



Empire Life F-Class/Fee for Service Provide value to clients while growing your business for the future

Moving to a negotiated fee-based model can be beneficial for both you and your clients. It provides greater transparency into the fees your clients will pay you for the services you provide to them, while giving you the ability to offer them a customized fee arrangement that meets their needs. It can also help to build client trust and loyalty while increasing the overall value of your business.

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Elevate your service model with Empire Life F-Class/Fee for Service

With F-Class at Empire Life, you can offer clients highly valued, personalized service for a negotiated fee, providing greater fee transparency and flexibility for you and them.

Why Empire Life F-Class/Fee for Service



Total transparency

Fees are negotiated between you and your client and are visible to clients, as only the insurance, management fees, and taxes are embedded.



Increase client loyalty

Having open discussions about the fees you charge for the services you provide allows you to demonstrate your value and can increase their loyalty. Greater clarity around what the client pays for your services encourages a deeper trust in your process and the plan you've developed for them.



Personalized service and flexibility

Use F-Class to tailor a fee arrangement to suit an individual client's needs and better align their expectations with the value you provide.



Build scale while increasing the value of your business

F-Class may not be suitable for everyone, but for clients seeking a greater level of transparency and reporting, you now have a solution you can use to attract and retain these clients alongside your existing book of business.

Deliver even more value for your clients with Empire Life GIF Preferred Pricing.

Clients can build more wealth by consolidating their Empire Life assets. Family members living at the same address can consolidate their assets with our householding feature.¹

Available in
Preferred
Pricing

¹ Eligible assets: Current and new GIF contracts - all GIF funds except Money Market. (Class Plus, Class Plus 2, Class Plus 2.1 and Class Plus 3.0 are not eligible.)



What you need to be ready for F-Class/Fee for Service with Empire Life

The advisory service fee collected through the Empire Life F-Class/Fee for service option are subject to HST/GST based on the client's province of residence, so there are few things you'll need to have in place to start using F-Class:

- ✔ Register within the province you're employed for the payment of sales taxes – since this is considered a service, sales tax will be charged for each level of government and paid to you at the same time as your advisory fee.
 - Consider creating reminders in your calendar to avoid missing any payments.
- ✔ If your workplace is in Quebec, you need to have a Quebec sales tax number – If your workplace is outside of Quebec, you cannot sell F-Class to residents of Quebec.

How it works

- 1 With F-Class/Fee for Service, your client pays an annual fee based on a percentage of the value of the money invested in their account.
- 2 The sales charges for the F-Class/Fee for Service option under the Empire Life GIF contracts are negotiated between you and the client – subject to the minimum and maximum allowable percentages.
- 3 The advisor fees are accrued daily and collected monthly through the withdrawal of fund class units from each fund to which deposits are allocated under the contract.
- 4 The daily accrued amount of the advisory fee is equal to the market value of the fund class units purchased under the F-Class option at the credit of your client's contract, multiplied by the advisory fee rate for that day, divided by 365, plus applicable taxes.
- 5 Advisory fee withdrawals will not reduce the maturity and death benefit guarantees.

The Empire Life F-Class Client Name Advisory Fee Agreement Form is available upon request. Form number INV-3622.

Empire Life F-Class/Fee for Service purchase option features

Feature	Details
Investment value	<ul style="list-style-type: none">• New Empire Life Guaranteed Investment Funds (GIF) 75/75, 75/100, 100/100 contracts• Empire Life Class Plus 3.0 (CP3)
Net proceeds	Cannot be co-mingled with embedded commission classes
Negotiated Fee Rates	0.50% - 1.35%

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The Empire Life Insurance Company

259 King Street East,
Kingston, ON K7L 3A8

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.

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 for more information, including current ratings and financial results.



Talk to your Empire Life sales representative to learn how to make F-Class/Fee for Service part of your business today.

A description of the key features of the individual variable insurance contract is contained in the Information Folder for the product being considered. **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.**

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