

# LOOKING TO BUILD AN INCOME STRATEGY FOR YOUR CLIENTS?



FOR ADVISOR/DEALER USE ONLY





# Look no further — we have solutions!

Whether your clients are looking for guaranteed retirement income, tax-efficient monthly cash flow or something in between, you can count on **The Empire Life Insurance Company** and **Empire Life Investments Inc.** to provide income solutions that help meet your clients' needs.

**The table inside compares the suite of income products available and highlights how they can help address the income needs and concerns of your clients.**

Class Plus 3.0 <sup>1</sup> : Guaranteed retirement income for life	Guaranteed Investment Funds (GIF) <sup>1</sup> : Regular income through a systematic withdrawal plan (SWP)	Guaranteed Interest Contract (GIC) <sup>1</sup> : Guaranteed interest income	Annuities <sup>1</sup> : Guaranteed income for life or a specific term	Series T Mutual Funds <sup>2</sup> : Tax-efficient monthly cash flow
<b>Product features</b>	<ul style="list-style-type: none"> <li>Guaranteed retirement income for life starting as early as age 55<sup>3</sup></li> <li>4% Annual Income Base Bonus<sup>4</sup></li> <li>75% Maturity Benefit Guarantee and Death Benefit Guarantee<sup>5</sup></li> <li>Excess Withdrawal Alert service</li> <li>Diversified investment choices ranging from fixed income to 80% equity including our tactically managed Emblem GIF Portfolios</li> </ul>	<ul style="list-style-type: none"> <li>Combine market growth potential with principal guarantees</li> <li>Choose from 75/75, 75/100 or 100/100 guarantee levels</li> <li>Automatic annual Death Benefit Guarantee Resets until age 80<sup>6</sup></li> <li>Two Maturity Benefit Guarantee Resets per calendar year on 100/100 series</li> <li>Diversified investment choices ranging from fixed income up to 100% equity including our tactically managed Emblem GIF Portfolios</li> </ul>	<ul style="list-style-type: none"> <li>Fixed interest rate for a specific term</li> <li>Choice of deposit terms including 3 and 5 year laddered terms</li> <li>Cashable</li> </ul>	<ul style="list-style-type: none"> <li>Guaranteed income either for life (with or without a guarantee period) or a specific period of time</li> <li>Death benefit provided to beneficiaries during the guarantee period of a life annuity and the income phase of a term certain annuity</li> <li>Based on a single life or joint life</li> </ul>
<b>Client need</b>	<ul style="list-style-type: none"> <li>Guaranteed retirement income for life with market growth potential</li> </ul>	<ul style="list-style-type: none"> <li>Principal protection upon death and maturity with access to market growth potential</li> </ul>	<ul style="list-style-type: none"> <li>Capital preservation with interest income</li> </ul>	<ul style="list-style-type: none"> <li>Guaranteed predictable income for life or a specific period of time</li> </ul>
<b>Predictability of income</b>	<ul style="list-style-type: none"> <li>Guaranteed retirement income for life is available as early as age 55</li> <li>Clients will not outlive their savings, regardless of market performance</li> </ul>	<ul style="list-style-type: none"> <li>Income is not guaranteed</li> </ul>	<ul style="list-style-type: none"> <li>Interest rates and interest income are guaranteed for the deposit term</li> </ul>	<ul style="list-style-type: none"> <li>Income payments are guaranteed for life or a specified term</li> </ul>
<b>Flexibility</b>	<ul style="list-style-type: none"> <li>Retirement Income Privileges allow clients to stop and start payments at any time to suit their income needs</li> <li>Clients may withdraw more than the guaranteed amount at any time subject to applicable withdrawal fees and legislated minimums and maximums on registered accounts</li> <li>Withdrawals greater than the guaranteed amount could have a negative effect on the Lifetime Withdrawal Amount if the market value is lower than the Income Base</li> <li>Income can be paid out weekly, bi-weekly, semi-monthly, monthly, quarterly, semi-annually or annually</li> </ul>	<ul style="list-style-type: none"> <li>Clients may start or stop taking income through a systematic withdrawal plan (SWP) at any time and can choose the amount, subject to legislated minimums and maximums on registered accounts</li> <li>Income can be paid out weekly, bi-weekly, semi-monthly, monthly, quarterly, semi-annually or annually</li> </ul>	<ul style="list-style-type: none"> <li>Clients can choose at time of deposit to have interest income for non-registered plans deposited into their bank account, or the daily interest option</li> <li>Income can be paid out monthly, quarterly, semi-annually or annually</li> </ul>	<ul style="list-style-type: none"> <li>Not applicable as the income amount and payment schedule cannot be changed</li> <li>Income can be paid out monthly, quarterly, semi-annually or annually</li> </ul>
<b>Growth potential</b>	<ul style="list-style-type: none"> <li>4% Annual Income Base Bonus builds income potential</li> <li>Annual Automatic Income Resets may bump up client income every year from ages 55-80</li> <li>Automatic triennial resets of Income Base and Death Benefit Guarantees<sup>6</sup> lock-in market growth</li> <li>Potential for higher growth with up to 80% equity exposure</li> </ul>	<ul style="list-style-type: none"> <li>Potential for higher growth with up to 100% equity exposure</li> <li>Automatic annual Death Benefit Guarantee Resets and client-initiated Maturity Benefit Guarantee Resets lock-in market gains and increase guaranteed values</li> </ul>	<ul style="list-style-type: none"> <li>Interest income can be reinvested for compound growth</li> </ul>	<ul style="list-style-type: none"> <li>Not applicable as income amount is fixed</li> </ul>
<b>Liquidity</b>	<ul style="list-style-type: none"> <li>Units can be redeemed at any time subject to applicable withdrawal fees and legislated maximums on registered accounts</li> <li>Withdrawals greater than the guaranteed amount could have a negative effect on the Lifetime Withdrawal Amount if the market value is lower than the Income Base</li> </ul>	<ul style="list-style-type: none"> <li>Units can be redeemed at any time subject to applicable redemption fees and legislated maximums on registered accounts</li> </ul>	<ul style="list-style-type: none"> <li>All Empire Life GICs are cashable and can be redeemed at any time, subject to applicable early withdrawal charges</li> </ul>	<ul style="list-style-type: none"> <li>Not applicable as annuities cannot be surrendered for value</li> </ul>
<b>Non-registered taxation</b>	<ul style="list-style-type: none"> <li>Redemption of units is taxed as a capital gain/loss</li> <li>Interest, dividend and capital gains/loss income is allocated to each contract holder</li> </ul>	<ul style="list-style-type: none"> <li>Redemption of units is taxed as a capital gain/loss</li> <li>Interest, dividend and capital gains/loss income is allocated to each unitholder annually</li> </ul>	<ul style="list-style-type: none"> <li>Interest income is reported annually on a T5</li> </ul>	<ul style="list-style-type: none"> <li>Prescribed taxation spreads the taxable portion of income evenly throughout the lifetime of the annuity</li> <li>Return of capital distributions defer tax on potential capital gains until units are sold</li> <li>Redemption of units is taxed as a capital gain/loss</li> <li>Interest, dividend and capital gains/loss income is distributed to each unitholder annually</li> </ul>
<b>Registered taxation</b>	<ul style="list-style-type: none"> <li>Income is fully taxable in the year it is paid</li> </ul>	<ul style="list-style-type: none"> <li>Income is fully taxable in the year it is paid</li> </ul>	<ul style="list-style-type: none"> <li>Income is fully taxable in the year it is paid</li> </ul>	<ul style="list-style-type: none"> <li>Income is fully taxable in the year it is paid</li> </ul>

<sup>1</sup>Policies issued by The Empire Life Insurance Company. <sup>2</sup>Mutual funds offered by Empire Life Investments Inc. <sup>3</sup>Making an excess withdrawal may decrease the guaranteed retirement income for life amount. <sup>4</sup>For the first 20 calendar years of the contract and given no withdrawals have been made during the year. The Income Base Bonus is notional and has no cash value. <sup>5</sup>Reduced proportionately for withdrawals. <sup>6</sup>Up to and including the Annuitant's 80th birthday.

The Empire Life Insurance Company (Empire Life) is a proud Canadian company that has been in business since 1923. We offer individual and group life and health insurance, investment and retirement products, including mutual funds through our wholly-owned subsidiary Empire Life Investments Inc.

Our mission is to make it simple, fast and easy for Canadians to get the products and services they need to build wealth, generate income, and achieve financial security.

Follow us on social media @EmpireLife or visit [empire.ca](http://empire.ca) for more information, including current ratings and financial results.

The information in this document is for general purposes only and is not to be construed as providing legal, tax, financial or professional advice. The Empire Life Insurance Company and its affiliates assume no responsibility for any reliance made on or misuse or omissions of the information contained herein.

Empire Life Investments Inc., a wholly owned-subsiary of The Empire Life Insurance Company, is the Manager of Empire Life Mutual Funds and the Portfolio Manager of Empire Life Segregated Funds. Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund and segregated fund investments. Investments are not guaranteed, their values change frequently, and past performance may not be repeated. **Any amount that is allocated to a Segregated Fund is invested at the risk of the contract owner and may increase or decrease in value.** A description of the key features of the individual variable insurance contract is contained in the Information Folder for the product being considered. Segregated Fund policies are issued by The Empire Life Insurance Company.

The payment of distributions is not guaranteed and may fluctuate. The payment of distributions should not be confused with a fund's performance, rate of return or yield. If distributions paid by the fund are greater than the performance of the fund, your original investment will shrink. Distributions paid as a result of capital gains realized by a fund, and income and dividends earned by a fund are taxable in your hands in the year they are paid. Your adjusted cost base will be reduced by the amount of any returns of capital. If your adjusted cost base goes below zero, you will have to pay capital gains tax on the amount below zero.

® Registered Trademarks of **The Empire Life Insurance Company** – used under license.

**Insurance & Investments – Simple. Fast. Easy.®**  
[www.empire.ca](http://www.empire.ca) [info@empire.ca](mailto:info@empire.ca)

