

# CAN ANYONE AFFORD TO LOSE HALF THEIR RETIREMENT NEST EGG?

Canadians work hard to save for their retirement using investment plans like Registered Retirement Savings Plans (RRSP) and Tax-Free Savings Accounts (TFSA). Life insurance can help provide financial protection at death, but customers also need financial protection if they become seriously ill.

## Getting sick is never planned

### An example of how a critical illness could impact retirement savings

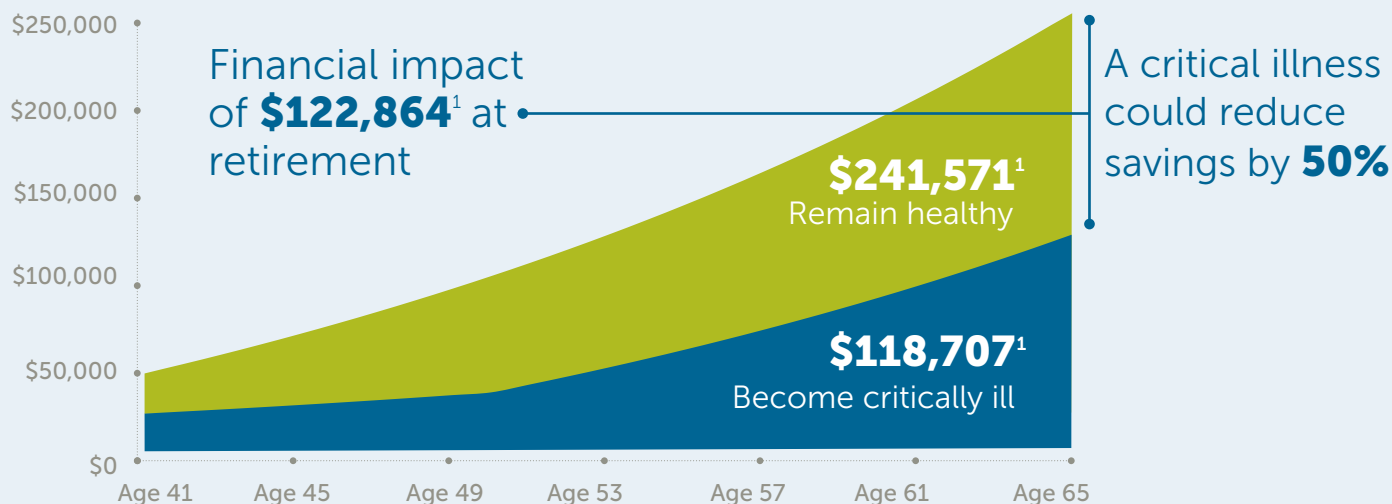
A client has a balance of \$50,000 in a TFSA at age 40 and is able to deposit \$2,500 each year for the next 25 years. Assuming an average annual investment rate of return of 4% to age 65 and the client doesn't make any withdrawals, the TFSA balance would be \$241,571 at age 65.

If the same client suffers a critical illness at age 40 and withdraws \$25,000 from his TFSA to pay immediate medical costs, and is not able to make annual deposits of \$2,500 into the TFSA for the next 10 years, by age 65, the TFSA balance would only be \$118,707, assuming the same average annual investment rate of return and no other withdrawals. That's less than half of the original planned balance!



For most Canadians, a TFSA is the easiest type of retirement savings to access cash quickly.







## Financial Impact of Suffering a Critical Illness



# Introducing Empire Life CI Protect Plus® – A comprehensive critical illness insurance solution to help protect your way of life

- ⊕ Covers 25 critical illnesses for comprehensive coverage
- ⊕ Three built-in benefits to add extra protection with no extra premiums
- ⊕ Optional Return of Premium Rider at Surrender/Maturity results in return of the premiums you have paid when the contract is canceled or at maturity
- ⊕ Other riders and benefits can be added to create a customized solution

## Add CI Protect Plus as a rider to client's life insurance application and save on policy fee!\*

	CI Protect Plus 10 Rider – Monthly Premium <sup>2</sup> for first 10 years		CI Protect Plus 20 Rider – <b>new</b> Monthly Premium <sup>2</sup> for first 20 years		CI Protect Plus 75 Rider – Monthly Premium <sup>2</sup>	
	\$50,000 – Non-smoker		\$50,000 – Non-smoker		\$50,000 - Non-smoker	
Age						
30	\$14.22	\$14.27	\$16.70	\$18.59	\$38.84	\$33.80
40	\$24.39	\$25.38	\$32.45	\$31.68	\$59.27	\$51.57
50	\$54.77	\$48.02	\$74.30	\$60.84	\$100.76	\$77.81

Adding CI Protect Plus to a client's financial planning can provide critical illness insurance protection for their retirement savings against one of the 25 covered illnesses.

**To learn more about CI Protect Plus, contact your Account Executive or call our sales centre at 1 866 894-6182.**

\*Saving is based on \$0 policy fee if adding as a rider instead of as a separate policy.

<sup>1</sup>For illustrative purposes only. Actual results may be better or worse than those shown. The green chart assumes initial balance in TFSA of \$50,000 with deposits of \$2,500 per year for 25 years starting at age 40. The blue chart assumes initial balance in TFSA of \$25,000 with deposits of \$2,500 per year for 15 years starting at age 50. Both values assume no withdrawals and an average annual rate of return of 4% that is not guaranteed.

<sup>2</sup>Premiums shown for CI Protect Plus on the ages, genders and cover amounts indicated as of June 26, 2018.

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