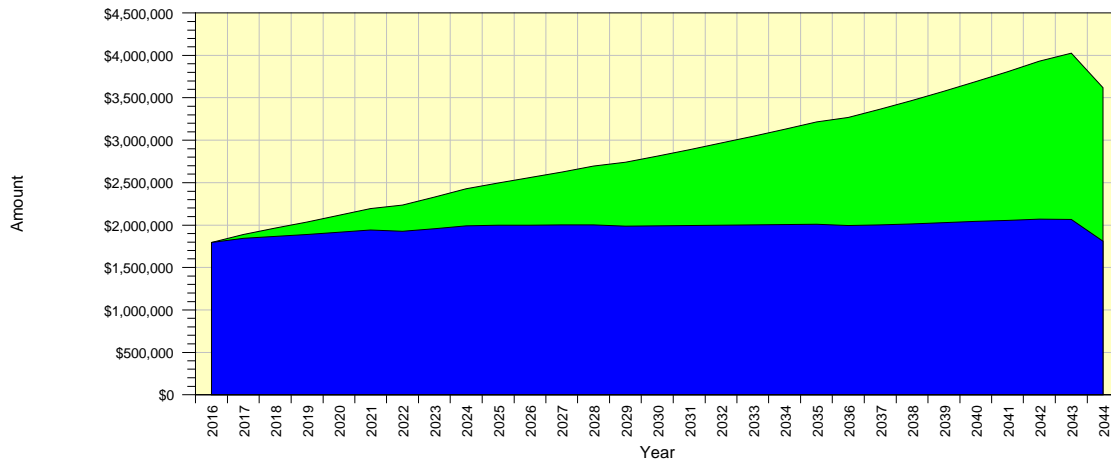
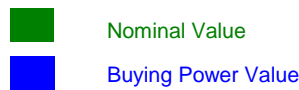
This analysis reviews your situation to answer the basic question: “Do we have enough?”

Our analysis indicates that your net wealth on the death of the surviving spouse at age 90 is projected to be approximately \$3,600,000.

- This indicates that your resources should be sufficient to meet your lifestyle objectives throughout your lives.

The effects of inflation will erode the buying power of your assets over time. This graph illustrates the projected buying power of your net wealth adjusted for our assumed rate of inflation of 2.5%.

Total Net Wealth



Our projections indicate that the buying power of your net wealth on the death of the surviving spouse at age 90 is projected to be approximately \$1,800,000. This is greater than your current net wealth of approximately \$1,700,000 and indicates that you will continue to accumulate capital throughout your lives.

Detailed facts and assumptions, including the rates of return used in our projections, are located in Appendix 1 of this plan.

What happens if things change?

The preceding analysis indicated that you should have enough to meet your lifestyle goals and objectives throughout your lives.

In order to show you how your plan is impacted by the variability of assumptions, we have also prepared the following scenarios to illustrate the effect of changing how much money you spend versus save, how much you earn on your investments (rate of return), and how long you live.

Before you take any action to either increase your spending or change your overall approach to investing, the results of these scenarios should be reviewed in detail with your advisors.

HOW LIKELY IS THE OUTCOME?

To give you an idea of how sensitive your plan is to how much you earn on your investments and how long you live, we ran an analysis on your plan 1,000 times using statistically randomized combinations of rate of return and life expectancy.

- Based on our analysis of your current situation, you currently have a 100% probability of success in achieving all of your goals and objectives throughout your lives.

HOW MUCH MORE COULD WE SPEND?

Spending more than you plan can have a significant impact on your ability to achieve your goals. We looked at increasing your spending to the point where you exhaust your liquid assets immediately prior to death, without incurring any annual cash flow deficits.

- If your regular annual lifestyle expenditures were approximately \$81,200 (and did not decrease at retirement), and you were to invest 100% of any cash flow surpluses, your resources would be sufficient to meet your lifestyle objectives throughout your lives.

WHAT RATE OF RETURN DO WE NEED?

Your situation is also impacted by the performance of your investments. We looked at decreasing the rate of return on your investment assets to zero to determine if your resources will still be able to support your lifestyle without incurring any annual cash flow deficits.

- If all of your investment assets earned a 0% rate of return your resources would still be sufficient to meet your lifestyle objectives throughout your lives.

PROTECTING YOUR FAMILY

Is our family protected if Robert were to die?

An important consideration is whether the surviving spouse, if one of you were to die, would have enough to continue to meet the lifestyle objectives you have set. We analyze the need for life insurance to provide for Diane if Robert were to die.

The table below illustrates what amount of insurance coverage would be needed to support the surviving spouse, in the event of Robert's death on December 31 of each year over the next 10 years. We have also looked at your existing insurance coverage, and identified whether there is a projected excess or shortfall.

IF ROBERT WERE TO DIE – WOULD DIANE BE OKAY?

Year	Age	Insurance Needed	Existing Insurance - Dying Member	Existing Insurance - First to Die	Excess or (Shortfall)
2016	63/62	0	165,000	0	165,000
2017	64/63	0	167,400	0	167,400
2018	65/64	0	5,000	0	5,000
2019	66/65	0	5,000	0	5,000
2020	67/66	0	5,000	0	5,000
2021	68/67	0	5,000	0	5,000
2022	69/68	0	5,000	0	5,000
2023	70/69	0	5,000	0	5,000
2024	71/70	0	5,000	0	5,000
2025	72/71	0	5,000	0	5,000

- The above table illustrates that you should have enough coverage to support Diane in the event of Robert's death at any point in time over the next 10 years.

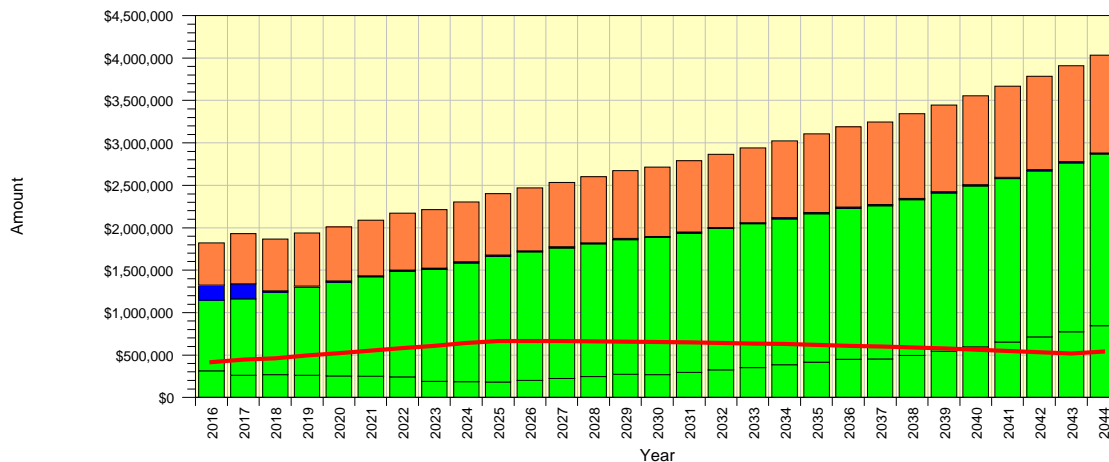
IF WE BOTH WERE TO DIE – WOULD OUR ESTATE HAVE ENOUGH LIQUIDITY TO PAY OUR FINAL INCOME TAXES?

On your death, many of your assets become subject to income tax. You may not want to be forced to sell assets such as your home or cabin in order to pay those taxes. Life insurance can be a very cost effective tool to provide your estate with liquidity.

This analysis determines if you have sufficient liquidity in your estate to pay your final income taxes by comparing the estimated income tax liability on your deaths to your projected assets in each year between 2016 and 2044.

Assets that are readily convertible into cash, such as registered and non-registered investments, are defined as liquid assets (green). The blue bars represent the life insurance proceeds, if any, receivable in any given year by your estate. Illiquid assets (orange) are assets that are not readily convertible into cash, such as real estate. The red line represents the estimated income tax liability on your deaths over the same period of time. As long as the red line remains below the orange bars your estate will have sufficient liquidity to pay your final income taxes.

Estate liquidity



- The above illustration indicates that your liquid assets (which would include any life insurance that is receivable by your estate) should exceed your estimated income tax liability on death in each year throughout your lives. Therefore, your liquid assets could be used to fund the income tax liability on your deaths.

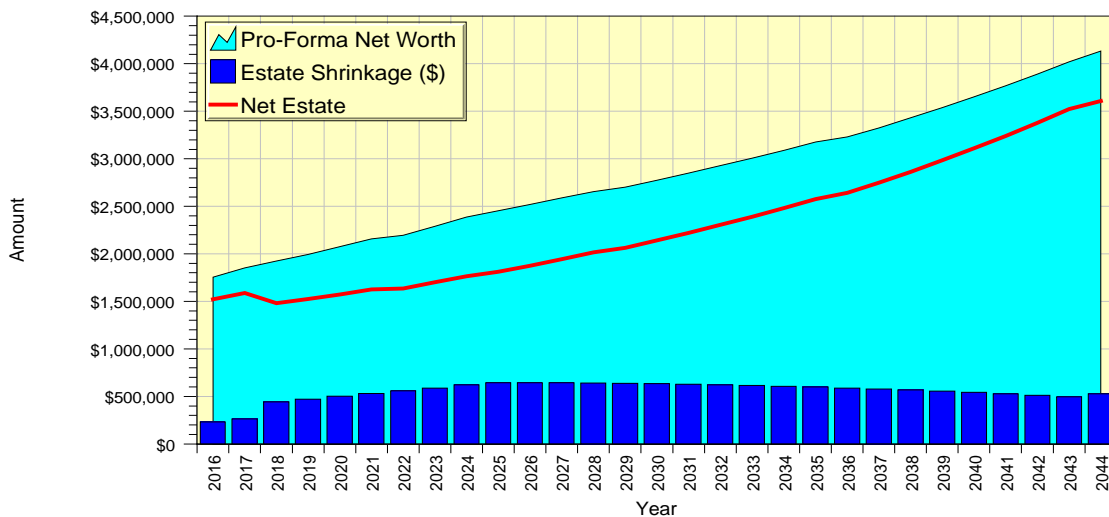
IF WE BOTH WERE TO DIE – WOULD OUR ESTATE BE ERODED BY INCOME TAXES?

On death, taxes will reduce the amount of your estate available to your beneficiaries. This analysis looks at whether life insurance could be used to preserve the capital of your estate from the effects of taxation.

The previous analysis indicated that you could use your liquid assets to fund the income tax liability on your deaths. However, you may want to use additional life insurance to fund that tax liability. Life insurance can be a very cost effective tool to preserve the value of your estate.

The dark blue bars in the following graph illustrate your “Estate Shrinkage” in each year throughout your lives assuming that you both die in the same year. The light blue area shows the gross value of your estate before both income taxes on death are paid and life insurance proceeds are received, for comparison. The red line represents the net after-tax value of your estate. As long as the dark blue bars remain below the \$0 line on the graph your estate will not be eroded by your final income taxes. Dark blue bars above the \$0 line indicate estate shrinkage.

Estate preservation



- The above graph indicates that the value of your estate will be eroded by income taxes on death at various points in time throughout your lives. As such, you may wish to consider the use of additional life insurance to preserve the capital of your estate.

This illustration does not reflect the life insurance policy with a death benefit of \$5,000, which is payable directly to Robert’s brother.

Appendix 4, at the end of this plan, provides a table showing selected details from the above graph, including your projected income taxes on death, if you were both to die in any year, for each year of the plan.

IF WE WERE BOTH TO DIE – HOW COULD WE EFFICIENTLY FUND OUR TAX LIABILITY ON DEATH?

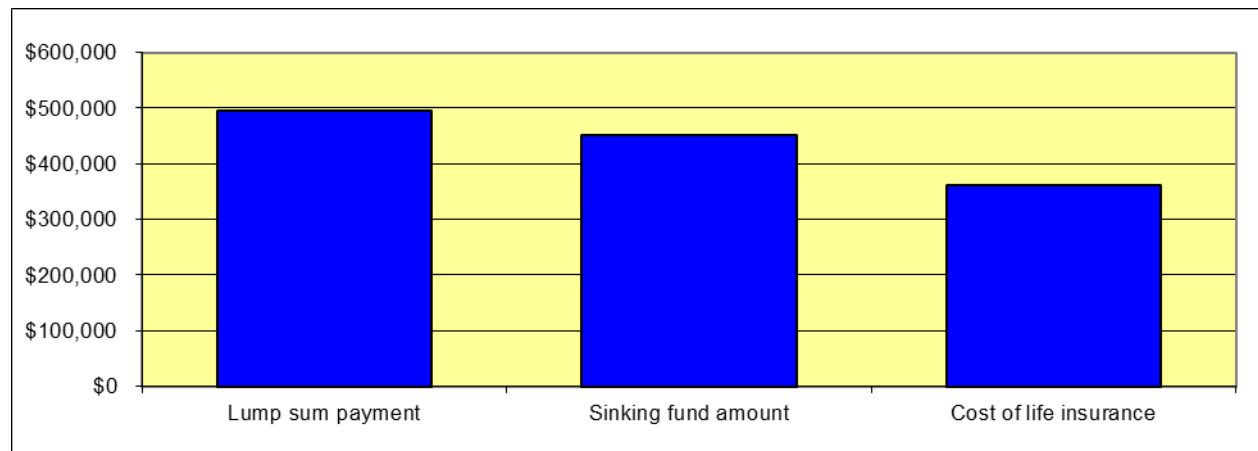
Although the previous analyses indicated that your estates have sufficient assets and the necessary liquidity to fund the tax liability on your deaths, a more efficient use of capital may be to utilize life insurance to pay the taxes.

Alternative ways to fund tax liabilities on death

There are three basic strategies that can be used to fund future tax obligations. They are as follows:

- **Make a lump sum payment from the estate** – This strategy could cost the estate a significant portion of its total value. If the sale of estate assets must be carried out quickly or at a time when market values are depressed, the impact will be magnified.
- **Create an investment sinking fund** – This strategy creates exposure in situations where premature death results in the tax liability exceeding the accumulated fund balance at the time. In addition, taxes will have to be paid on any income earned on the accumulating funds.
- **Use life insurance** – This strategy preserves the assets of the estate while ensuring that funds are available to pay the tax liability. In most situations, the fixed cost and guaranteed proceeds of insurance is a more efficient use of capital than either of the two alternatives above.

The following graph illustrates the relative costs for each of the three alternative strategies noted above, on the assumption that you wish to cover the maximum amount of estate shrinkage noted in Appendix 4, which is projected to be approximately \$645,000 in the year 2026. The cost of life insurance is based on a \$650,000 term-to-100 joint last-to-die policy for persons of your ages, assuming that you are both non-smokers and that Diane is not insurable.



- If using life insurance is of interest to you, Lana Smith and Judy Carson could assist you in obtaining the appropriate coverage.

Is our family protected if Robert were to become disabled?

At any given point in time, the risk of becoming disabled is greater than the risk of dying. Disability can occur either over a long period of time, due to illness or age, or can be a split-second event. The risk of disability can be covered through non-insured sources such as investment assets, through government benefits or through specific disability insurance as part of a group plan or individual policy.

There are many aspects of disability coverage that should be reviewed to determine if you have sufficient coverage to meet your family's lifestyle objectives in the event of permanent disability.

Generally, disability coverage can only be obtained to replace income earned from employment or from a profession. Each disability policy will define what constitutes a "disability" for the purpose of making a claim and what short-term or long-term disability means. Each policy will also provide some limits to coverage such as a waiting period before benefits commence and cessation of benefits at a specified age.

We analyze the effect on your situation if Robert were to become permanently disabled, on December 31, 2016. This analysis assumes that:

- Robert's employment income ceases
- benefits would be payable under any existing short-term and long-term disability insurance policies.

IF ROBERT WERE TO BECOME DISABLED – WOULD WE BE OKAY?

- Our analysis indicates that if Robert were to become permanently disabled, your resources should be sufficient and you would not incur any sustained cash flow deficits throughout your lives. This indicates that Robert should not need additional disability insurance to meet your lifestyle objectives.

Is our family protected if Robert were to become critically ill?

If you contract a severe medical condition such as cancer or have a heart attack, you may not be able to continue working. In addition, you may not be able to afford medical treatment not covered by government health plans, or special treatments only available out of country.

Critical illness insurance provides a tax-free lump sum payment on the occurrence of a critical illness. The lump sum can be used to fund any of the costs associated with the recovery from such an illness, to replace lost income, or in any other way you wish. In addition, many critical illness policies offer a variety of options, including a reimbursement of all premiums paid if you do not receive a critical illness benefit during a specified period.

We analyze the effect on your situation if Robert were to become critically ill, but not permanently disabled, for a period of one year beginning on December 31, 2016. This analysis assumes that:

- Robert's employment income ceases for a period of one year
- benefits would not be payable under any existing disability insurance policies
- you incur \$100,000 of additional expenses during 2017.

IF ROBERT WERE TO BECOME CRITICALLY ILL – WOULD WE BE OKAY?

- Our analysis indicates that if Robert were to become critically ill, your resources should be sufficient and you would not incur any sustained cash flow deficits throughout your lives. This indicates that Robert should not need critical illness insurance to meet your lifestyle objectives; however, you may want to explore the cost effectiveness of critical illness insurance as an alternative to using your existing assets.

ACTION PLAN

Summary of recommendations

Below is a summary of our recommendations for the different components of your financial plan, which you, Lana Smith and Judy Carson should review in light of your circumstances and objectives.

ACHIEVING YOUR LIFESTYLE OBJECTIVES

Robert

- Continue to maximize your RRSP contributions on an annual basis.

Both Robert & Diane

- Continue to maximize your TFSA contributions on an annual basis.
- Consider consolidating your investment portfolio for easier management and monitoring of results.
- Review your current Investment Policy Statement with your financial advisors to ensure that your asset allocation remains appropriate as you approach retirement.

PROTECTING YOUR FAMILY

Both Robert & Diane

- Continue to pay the annual premiums on your existing life and disability insurance policies in order to keep them in force.
- Consider purchasing additional life insurance as a cost-effective method of replacing the capital of your estate that will be lost to taxation on death.

PERIODIC REVIEW

Both Robert & Diane

- Review your financial situation and insurance coverage regularly with your Assante financial advisors, Lana Smith and Judy Carson, to ensure that you remain on track to achieve your lifestyle objectives.

APPENDIX 1: FACTS AND ASSUMPTIONS

Personal assumptions

In preparing this plan, we have used the following personal assumptions:

- Robert is currently 63 years old and Diane is currently 62 years old.
- Statistics Canada's average life expectancy, given your current ages, is 81 for Robert and 84 for Diane. Please note that as an "average", there is a 50% probability that you will outlive this statistical age. Therefore, in order to be conservative we have assumed a greater-than average life expectancy in our projections. Our plan assumes a life expectancy of 90 years for both of you.
- Our plan is based on your estimate of your regular annual after-tax lifestyle expenditures, as well as the other expenditures noted in the summary which follows. We have assumed that your annual expenditures will increase by the assumed rate of inflation (2.5%).
- You have advised us that you are both residents of Canada for income tax purposes. You have also advised us that neither of you are US citizens or US Green Card holders.

Financial assumptions

We have made the following financial assumptions:

- **Annual Deficit Coverage** - Annual deficits are covered from non-registered investments before registered investments are accessed.
- **Retirement Asset Transfers** - Your retirement savings assets (i.e. RRSPs and LIRAs) are not transferred to income stream generating assets (i.e. RRIFs, LIFs, or annuities) until December 31st of the year in which you reach age 71.
- **Life Insurance Proceeds** – The net wealth and net estate projections and graphs contained in this plan do not include the value of any life insurance proceeds that are payable directly to beneficiaries other than the spouse and the estate of the deceased.

Income tax assumptions

In preparing the projections, we have assumed that the federal tax rates do not change. However, the tax brackets and tax credits will increase by 2.5% per year due to the fact that we have assumed an inflation rate of 2.5%. This is in accordance with federal legislation that annually indexes income tax brackets and tax credits by the rate of inflation.

Federal and provincial budget proposals

Federal and provincial budgets often propose income tax related measures that are to take effect over a number of years. In addition, there are federal and provincial measures that propose changes to pension and other legislation.

Please note that some of the tax and other changes contained in these measures remain proposals for extended periods of time, and these proposals may be subject to change prior to the ultimate passage of the legislation. Software limitations preclude us from reflecting the impact of these proposals in the financial projections included with this plan until the proposals become law.

Summary of personal financial information

General Information

Detail	Robert	Diane
Birth Date	Jan 2 1953	May 28 1954
Retirement Date	Feb 2018	Jun 2019
Disability Date	N/A	Unknown
Life Expectancy	Dec 2043	Dec 2044
CPP/QPP Benefits start on	Age 65	Age 65
OAS Benefits start on	Age 65	Age 65
Qualify for % of Max. CPP/QPP Benefits	100%	76%
Qualify for % of OAS Benefits	100%	100%
Earned Income (2015)	\$80,000	\$0
Pension Adjustment (2015)	\$10,800	\$0
Unused RRSP Deduction Room	\$0	\$0

Tax Options

The option “**Joint Election to Split Pension Income**” was selected. By selecting this option both clients have agreed to split their pension income for tax purposes.

Children

Name	Birth Date
Carl	Mar 11 1979
Sherry	Mar 11 1981

Regular Income

Income Source	Member	Applicable	Amount	Indexed
Employment Salary	Robert	Jan 1 2016 to Jan 31 2018	\$80,000	1.50%

Regular Expenses

Expense	Member	Start Date	End Date	While Working	While Retired	While Survivor	Annual Amount	Indexed
Lifestyle Expenses	Robert	Jan 1 2016	N/A	100%	100%	100%	\$35,400	Inflation
Additional Pre-retirement Expenses	Robert	Jan 1 2016	Jan 31 2018	100%	0%	100%	\$8,900	Inflation
Vacation Expense	Robert	Feb 1 2017	Feb 1 2022	100%	100%	100%	\$6,000	Inflation

Lump Sum Expenses

Expense	Member	Applicable	Amount	Indexed
Expense Incurred if Critically Ill	Robert	Robert's Critical Illness Date	\$100,000	No

Semi-Regular Expenses

Expense	Member	Start Date	End Date	Every	Amount	Indexed
New Vehicle	Robert	Jun 1 2022	Jun 1 2036	7 years	\$40,000	Inflation

Surplus Expenses

Surplus Of	Percentage	Applicable
Robert and Diane	50%	Jan 1 2016 to Dec 31 2043 (the latter of Robert and Diane's Deceased Date minus 1 year)

Lifestyle Assets

Asset Name	Purchase Date	Purchase Amount	Market Value Date	Market Value	Growth Rate	Standard Deviation
Home (Joint/Lifestyle)	Jan 1 2011	\$190,000	Jan 1 2016	\$300,000	2.5%	0.0%
Turkey Lake Cabin (Joint/Lifestyle)	Jan 1 1986	\$120,000	Jan 1 2016	\$200,000	2.5%	0.0%

Portfolio Assets

Asset Name	Market Value Date	Market Value	Cost Base	Int. (%)	Div. (%)	Cap. Gain (%)	Def. Growth (%)	Std. Dev. (%)	Total (%)
Assante Portfolio CC (Diane/Non-Reg.)	Jan 1 2016	\$0	\$0	0.00	0.70	1.30	3.00	9.10	5.00
Assante Portfolio CC (Joint/Non-Reg.)	Jan 1 2016	\$293,800	\$301,600	0.00	0.70	1.30	3.00	9.10	5.00
Assante Portfolio CC (Robert/Non-Reg.)	Jan 1 2016	\$0	\$0	0.00	0.70	1.30	3.00	9.10	5.00
Sun Life Shares (Robert/Non-Reg.)	Jan 1 2016	\$20,000	\$10,000	0.00	3.30	0.00	3.70	18.75	7.00
Life Insurance Proceeds (Joint/Non-Reg.)	Jan 1 2016	\$0	\$0	0.00	0.70	1.30	3.00	9.10	5.00
Assante RRIF (Diane)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Assante RRIF (Robert)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Assante RRSP (Diane)	Jan 1 2016	\$7,100	\$7,100	0.00	0.00	0.00	5.00	9.10	5.00
Assante RRSP (Robert)	Jan 1 2016	\$4,800	\$4,800	0.00	0.00	0.00	5.00	9.10	5.00
Assante Sp RRSP (Diane/RRSP - Spousal)	Jan 1 2016	\$34,200	\$34,200	0.00	0.00	0.00	5.00	9.10	5.00
Assante TFSA (Diane)	Jan 1 2016	\$45,700	\$45,700	0.00	0.00	0.00	5.00	9.10	5.00
Assante TFSA (Robert)	Jan 1 2016	\$45,700	\$45,700	0.00	0.00	0.00	5.00	9.10	5.00
Sun Life LIF (Robert)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Sun Life LIRA (Robert)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Sun Life RPP (Robert/RPP - money purchase)	Jan 1 2016	\$675,400	\$675,400	0.00	0.00	0.00	5.00	9.10	5.00
Sun Life RRIF (Robert)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Credit Union RRIF (Diane)	Jan 1 2016	\$0	\$0	0.00	0.00	0.00	5.00	9.10	5.00
Credit Union Sp RRSP (Diane/RRSP - Spousal)	Jan 1 2016	\$20,000	\$20,000	0.00	0.00	0.00	5.00	9.10	5.00

Life Insurance Policies

Description:	Sun Life		
Policy Type:	Permanent Life	Owner:	Diane
Effective Date:	May 1 1985	Insured:	Diane
Death Benefit:	\$10,000	Beneficiary:	Robert
Cash Surrender Value (CSV):	\$0	Premium Payer:	Diane
Premiums cease on:	Never	Annual Premium Payments:	\$167
CSV payable with Death Benefit:	No	Coverage ceases on:	Never
Death Benefit payable when coverage ceases:	No	Disability Waiver:	No
Description:	Sun Life Group Policy		
Policy Type:	Term 1 Life	Owner:	Robert
Effective Date:	Dec 31 2015	Insured:	Robert
Death Benefit:	\$160,000 ¹	Beneficiary:	Diane
Cash Surrender Value (CSV):	\$0	Premium Payer:	Robert
Premiums cease on:	Feb 1 2018	Annual Premium Payments:	\$235
CSV payable with Death Benefit:	No	Coverage ceases on:	Feb 1 2018
Death Benefit payable when coverage ceases:	No	Disability Waiver:	No
Description:	London Life		
Policy Type:	Permanent Life	Owner:	Robert
Effective Date:	Jul 1 1973	Insured:	Robert
Death Benefit:	\$5,000	Beneficiary:	Diane
Cash Surrender Value (CSV):	\$36,000	Premium Payer:	Robert
Premiums cease on:	Never	Annual Premium Payments:	\$0
CSV payable with Death Benefit:	No	Coverage ceases on:	Never
Death Benefit payable when coverage ceases:	No	Disability Waiver:	Yes
Description:	London Life		
Policy Type:	Permanent Life	Owner:	Robert
Effective Date:	Dec 1 1970	Insured:	Robert
Death Benefit:	\$5,000	Beneficiary:	Harvey Sample
Cash Surrender Value (CSV):	\$3,000	Premium Payer:	Robert
Premiums cease on:	Never	Annual Premium Payments:	\$0
CSV payable with Death Benefit:	No	Coverage ceases on:	Never
Death Benefit payable when coverage ceases:	No	Disability Waiver:	Yes

¹ We understand that the death benefit is 2 times salary, indexed by 1.5%.

Disability Insurance Policies

Description:	Sun Life Group STD	Insured:	Robert
Policy Type:	Group STD	Effective Date:	Dec 31 2015

Benefits are **100% of salary (taxable)**.
 Benefits begin **immediately** and are paid **for 182 days**.
 Premiums are **paid by your employer**.

Description:	Sun Life Group LTD	Insured:	Robert
Policy Type:	Group LTD	Effective Date:	Dec 31 2015

Benefits are **70% of salary (tax-free)**.
 Benefits begin **after 182 days** and are paid **until age 65**.
 Premiums are **\$1,279/year** and end on retirement.

Regular Savings Strategies

Asset Name	Applicable	Amount	Indexed
Assante TFSA (Robert)	Jan 1 2016 to Dec 31 2043	\$5,500/Year	Inflation
Assante TFSA (Diane)	Jan 1 2016 to Dec 31 2044	\$5,500/Year	Inflation
Sun Life RPP (Robert/RPP - money purchase) <i>Includes employer contribution of</i>	Jan 1 2016 to Jan 1 2018	\$900/Month \$700/Month	1.50%

Lump Sum Asset Purchase Strategies

Asset Name	Applicable	Amount	Indexed
Turkey Lake Cabin (Joint/Lifestyle)	Jun 1 2016	\$80,000	Inflation

Regular Asset Redemption Strategies

Asset Name	Applicable	Amount	Indexed
Assante Portfolio CC (Joint/Non-Reg.)	Jan 1 2016 to Dec 31 2044	\$11,000/Year	Inflation

RRSP Maximizer Savings Strategies

Asset Name	Applicable	Constrained by Cash Flow	Time of Year
Assante Sp RRSP (Diane/RRSP - Spousal)	Jan 1 2016 to Jan 1 2018	No	January

Surplus Savings Strategies (Regular Cash Flow)

Asset Name	Applicable	% of Surplus
Assante Portfolio CC (Robert/Non-Reg.)	Jan 1 2016 to Dec 31 2044	50.00%
Assante Portfolio CC (Diane/Non-Reg.)	Jan 1 2016 to Dec 31 2044	50.00%

Transfer Strategies

Source Asset	Destination Asset	Amount	When
Assante RRSP (Robert)	Assante RRIF (Robert)	100%	Dec 31 2024
Assante RRSP (Diane)	Assante RRIF (Diane)	100%	Dec 31 2025
Assante Sp RRSP (Diane)	Assante RRIF (Diane)	100%	Dec 31 2025
Credit Union Sp RRSP (Diane)	Credit Union RRIF (Diane)	100%	Dec 31 2025
Sun Life RPP (Robert)	Sun Life LIRA (Robert)	100%	Upon Retirement (Feb 1 2018)
Sun Life	Life Insurance Proceeds	100%	Upon Death
London Life	Life Insurance Proceeds	100%	Upon Death
Sun Life Group Policy	Life Insurance Proceeds	100%	Upon Death
Sun Life LIRA (Robert)	Sun Life RRIF (Robert)	50% ²	Dec 31 2024
Sun Life LIRA (Robert)	Sun Life LIF (Robert)	50%	Dec 31 2024

² We have assumed that, as permitted by the governing legislation in the province of Ontario, you will unlock 50% of the value of your LIF.

APPENDIX 2: CASH FLOW PROJECTIONS

The following table illustrates your projected cash flow details for the five-year period 2016 to 2020.

	2016	2017	2018	2019	2020
Cash Inflows					
Employment Inflows:					
Employment Salary (Robert)	80,000	81,200	6,868	0	0
Total Employment Inflows:	80,000	81,200	6,868	0	0
Investment Inflows:					
Assante Portfolio CC (Robert/Non-Reg.)	0	0	2,020	0	0
Sun Life Shares (Robert/Non-Reg.)	660	684	732	760	789
Assante Portfolio CC (Diane/Non-Reg.)	0	0	2,986	1,678	613
Assante Portfolio CC (Joint/Non-Reg.)	68,745	15,833	16,346	17,212	16,465
Total Investment Inflows:	69,405	16,518	22,084	19,650	17,867
Pension Inflows:					
CPP/QPP (Robert)	0	0	12,602	14,079	14,429
OAS (Robert)	0	0	6,593	7,373	7,557
CPP/QPP (Diane)	0	0	0	6,225	10,937
CPP/QPP Disability Income (Diane)	11,741	12,024	12,321	5,259	0
OAS (Diane)	0	0	0	4,301	7,557
Total Pension Inflows:	11,741	12,024	31,516	37,236	40,480
Total Cash Inflows	161,146	109,742	60,468	56,886	58,346
Cash Outflows					
Lifestyle Expenses					
Additional Pre-retirement Expenses (Robert)	8,900	9,123	779	0	0
Lifestyle Expenses (Robert)	35,400	36,285	37,192	38,122	39,075
Vacation Expense (Robert)	0	6,150	6,304	6,461	6,623
Surplus Lifestyle Expenses (Robert)	0	1,924	0	0	0
Surplus Lifestyle Expenses (Diane)	0	5,928	0	0	0
Turkey Lake Cabin (Joint/Lifestyle)	80,000	0	0	0	0
Total Lifestyle Expenses	124,300	59,410	44,275	44,583	45,698
Employment/Business Expenses					
Employment Insurance premiums (Robert)	955	979	129	0	0
Total Employment/Business Expenses	955	979	129	0	0
Non-Registered Contributions and Reinvestments					
Assante Portfolio CC (Robert/Non-Reg.)	0	1,924	0	0	0
Sun Life Shares (Robert/Non-Reg.)	0	684	14	21	5
Assante Portfolio CC (Diane/Non-Reg.)	0	5,928	0	0	0
Assante Portfolio CC (Joint/Non-Reg.)	0	4,558	0	0	0
Total Non-Registered Contributions and Reinvestments	0	13,095	14	21	5
Registered Contributions					
CPP/QPP contrib. - employment (Robert)	2,544	2,612	167	0	0
Assante TFSA (Robert)	5,500	5,637	5,778	5,923	6,071
Sun Life RPP (Robert/RPP - money purchase)	2,400	2,436	206	0	0
Assante Sp RRSP (Diane/RRSP - Spousal)	3,600	3,600	3,654	0	0
Assante TFSA (Diane)	5,500	5,637	5,778	5,923	6,071
Total Registered Contributions	19,544	19,923	15,584	11,846	12,142
Miscellaneous Expenses					
Sun Life Group LTD (Robert)	1,279	1,279	0	0	0
Sun Life Group Policy (Robert/Life Insurance)	235	235	0	0	0
Sun Life (Diane/Life Insurance)	167	167	167	167	167
Total Miscellaneous Expenses	1,681	1,681	167	167	167

	2016	2017	2018	2019	2020
Taxes					
Net Federal Tax (Robert)	9,745	9,727	0	0	0
Net Provincial Tax (Robert)	4,921	4,926	300	270	300
Net Provincial Tax (Diane)	0	0	0	0	33
Total Taxes	14,666	14,654	300	270	333
Total Cash Outflows	161,146	109,742	60,469	56,886	58,345
Current Surplus/(Deficit)	0	0	(1)	0	1
Previous Surplus/(Deficit)	0	0	0	(1)	(1)
Ending Surplus/(Deficit)	0	0	(1)	(1)	0

The following table illustrates your projected cash flow details for every fifth year over the period 2021 to 2041.

	2021	2026	2031	2036	2041
Cash Inflows					
Investment Inflows:					
Assante Portfolio CC (Robert/Non-Reg.)	0	296	1,783	4,134	6,443
Sun Life Shares (Robert/Non-Reg.)	818	1,110	1,557	2,184	3,063
Assante Portfolio CC (Diane/Non-Reg.)	849	188	1,254	3,025	4,752
Assante Portfolio CC (Joint/Non-Reg.)	16,668	16,659	17,549	18,197	0
Total Investment Inflows:	18,335	18,253	22,143	27,539	14,258
Pension Inflows:					
CPP/QPP (Robert)	14,789	16,733	18,932	21,419	24,234
OAS (Robert)	7,746	8,764	9,915	11,218	12,693
Assante RRIF (Robert)	0	393	430	470	514
Sun Life LIF (Robert)	0	29,072	31,861	34,840	38,018
Sun Life RRIF (Robert)	0	28,508	31,192	34,150	37,314
CPP/QPP (Diane)	11,210	12,683	14,350	16,236	18,369
OAS (Diane)	7,746	8,764	9,915	11,218	12,693
Assante RRIF (Diane)	0	4,442	4,860	5,322	5,815
Credit Union RRIF (Diane)	0	1,720	1,882	2,061	2,251
Total Pension Inflows:	41,491	111,079	123,337	136,935	151,901
Total Cash Inflows	59,827	129,332	145,481	164,474	166,159
Cash Outflows					
Lifestyle Expenses					
Lifestyle Expenses (Robert)	40,052	45,315	51,270	58,007	65,630
New Vehicle (Robert)	0	0	0	65,545	0
Vacation Expense (Robert)	6,788	0	0	0	0
Surplus Lifestyle Expenses (Robert)	0	15,355	16,430	0	13,609
Surplus Lifestyle Expenses (Diane)	0	10,854	12,279	0	10,882
Total Lifestyle Expenses	46,840	71,525	79,980	123,552	90,121
Non-Registered Contributions and Reinvestments					
Assante Portfolio CC (Robert/Non-Reg.)	0	15,651	18,214	2,590	20,053
Sun Life Shares (Robert/Non-Reg.)	10	1,110	1,557	2,184	3,063
Assante Portfolio CC (Diane/Non-Reg.)	0	11,043	13,534	1,481	15,634
Assante Portfolio CC (Joint/Non-Reg.)	0	2,578	1,618	172	0
Total Non-Registered Contributions and Reinvestments	10	30,382	34,922	6,426	38,749
Registered Contributions					
Assante TFSA (Robert)	6,223	7,040	7,966	9,012	10,197
Assante TFSA (Diane)	6,223	7,040	7,966	9,012	10,197
Total Registered Contributions	12,445	14,081	15,931	18,025	20,393
Miscellaneous Expenses					
Sun Life (Diane/Life Insurance)	167	167	167	167	167
Total Miscellaneous Expenses	167	167	167	167	167
Taxes					
Net Federal Tax (Robert)	0	4,831	5,397	6,130	6,484
Net Provincial Tax (Robert)	300	2,612	2,802	3,193	3,244
Net Federal Tax (Diane)	0	3,533	3,925	4,332	4,413
Net Provincial Tax (Diane)	64	2,201	2,357	2,649	2,587
Total Taxes	364	13,178	14,481	16,305	16,728
Total Cash Outflows	59,827	129,332	145,481	164,474	166,159
Current Surplus/(Deficit)	0	0	0	0	0
Previous Surplus/(Deficit)	0	0	0	0	0
Ending Surplus/(Deficit)	(1)	0	0	0	0

APPENDIX 3: ASSET & LIABILITY PROJECTIONS

The following table illustrates your asset and liability details projected for the five-year period 2016 to 2020.

	2016:63/62	2017:64/63	2018:65/64	2019:66/65	2020:67/66
Non-Registered					
Assante Portfolio CC (Diane)	0	0	5,928	3,239	1,723
Assante Portfolio CC (Joint)	293,800	239,195	239,316	234,358	228,272
Assante Portfolio CC (Robert)	0	0	1,924	0	0
Sun Life Shares (Robert)	20,000	20,740	22,192	23,027	23,900
Subtotal	313,800	259,935	269,360	260,624	253,894
Registered					
Assante RRSP (Robert)	4,800	5,040	5,292	5,557	5,835
Sun Life LIRA (Robert)	0	0	0	806,875	847,219
Sun Life RPP (Robert)	675,400	720,258	767,526	0	0
Assante TFSA (Robert)	45,700	53,760	62,367	71,553	81,350
Assante RRSP (Diane)	7,100	7,455	7,828	8,219	8,630
Assante Sp RRSP (Diane)	34,200	39,690	45,455	51,565	54,144
Credit Union Sp RRSP (Diane)	20,000	21,000	22,050	23,152	24,310
Assante TFSA (Diane)	45,700	53,760	62,367	71,553	81,350
Subtotal	832,900	900,964	972,886	1,038,475	1,102,838
Lifestyle					
Home (Joint)	300,000	307,500	315,188	323,067	331,144
Turkey Lake Cabin (Joint)	200,000	286,155	293,309	300,641	308,157
Subtotal	500,000	593,655	608,496	623,708	639,301
Life Insurance					
London Life (Robert)	36,000	36,000	36,000	36,000	36,000
London Life (Robert)	3,000	3,000	3,000	3,000	3,000
Subtotal	39,000	39,000	39,000	39,000	39,000
Surplus/(Deficit)	0	0	0	(1)	(1)
Total	1,685,700	1,793,553	1,889,742	1,961,807	2,035,032

The following table illustrates your asset and liability details projected for every fifth year over the period 2021 to 2041.

	2021:68/67	2026:73/72	2031:78/77	2036:83/82	2041:88/87
Non-Registered					
Assante Portfolio CC (Diane)	1,196	9,422	62,710	151,249	237,592
Assante Portfolio CC (Joint)	222,614	142,984	96,810	26,621	0
Assante Portfolio CC (Robert)	0	14,776	89,171	206,704	322,171
Sun Life Shares (Robert)	24,789	33,639	47,180	66,173	92,811
Subtotal	248,598	200,821	295,872	450,747	652,574
Registered					
Assante RRSP (Robert)	6,126	0	0	0	0
Sun Life LIRA (Robert)	889,580	0	0	0	0
Assante RRIF (Robert)	0	7,437	7,185	6,645	5,718
Sun Life RRIF (Robert)	0	539,924	521,604	482,347	415,058
Sun Life LIF (Robert)	0	538,375	516,380	472,083	398,095
Assante TFSA (Robert)	91,792	155,016	240,683	355,647	508,743
Assante RRSP (Diane)	9,062	0	0	0	0
Assante Sp RRSP (Diane)	56,852	0	0	0	0
Credit Union Sp RRSP (Diane)	25,526	0	0	0	0
Assante RRIF (Diane)	0	84,129	81,278	75,165	64,682
Credit Union RRIF (Diane)	0	32,578	31,473	29,104	25,044
Assante TFSA (Diane)	91,792	155,016	240,683	355,647	508,743
Subtotal	1,170,730	1,512,474	1,639,285	1,776,637	1,926,084
Lifestyle					
Home (Joint)	339,422	384,025	434,489	491,585	556,183
Turkey Lake Cabin (Joint)	315,861	357,368	404,329	457,461	517,575
Subtotal	655,284	741,393	838,818	949,046	1,073,759
Life Insurance					
London Life (Robert)	36,000	36,000	36,000	36,000	36,000
London Life (Robert)	3,000	3,000	3,000	3,000	3,000
Subtotal	39,000	39,000	39,000	39,000	39,000
Surplus/(Deficit)	0	0	0	0	0
Total	2,113,611	2,493,688	2,812,975	3,215,430	3,691,416

APPENDIX 4: TAX LIABILITY PROJECTIONS

The following table illustrates your tax liability on death, insurance proceeds payable to your estate, estate shrinkage and net estate projected for each year throughout your lives.

Year	Age(s)	Additional Taxes for Estate	Insurance Proceeds	Estate Shrinkage (\$)	Net Estate
2016	63/62	412,509	175,000	232,509	1,522,045
2017	64/63	444,341	177,400	261,941	1,588,800
2018	65/64	461,816	15,000	441,816	1,480,992
2019	66/65	491,779	15,000	471,779	1,524,253
2020	67/66	521,981	15,000	501,981	1,572,630
2021	68/67	550,763	15,000	530,763	1,625,812
2022	69/68	580,608	15,000	560,608	1,634,971
2023	70/69	609,199	15,000	589,199	1,699,970
2024	71/70	641,442	15,000	621,442	1,765,608
2025	72/71	663,764	15,000	643,764	1,810,923
2026	73/72	664,740	15,000	644,740	1,875,189
2027	74/73	663,188	15,000	643,188	1,944,091
2028	75/74	660,917	15,000	640,917	2,015,903
2029	76/75	657,890	15,000	637,890	2,063,192
2030	77/76	653,759	15,000	633,759	2,140,216
2031	78/77	648,857	15,000	628,857	2,220,408
2032	79/78	643,028	15,000	623,028	2,304,015
2033	80/79	636,234	15,000	616,234	2,391,216
2034	81/80	628,419	15,000	608,419	2,482,139
2035	82/81	619,363	15,000	599,363	2,577,067
2036	83/82	609,202	15,000	589,202	2,641,670
2037	84/83	598,215	15,000	578,215	2,748,256
2038	85/84	587,187	15,000	567,187	2,863,771
2039	86/85	575,427	15,000	555,427	2,984,116
2040	87/86	562,441	15,000	542,441	3,109,975
2041	88/87	548,173	15,000	528,173	3,241,634
2042	89/88	532,560	15,000	512,560	3,379,341
2043	90/89	515,513	15,000	495,513	3,523,400
2044	91/90	538,371	10,000	525,871	3,607,749