

EMPIRE LIFE RRSP LOAN

SALES GUIDE

FOR ADVISOR USE ONLY

Insurance & Investments
Simple. Fast. Easy.®



KEY RESOURCES

CRA TIPS hotline: 1 800 267-6999

CRA General Line: 1 800 959-8281

CRA website: www.cra-arc.gc.ca

RSP DEADLINE: MARCH 2, 2020

Contribution Limits

- 18% of earned income from the previous year to a maximum of \$27,230
- plus carry-forward of any unused RSP contribution room (check Notice of Assessment)
- minus your pension adjustment amount supplied by your employer (if any)
- plus your pension adjustment reversal

Federal Marginal Tax Rates for 2020*

Income Earned	Federal Tax Rate
\$0 - \$13,229	0%
over \$13,229 up to \$48,535	15.0%
over \$48,535 up to \$97,069	20.5%
over \$97,069 up to \$150,473	26.0%
over \$150,473 up to \$214,368	29.0%
over \$214,368	33.0%

*Source: Canada Revenue Agency. Combined federal and provincial marginal tax rates vary by province.

NOTE: Clients should verify their contribution limit on their Notice of Assessment, or call the CRA TIPS Hotline to find out their limit (they will need to have their social insurance number, date of birth, and amount reported on line 150 of their 2018/2019 tax return).

RSP LOAN PROGRAM DETAILS

General Information on RSP Loans

B2B Bank advisor line: 1 800 263-8349

French: 1 866 884-9407

Fax: 1 866 941-7711

Program Highlights

- Fixed or variable rate loans
- Online application submission 24/7
- Loan payment deferrals up to 180 days after funding**
- Loans are repayable at any time without penalty

**Clients can defer their first payment for up to 180 days on all RSP Loans. If a deferral payment option is selected, the first payment is due on the first payment date after the expiration of the deferral period. The interest accrues from the date of funding and extends the term of the loan by the length of deferral.

Loan Payment Options

Clients can choose any day of the month between the 1st and the 28th to have the loan payments withdrawn from their account. RSP Loan payments are composed of a blended payment of principal and interest.

Standard Requirements

- Completed and signed loan application
- Satisfactory credit history
- TDSR should be less than 40% of gross monthly income
- Tangible net worth should be at least equal to the amount of the loan requested
- Ability to service the loan
- Employment history
- Proof of income and proof of assets (upon request)

Accessing Loan Applications

You can access loan applications through:

- Empire Life advisor website www.empire.ca/advisor/investment-products/loans
- or apply online at b2bbank.com/ease

Note: Do not send the loan application to the Empire Life Head Office – all loan documentation should be sent directly to B2B Bank. All loans are negotiated with and approved by B2B Bank. All borrowed monies are due and payable to the lender regardless of the performance of the investments purchased.

For more information on how to submit a loan, refer to the Loans web page on www.empire.ca/advisor.

RSP LOAN PROGRAM: B2B BANK

Loan Program Details

Term	1-2 years	3-5 years	6-10 years
Rates	Check the B2B Bank RSP Loan details located on the Loans page at https://www.empire.ca/advisor/investment-products/loans		
Minimum loan	\$2,500		
Maximum loan	No maximum		
Monthly payment	Blended payment of principal and interest. Clients can choose any day of the month from the 1 st to the 28 th for the loan payment.		
Documents needed	<p>Send to Empire Life:</p> <p>For Empire Life Guaranteed Investment Funds or Class Plus 3.0:</p> <p>New policies:</p> <ul style="list-style-type: none"> • Empire Life Guaranteed Investments Funds application or Class Plus 3.0 application <p>Existing policies:</p> <ul style="list-style-type: none"> • Empire Life Investment Change Form (INP-125A) <p>Empire Life Elite/Elite XL Investment Program, and Class Segregated Funds (closed to new policies as of October 31, 2014)</p> <p>Existing policies:</p> <ul style="list-style-type: none"> • Empire Life Investment Change Form for Class (INP-125A) or Empire Life Investment Change Form for Elite/Elite XL (INP-125C) 	<p>Send to B2B Bank:</p> <ul style="list-style-type: none"> • All pages of the completed loan application, with signatures • A void cheque from a personal chequing account and imprinted with the borrower's name • Signed Letter of Direction (if paying out another financial institution). Include the fax number of the payout institution and account number • Proof of assets (upon request) • Proof of income, if required (see details below) 	
Where to find forms	Forms are available in PDF format on the Loans page of the Empire Life website, https://www.empire.ca/advisor/investment-products/loans or at b2bbank.com/forms		
Proof of income	<p>Salaried income Recent pay stub or Notice of Assessment</p> <p>Commission-based income Last two years' Notice of Assessment</p> <p>Self-employed income Last two years' Notice of Assessment and Financial Statements</p>	Required for registered savings plan loan amounts greater than the maximum RRSP deduction limit for the current year, or loans with a term longer than two years.	
Where to send applications	<p>Courier Empire Life applications to:</p> <p>Empire Life 259 King Street East Kingston, Ontario K7L 3A8</p>	<p>B2B Bank loan documentation and proof of income (if applicable)</p> <p>B2B Bank, Investment Lending 199 Bay Street, Suite 600 PO Box 279, STN Commerce Court Toronto, Ontario M5L 0A2</p>	
Questions?	Check the status of your client's RSP loan on EASE or by calling B2B Bank at 1 800 263-8349 for English, 1 866 884-9407 for French or by fax at 1 866 941-7711		

RSP LOAN PROGRAM: B2B BANK

Loan Approval Process

Approvals

If the loan is approved, B2B Bank will contact you by fax typically within one business day of receipt and verification of the RSP loan documentation.

Declines

If the loan is declined or pending, B2B Bank will contact you by fax.

If the client is approved for a lesser loan amount, B2B Bank will indicate this in a fax.

Servicing the Loan

Lump sum payments can be made at any time without penalty and will reduce the amortization schedule. Upon written request, the monthly payment can be adjusted to reflect the RSP loan balance outstanding. Once a loan is funded, you and your client can obtain loan balances by contacting B2B Bank at 1 800 263-8349. To modify banking information complete a Non-Financial Account Changes form and send to B2B Bank*. To update pre-authorized debits (PADs), complete the B2B Bank Pre-Authorized Debit Agreement.

* B2B Bank is not affiliated with The Empire Life Insurance Company and does not endorse nor promote the investment products offered by The Empire Life Insurance Company. B2B Bank does not provide investment advice to individuals or advisors. The dealer and advisor, not B2B Bank, are responsible for determining the suitability of investments for their clients and for informing them of the risks associated with borrowing to invest. B2B Bank acts solely in the capacity of lender and loan account administrator. Any loan approval by B2B Bank should not be construed as an endorsement of any investment choice, program or strategy. All loans are subject to credit approval and borrowed monies are due and payable regardless of the performance of the investments purchased. B2B Bank reserves the right to request additional information at its sole discretion. The B2B Bank RSP Loan Program is available exclusively through licensed financial advisors. This document is for advisor information only.

Tips for EASE

- Ensure that the details of the RSP online loan application are complete. You will not be able to enter any changes after it has been submitted for credit review.
- An RSP loan application submitted on EASE has a credit bureau inquiry done within seconds.
- To expedite the funding of the RSP Loan, all sections of the RSP loan application must be complete, including the Demand Note section.
- Electronic submission of the RSP Loan is highly recommended for faster adjudication and funding.
- Client identification details are required for all RSP loan applications including Employers Address and Length of Service.

KEY CONTACT INFORMATION

Empire Life Contacts

If you have questions on submitting investment business to Empire Life

Customer Service: 1 800 561-1268

Fax: 1 800 419-4051

Email (English): investment@empire.ca

Email (French): placement@empire.ca

MAIL/COURIER: Investment Admin,
Empire Life,
259 King Street East
Kingston, Ontario K7L 3A8

RSP Loan Information

B2B Bank, Investment Lending
199 Bay Street, Suite 600
PO Box 279, STN Commerce Court
Toronto, Ontario M5L 0A2

Investment & RSP Loans: 1 800 263-8349
or 416 947-7427

French Toll-Free: 1 866 884-9407

Fax: 1 866 941-7711

Your Sales & Marketing Centres

Questions on Empire Life Guaranteed Investment Funds or investment products:

Western Canada:

British Columbia: 1 888 627-3591

Alberta: 1 800 656-2878

Ontario and Atlantic:

1 888 548-4729

Quebec:

Montreal: 1 800 371-9151

Quebec City: 1 888 816-1220

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Empire Life is among the top 10 life insurance companies in Canada¹ and is rated A (Excellent) by A.M. Best Company². Our mission is to make it simple, fast and easy for Canadians to get the investment, insurance and group benefits coverage they need to build wealth, generate income, and achieve financial security.

Follow Empire Life on Twitter @EmpireLife or visit our website, www.empire.ca for more information.

¹Based on total assets as reported in December 31, 2018 OSFI filings

²As at June 14, 2019. For the latest rating, access www.ambest.com.

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