

# ESTATE PLANNING CONCEPT

## Corporate Estate Bond

March 2019

### Client Profile:

Charles and Ellen Jordan, age 59 & 57, were referred to you by an investment advisor in your professional network. They have a small industrial service business and are looking for some advice to help them minimize the taxes payable on their estate.

The business has a FMV of \$1 million which will be sold when Charles retires at age 65, and the after-tax value will be added to the \$1.2 million of corporate investments they have today. With growth, annual saving of \$50,000, and the proceeds from the sale, they are projected to have close to \$2.6 million in corporate investments at retirement.

Charles also has \$525,000 in his RRSP and is contributing the maximum each year. Ellen has \$175,000 and contributes her maximum of \$9,000 each year. Together they own a home worth \$850,000 and a cottage worth \$500,000 and have no personal debt.

### Product Advice:

- \$1,000,000 joint last minimum premium universal life policy.

Recommending the Corporate Estate Bond concept on its own can significantly increase estate value, but your value is limited to a product sale.

### Planning Advice:

In addition to the Corporate Estate Bond concept, what if you added additional estate planning strategies?

- To take advantage of the tax-sheltered investment account in the universal life policy you recommend maximum deposits of \$60,000 / year for 10 years.
- Implement income splitting strategies that would allow more of the corporate dividends to be paid to Ellen at a lower marginal tax rate.
- To reduce taxes related to their RRSP investments at death, they should implement a modest RRSP melt-down with minimum RRIF withdrawals starting at age 65 instead of waiting until age 71.

### RazorPlan Reports:

Adding the above recommendations using the RazorPlan Estate Planning concept creates Value over Product of \$248,000 over 15 years compared to a product recommendation alone.

- Full report incorporating Planning Advice
- Estate Planning Concept focused on Product Advice
- Estate Planning Concept focused on Planning Advice



# Financial Analysis

*January 06, 2019*

**Prepared for:**

Charles Jordan  
Ellen Jordan

**Prepared by:**

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# FINANCIAL SUMMARY

Financial Analysis  
Charles Jordan & Ellen Jordan

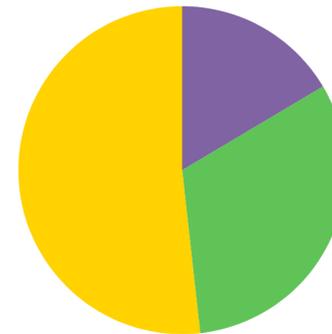
## Client Information

	Charles	Ellen
Date of Birth:	Jul 02, 1960	Mar 12, 1962
Marital Status:	Married	Married
Income:	\$150,000	\$50,000
Occupation:		
Retirement Age:	65	63
Life Expectancy:	90	80

## Risk Profile

	Pre-Retirement	Post-Retirement
RRSP/RRIF and Locked-In:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Cash, TFSA and Corporate:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Tax Efficiency:	40.00 %	20.00 %

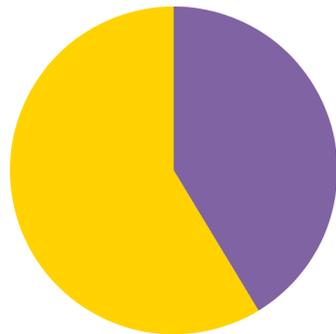
## Net Worth



Cash/TFSA:	\$0
Retirement:	\$700,000
Real Estate:	\$1,350,000
Other*:	\$0
Corporate*:	\$2,200,000
<b>Assets:</b>	<b>\$4,250,000</b>
Liabilities:	\$0
<b>Net Worth:</b>	<b>\$4,250,000</b>

\*Includes life insurance cash values

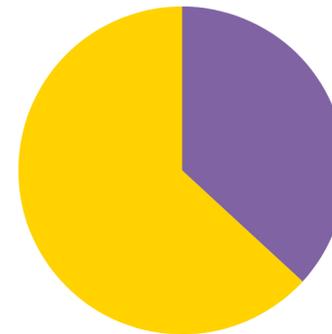
## Cash Flow



### Savings

Non-Registered:	\$0
TFSA:	\$0
RRSP/RRIF:	\$35,230
LRSP/LIRA:	\$0
Corporate:	\$50,000
Debt & Insurance:	\$0

## Investment Assets



Non-Registered:	\$0
TFSA:	\$0
RRSP/RRIF:	\$700,000
LRSP/LIRA:	\$0
Insurance*:	\$0
Corporate:	\$1,200,000
<b>Total Investments:</b>	<b>\$1,900,000</b>

RRSP Contribution Room:	\$35,230
TFSA Contribution Room:	\$115,000

\*Includes life insurance cash values



# RETIREMENT ANALYSIS

Financial Analysis  
Charles Jordan & Ellen Jordan

## Planning Options

Your financial situation offers you a number of planning options. The planning options presented are based on numerous assumptions that are certain to change and cannot be guaranteed. Actual results will vary over the life of your plan.

### Option #1: Increase Lifestyle

Estimated amount you can increase your retirement lifestyle by: \$15,900

**Planned Retirement Lifestyle: \$96,000**

Attainable Retirement Lifestyle: \$111,900



*The above values represent the first year of retirement only, it is assumed that all future years receive the same percent adjustment.*

### Option #2: Retire Sooner

Estimated number of years you can retire before your planned retirement age: 2

**Planned Retirement Age: 65**

Attainable Retirement Age: 63



*The above values assume a full year change to the retirement age beginning Jan 1<sup>st</sup>.*

### Option #3: Take Less Risk

Estimated amount you can reduce portfolio rate of return: 1.45 %

**Portfolio Rate of Return: 3.81 %**

Required Rate of Return: 2.36 %



*Portfolio Rate of Return represents the equivalent lifetime return projected based on the four rates of returns entered.*

### Option #4: Asset Allocation

Based on the assumptions, you are projected to have sufficient retirement capital.

**Projected Capital at Retirement: \$3,726,600**

Required Capital at Retirement: \$2,671,200



Current Value of Retirement Capital: \$1,900,000

*Required Capital at Retirement is equal to the amount of liquid assets needed to fully fund your retirement.*



# GOALS AND RECOMMENDATIONS

## Summary of Goals

As discussed, your goals are:

1. We want to minimize the amount of taxes that will be due in our estate due to our corporate investment portfolio.

## Recommendations

To reach your goals, this financial analysis suggests that you take action on a few levels:

### Estate Planning

Apply for a Corporate Estate Bond with \$1,000,000 joint last minimum premium universal life policy.

Time Period: 1-3 Months

Responsibility: Client

Once issued, take advantage of the tax-sheltered investment account in the universal life policy by depositing the maximum allowed for 10 years.

Time Period: 3-6 Months

Responsibility: Client

Implement income splitting strategies that would allow more of the corporate dividends to be paid to Ellen at a lower marginal tax rate.

Time Period: 6-12 Months

Responsibility: Client

To reduce taxes related to your RRSP investments at death, you should implement a modest RRSP melt-down with minimum RRIF withdrawals starting at age 65 instead of waiting until age 71.

Time Period: 3-5 Years

Responsibility: Client



# PLANNING ASSUMPTIONS

*Financial Analysis*  
Charles Jordan & Ellen Jordan

## Methodology

The purpose of this analysis is to estimate the amount of capital you will need to fund your desired lifestyle in retirement, then compare that to the amount of capital you are projected to have so that we can provide you with the appropriate advice.

Should you not have sufficient assets to meet your needs, any deficiency is then funded with a "theoretical line of credit" so that we can estimate the financial impact your desired lifestyle may have on your assets. This analysis is completed in two life phases: wealth accumulation and retirement income.

### Wealth Accumulation:

Starting with the value of your assets, planned savings are added each year with interest calculated using the assumed rate and frequency of your savings. For non-sheltered investments, income taxes are then deducted at the end of each year, based on your marginal tax rate and the assumed "Tax Efficiency" factor.

### Retirement Income:

The after-tax lifestyle you want in retirement, less any base income consisting of government benefits, RRIF minimums, pensions and earned income, dictate how much will need to be withdrawn from your savings each year.

Withdrawals are made from cash investments first to allow your retirement savings to remain tax sheltered for as long as possible. Once all the cash investments have been used, additional withdrawals are then made from your retirement savings.

Income tax is calculated each year using progressive tax rates as prescribed by the Federal Income Tax Act and the province in which you live. Age/Pension tax credits and the applicable clawback in addition to any provincial surtax are also calculated to provide the most accurate tax assumptions possible.

## Index Assumptions

### Growth Rates

Rate of Inflation:	2.50 %
Portfolio Rate of Return:	3.81 %
Real Estate Growth Rate:	2.50 %
Business Operations Growth Rate:	0.00 %
Lifestyle Funding Cost of Borrowing:	0.00 %

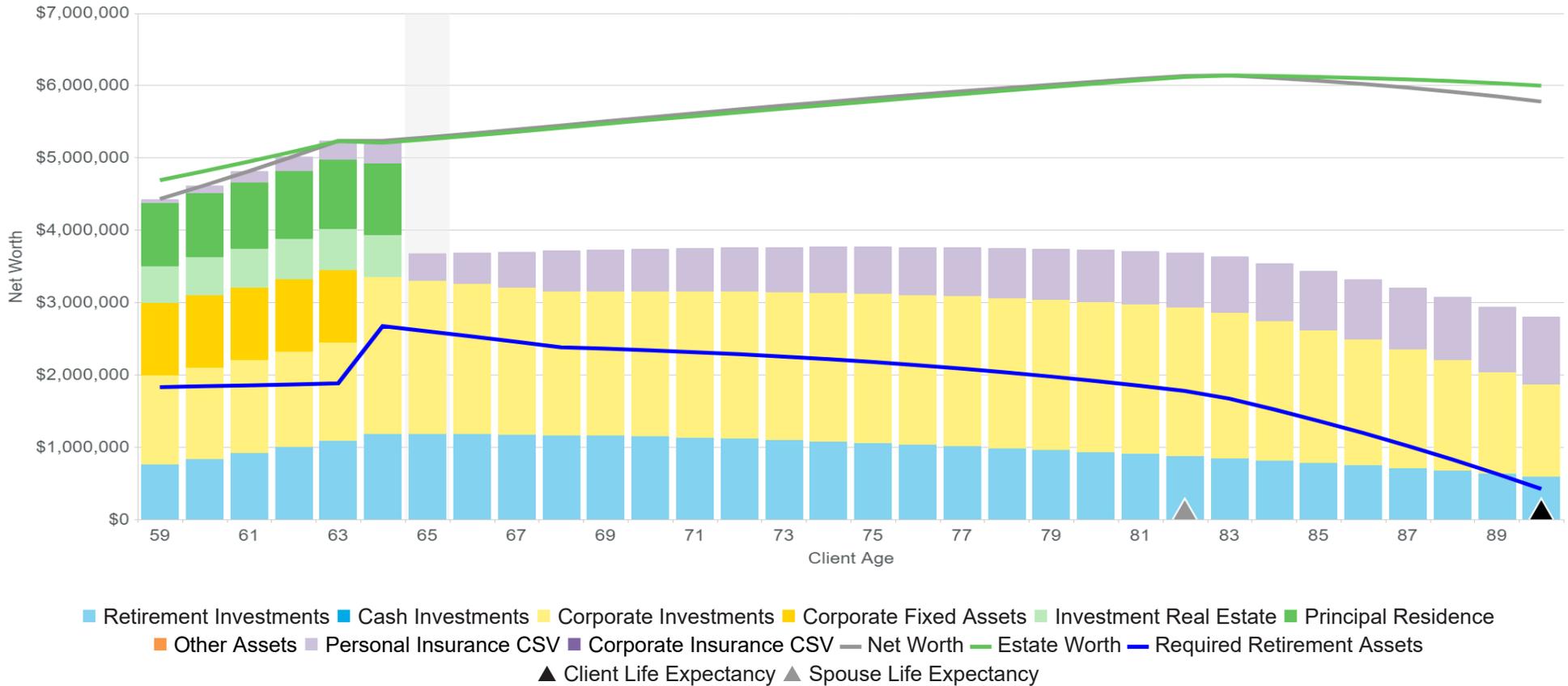
### Tax Rates

Tax Efficiency ( <i>Wealth Accumulation</i> ):	40.00 %
Tax Efficiency ( <i>Retirement</i> ):	20.00 %
Income Splitting Efficiency:	100.00 %
Top Marginal Rate of Tax in Province:	48.00 %
Top Corporate Tax Rate on Investment Income:	50.67 %



# FINANCIAL ANALYSIS

Financial Analysis  
Charles Jordan & Ellen Jordan



## Income Goals

Active Retirement Age:	65	2025
After Tax Income Goal:	\$96,000	fv \$111,300
Passive Retirement Age:	75	2035
After Tax Income Goal:	\$96,000	fv \$142,500
Projected Capital at Retirement:	\$3,361,326	

## Estate Assets

Client Life Expectancy:	90
Projected Estate Worth:	\$5,993,037
Spouse Life Expectancy:	80
Projected Estate Worth:	\$6,114,463



# NET WORTH

## Liquid Assets

Retirement Investments:	\$700,000
Cash Investments:	\$0
Insurance Cash Surrender Values*:	\$0
Corporate Investments:	\$1,200,000
<b>Total Liquid Assets:</b>	<b>\$1,900,000</b>

## Fixed Assets

Real Estate:	\$1,350,000
Net Corporate Assets:	\$1,000,000
Other Assets:	\$0
<b>Total Fixed Assets:</b>	<b>\$2,350,000</b>

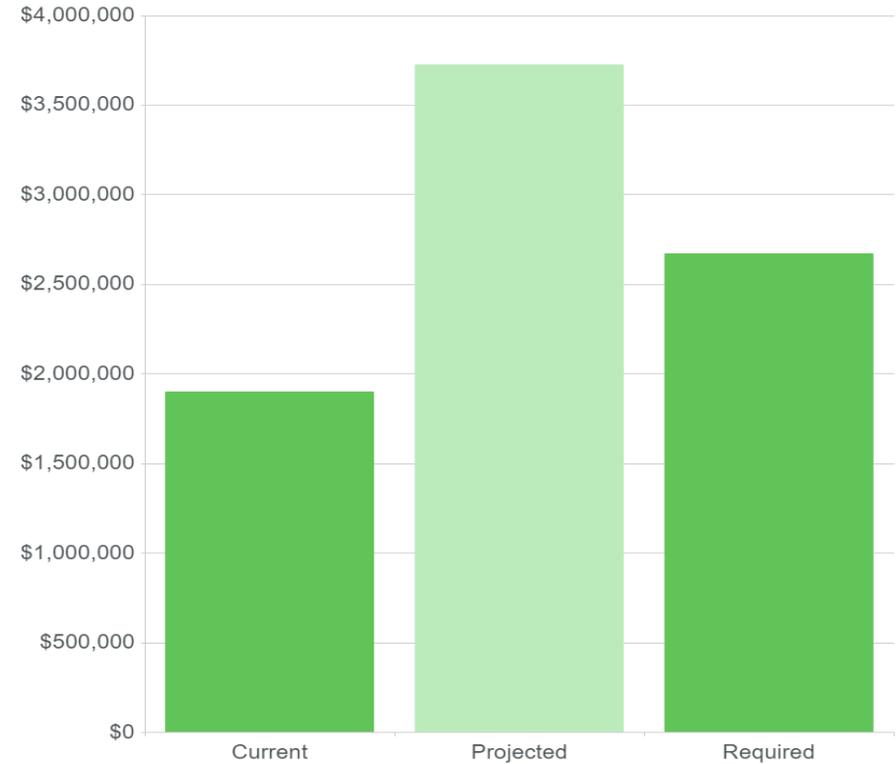
Personal Liabilities:	\$0
<b>Net Worth:</b>	<b>\$4,250,000</b>

Terminal Taxes:	(\$684,000)
Life Insurance Benefits**:	\$1,000,000
<b>Estate Worth:</b>	<b>\$4,566,000</b>

\*Includes both personal and corporate insurance cash values

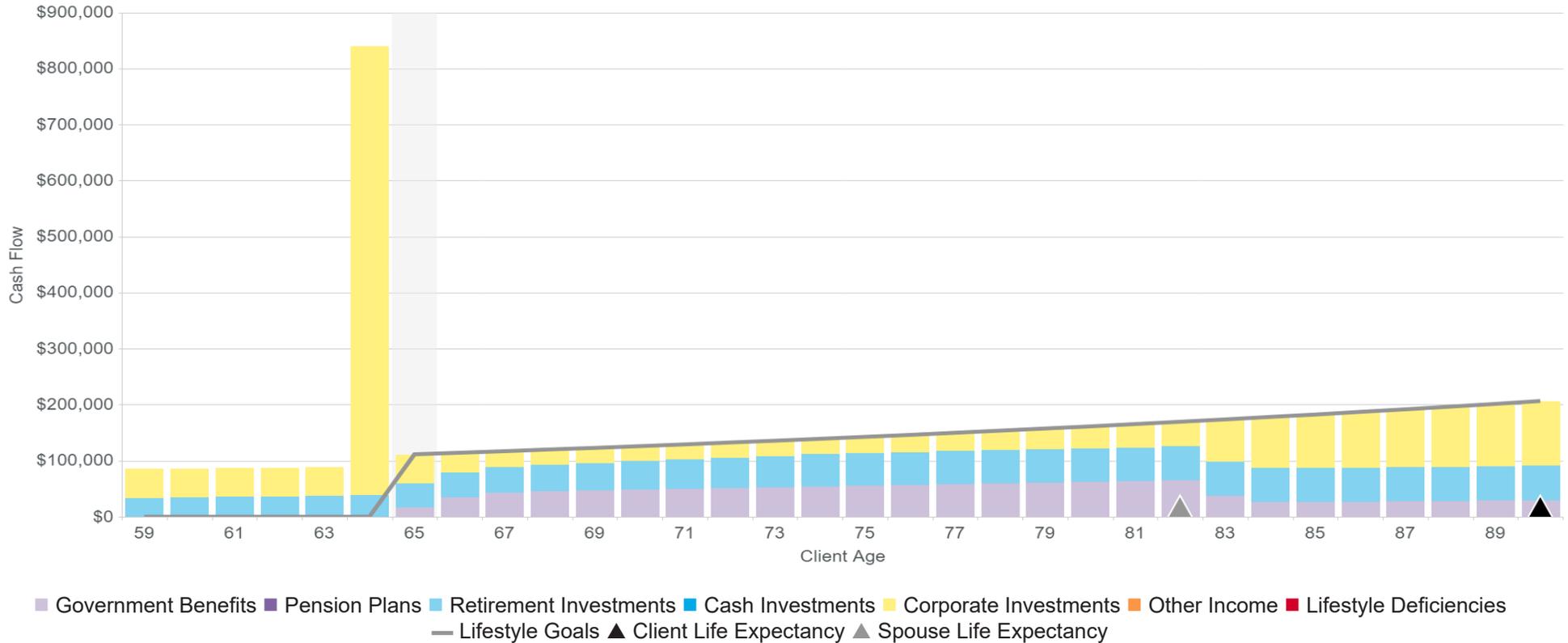
\*\*Does not include Cash Surrender Values

## Income Producing Assets





# CASH FLOW

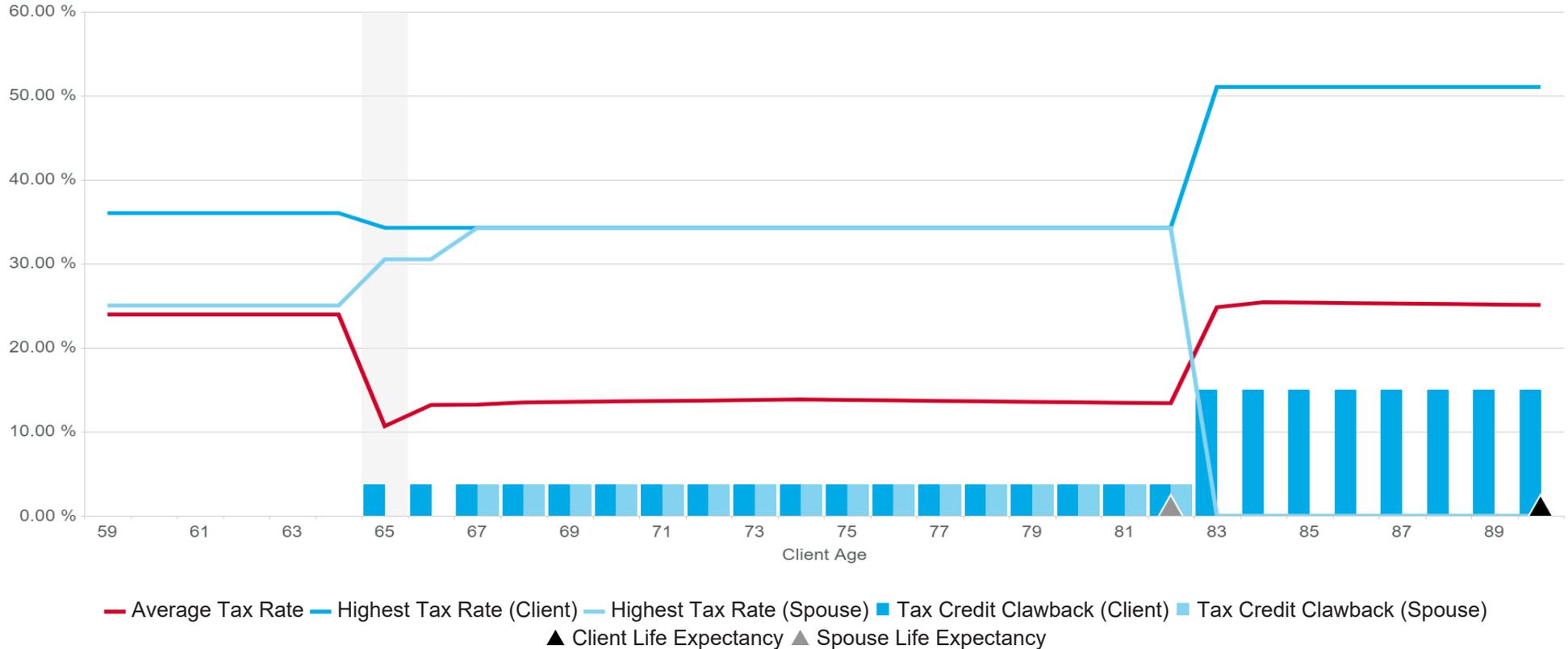


Cash Flow	Annual	Total
Registered Contributions Client:	\$26,230	\$167,550
Registered Contributions Spouse:	\$9,000	\$56,307
Cash/TFSA Savings Client:	\$0	\$0
Cash/TFSA Savings Spouse:	\$0	\$0
Corporate Investment Savings:	\$50,000	\$300,000

Assumptions
Rate of Inflation Assumption: 2.50 %
Portfolio Rate of Return: 3.81 %
<i>The equivalent lifetime return projected based on the four rates of returns entered</i>
Interest on Lifestyle Debt: 0.00 %
<i>In the event of shortfalls, Lifestyle Debt is used to maintain lifestyle needs</i>



# INCOME TAX



## Taxation

### Accumulation

### Retirement

Client Highest Marginal Tax Rate:	36.00 %	51.00 %	<i>Includes OAS &amp; Age Credit Claw-Back</i>
Spouse Highest Marginal Tax Rate:	25.00 %	34.25 %	<i>Includes OAS &amp; Age Credit Claw-Back</i>
Highest Average Tax Rate:	23.94 %	25.39 %	
Investment Tax Efficiency:	40.00 %	20.00 %	
Income Splitting Tax Efficiency:		100.00 %	



# RISK MANAGEMENT ANALYSIS

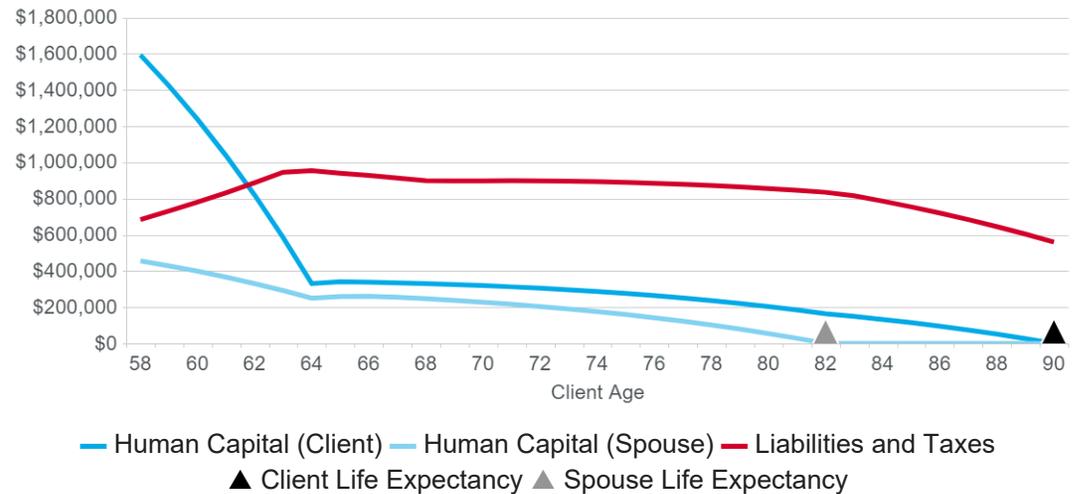
Financial Analysis  
Charles Jordan & Ellen Jordan

## Human Capital

All of us have an intangible Human Capital that may be more valuable than all our other tangible assets combined. The process of calculating your Human Capital involves estimating your future earnings potential, then discounting this future cash flow using an appropriate investment rate of return. The lifestyle you enjoy now, and hope to enjoy in your retirement, is only made possible because each year you convert part of your Human Capital into cash, investments, real estate and other assets you will use in the future.

### Current Personal Wealth

Liquid Assets:	\$1,900,000
Fixed Assets:	\$2,350,000
<b>Tangible Assets:</b>	<b>\$4,250,000</b>
HC: Charles	\$1,593,000
HC: Ellen	\$456,000
<b>Total Human Capital:</b>	<b>\$2,049,000</b>
Liabilities:	\$0
Terminal Taxes:	(\$684,000)
<b>Total Wealth:</b>	<b>\$5,615,000</b>



## Insurance

The insurance needs suggested below are estimated based on your future earnings potential. A complete insurance solution will address your need for all types of insurance including life, disability, critical illness, long term care and estate. To meet your needs and those of your family, the amount of insurance you should maintain may be more or less than illustrated.

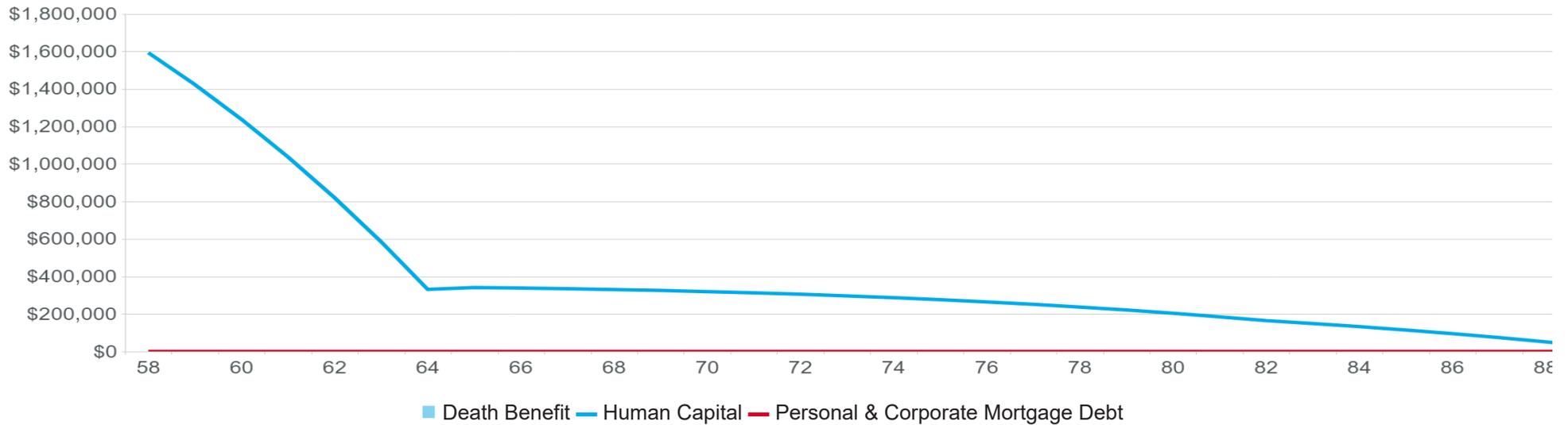
Insurance Needs	Charles	Ellen	Methodology
Life Insurance:	\$1,593,000	\$456,000	The greater of 'Life Expectancy HC' or your liabilities
Disability Insurance:	\$11,200/m	\$2,200/m	60 % of 'Retirement HC' divided by months remaining
Critical Illness Insurance:	\$697,000	\$139,000	An amount equal to '3 Years HC'
Long Term Care Insurance:	\$4,000/m	\$4,000/m	50 % of your 'Retirement Needs' for 10 years
Estate Preservation:	\$781,000	\$1,014,000	Estimated Tax Liabilities at Life Expectancy



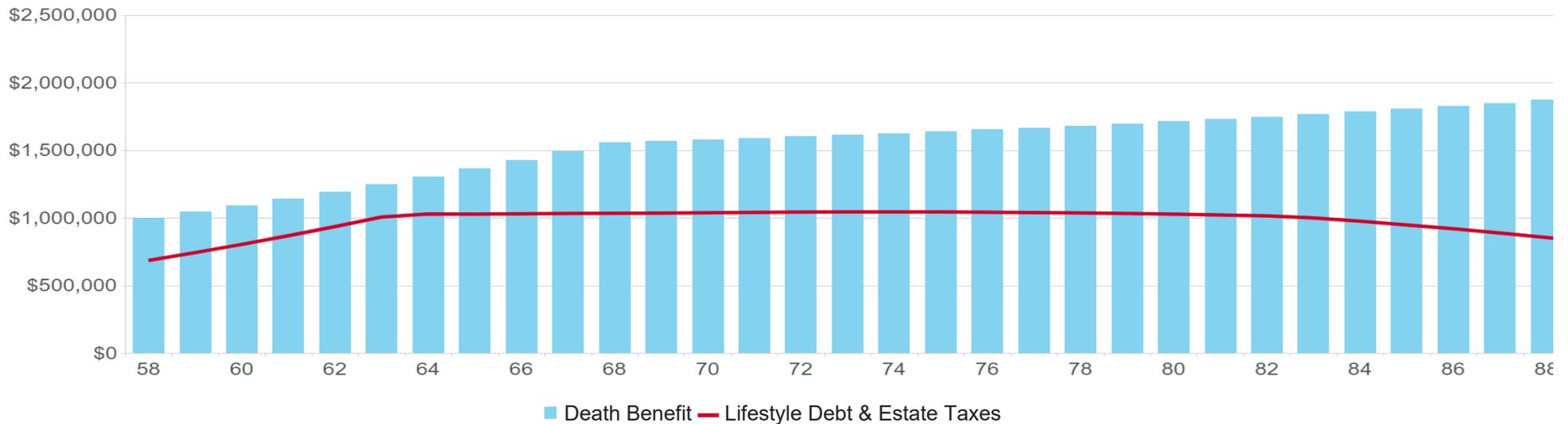
# LIFE INSURANCE CHARLES

Financial Analysis  
Charles Jordan & Ellen Jordan

## Survivor Needs



## Estate Needs

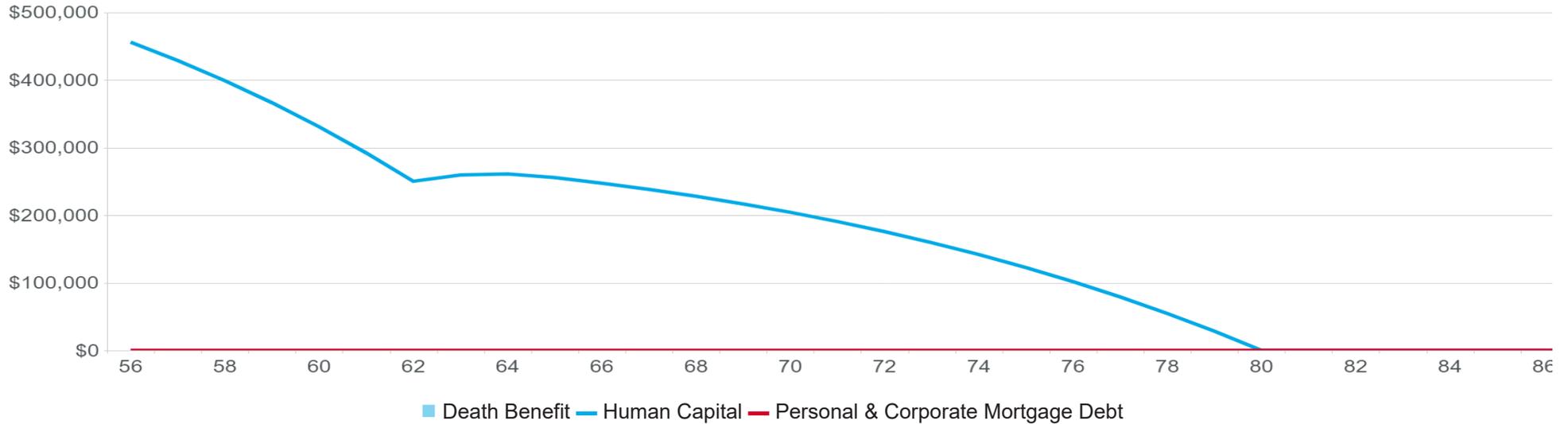




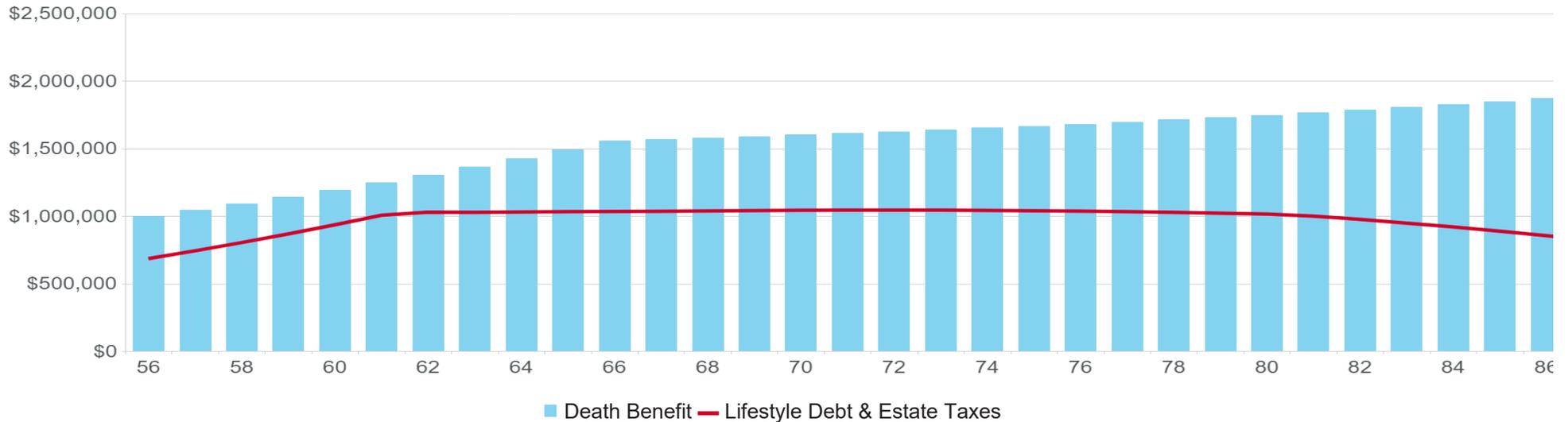
# LIFE INSURANCE ELLEN

*Financial Analysis*  
Charles Jordan & Ellen Jordan

## Survivor Needs



## Estate Needs





# CORPORATE ESTATE BOND

## The Situation

Like many successful people, your business generates more income annually than is needed to run the business or to maintain your current lifestyle.

Investment income earned by a corporation is taxed at the highest rate and if you take the money personally, you will have significantly less after-tax income to invest.

## The Strategy

A Corporate Estate Bond is a financial strategy that lets you tax-shelter retained earnings today that can be paid tax-free to your heirs in the future.

A Corporate Estate Bond combines the following financial elements:

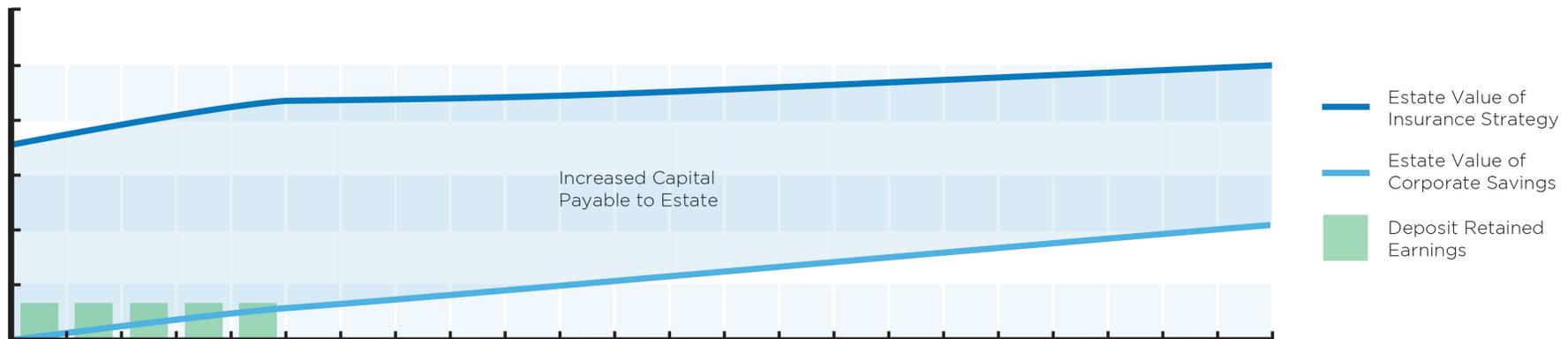
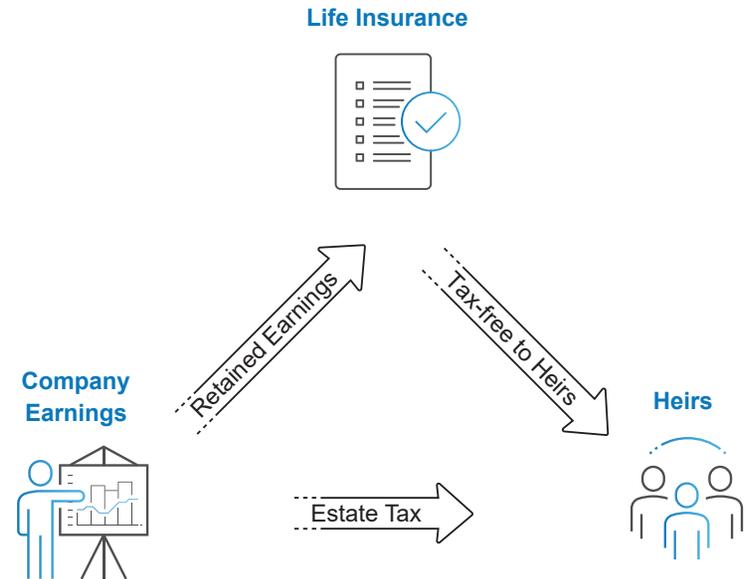
- 1 - Tax-sheltered investment account.
- 2 - Retained earnings that generate taxable investment income.
- 3 - Life insurance benefits that provide an immediate increase in the value of your estate.

Investing retained earnings in a tax-exempt life insurance policy provides significantly higher returns on estate value when compared to other corporate investments.

## The Solution

People typically think of life insurance as protection for their family and liquidity for their estate. What most people don't realize is life insurance can also be used as a tax-shelter for corporate earnings, enhancing the value of investments by reducing the amount of tax the corporation pays.

Including life insurance as part of your corporate investment strategy can help to reduce taxes on investment income today while creating tax-free death benefits that can be paid tax-free from your corporation's Capital Dividend Account to your heirs.



# NET WORTH

Values are estimated based on an after-tax income goal in retirement of \$96,000 in today's dollars

Year	Client	Spouse	Liquid Assets					Fixed Assets			Net Worth	
			Retirement Investments	Cash Investments	Personal Ins. CSV	Corporate Investments	Corporate Ins. CSV	Real Estate	Corporate Assets	Other Assets	Total Liabilities	Net Worth
2019	59	57	\$770,229	\$0	\$0	\$1,229,671	\$45,558	\$1,383,750	\$1,000,000	\$0	\$0	\$4,429,208
2020	60	58	\$844,625	\$0	\$0	\$1,260,374	\$93,167	\$1,418,344	\$1,000,000	\$0	\$0	\$4,616,510
2021	61	59	\$923,638	\$0	\$0	\$1,292,146	\$142,918	\$1,453,802	\$1,000,000	\$0	\$0	\$4,812,504
2022	62	60	\$1,007,521	\$0	\$0	\$1,325,024	\$194,908	\$1,490,147	\$1,000,000	\$0	\$0	\$5,017,600
2023	63	61	\$1,096,540	\$0	\$0	\$1,359,045	\$249,238	\$1,527,401	\$1,000,000	\$0	\$0	\$5,232,224
2024	64	62	\$1,190,977	\$0	\$0	\$2,170,350	\$306,012	\$1,565,586	\$0	\$0	\$0	\$5,232,925
2025	65	63	\$1,189,343	\$0	\$0	\$2,121,723	\$365,342	\$1,604,726	\$0	\$0	\$0	\$5,281,134
2026	66	64	\$1,186,135	\$0	\$0	\$2,075,424	\$427,342	\$1,644,844	\$0	\$0	\$0	\$5,333,745
2027	67	65	\$1,181,124	\$0	\$0	\$2,029,008	\$492,132	\$1,685,965	\$0	\$0	\$0	\$5,388,229
2028	68	66	\$1,174,329	\$0	\$0	\$1,982,211	\$559,837	\$1,728,114	\$0	\$0	\$0	\$5,444,492
2029	69	67	\$1,165,539	\$0	\$0	\$1,994,996	\$569,770	\$1,771,317	\$0	\$0	\$0	\$5,501,622
2030	70	68	\$1,154,677	\$0	\$0	\$2,007,372	\$580,151	\$1,815,600	\$0	\$0	\$0	\$5,557,800
2031	71	69	\$1,141,564	\$0	\$0	\$2,019,427	\$590,998	\$1,860,990	\$0	\$0	\$0	\$5,612,978
2032	72	70	\$1,126,157	\$0	\$0	\$2,031,052	\$602,333	\$1,907,515	\$0	\$0	\$0	\$5,667,056
2033	73	71	\$1,108,204	\$0	\$0	\$2,042,349	\$614,179	\$1,955,203	\$0	\$0	\$0	\$5,719,934
2034	74	72	\$1,087,376	\$0	\$0	\$2,053,471	\$626,558	\$2,004,083	\$0	\$0	\$0	\$5,771,487
2035	75	73	\$1,065,609	\$0	\$0	\$2,062,329	\$639,494	\$2,054,185	\$0	\$0	\$0	\$5,821,617
2036	76	74	\$1,042,868	\$0	\$0	\$2,068,947	\$653,012	\$2,105,539	\$0	\$0	\$0	\$5,870,366
2037	77	75	\$1,019,123	\$0	\$0	\$2,073,226	\$667,138	\$2,158,178	\$0	\$0	\$0	\$5,917,665
2038	78	76	\$994,363	\$0	\$0	\$2,075,020	\$681,900	\$2,212,132	\$0	\$0	\$0	\$5,963,415
2039	79	77	\$968,582	\$0	\$0	\$2,074,161	\$697,326	\$2,267,435	\$0	\$0	\$0	\$6,007,505
2040	80	78	\$941,595	\$0	\$0	\$2,070,650	\$713,447	\$2,324,121	\$0	\$0	\$0	\$6,049,813
2041	81	79	\$913,537	\$0	\$0	\$2,064,152	\$730,293	\$2,382,224	\$0	\$0	\$0	\$6,090,207
2042	82	80	\$884,268	\$0	\$0	\$2,054,617	\$747,897	\$2,441,780	\$0	\$0	\$0	\$6,128,563
2043	83	81	\$853,774	\$0	\$0	\$2,012,170	\$766,294	\$2,502,825	\$0	\$0	\$0	\$6,135,062
2044	84	82	\$822,070	\$0	\$0	\$1,929,626	\$785,518	\$2,565,395	\$0	\$0	\$0	\$6,102,609
2045	85	83	\$789,030	\$0	\$0	\$1,838,996	\$805,607	\$2,629,530	\$0	\$0	\$0	\$6,063,164
2046	86	84	\$754,666	\$0	\$0	\$1,742,220	\$826,601	\$2,695,268	\$0	\$0	\$0	\$6,018,755
2047	87	85	\$718,953	\$0	\$0	\$1,638,016	\$848,539	\$2,762,650	\$0	\$0	\$0	\$5,968,159
2048	88	86	\$681,781	\$0	\$0	\$1,525,809	\$871,465	\$2,831,716	\$0	\$0	\$0	\$5,910,771
2049	89	87	\$643,196	\$0	\$0	\$1,405,039	\$895,422	\$2,902,509	\$0	\$0	\$0	\$5,846,166
2050	90	88	\$603,125	\$0	\$0	\$1,275,320	\$920,457	\$2,975,072	\$0	\$0	\$0	\$5,773,974

## Summary

Retirement												
2025	65	63	\$1,189,343	\$0	\$0	\$2,121,723	\$365,342	\$1,604,726	\$0	\$0	\$0	\$5,281,134
Passive Retirement												
2035	75	73	\$1,065,609	\$0	\$0	\$2,062,329	\$639,494	\$2,054,185	\$0	\$0	\$0	\$5,821,617
Client Assumed Life Expectancy												
2050	90	88	\$603,125	\$0	\$0	\$1,275,320	\$920,457	\$2,975,072	\$0	\$0	\$0	\$5,773,974
Spouse Assumed Life Expectancy												
2042	82	80	\$884,268	\$0	\$0	\$2,054,617	\$747,897	\$2,441,780	\$0	\$0	\$0	\$6,128,563

# ESTATE WORTH

Values are estimated based on an after-tax income goal in retirement of \$96,000 in today's dollars

Year	Client	Personal Assets	Personal Liabilities	Corporate Assets	Corporate Liabilities	Net Worth	Personal Estate Tax	Corporate Deferred Tax	Personal Insurance	Corporate Insurance	Estate Worth
2019	59	\$2,153,979	\$0	\$2,275,229	\$0	\$4,429,208	(\$738,765)	(\$3,177)	\$0	\$1,000,000	\$4,687,266
2020	60	\$2,262,969	\$0	\$2,353,541	\$0	\$4,616,510	(\$796,345)	(\$6,437)	\$0	\$1,000,000	\$4,813,728
2021	61	\$2,377,440	\$0	\$2,435,064	\$0	\$4,812,504	(\$856,988)	(\$9,782)	\$0	\$1,000,000	\$4,945,734
2022	62	\$2,497,668	\$0	\$2,519,932	\$0	\$5,017,600	(\$920,851)	(\$13,216)	\$0	\$1,000,000	\$5,083,533
2023	63	\$2,623,941	\$0	\$2,608,283	\$0	\$5,232,224	(\$988,096)	(\$16,741)	\$0	\$1,000,000	\$5,227,387
2024	64	\$2,756,563	\$0	\$2,476,362	\$0	\$5,232,925	(\$1,005,159)	(\$22,452)	\$0	\$1,000,000	\$5,205,314
2025	65	\$2,794,068	\$0	\$2,487,065	\$0	\$5,281,134	(\$1,005,191)	(\$21,799)	\$0	\$1,000,000	\$5,254,144
2026	66	\$2,830,979	\$0	\$2,502,765	\$0	\$5,333,745	(\$1,011,934)	(\$17,845)	\$0	\$1,000,000	\$5,303,966
2027	67	\$2,867,089	\$0	\$2,521,139	\$0	\$5,388,229	(\$1,018,825)	(\$12,715)	\$0	\$1,000,000	\$5,356,689
2028	68	\$2,902,443	\$0	\$2,542,048	\$0	\$5,444,492	(\$1,025,582)	(\$7,490)	\$0	\$1,000,000	\$5,411,420
2029	69	\$2,936,856	\$0	\$2,564,766	\$0	\$5,501,622	(\$1,031,861)	(\$2,466)	\$0	\$1,000,000	\$5,467,295
2030	70	\$2,970,277	\$0	\$2,587,523	\$0	\$5,557,800	(\$1,036,637)	\$0	\$0	\$1,000,000	\$5,521,163
2031	71	\$3,002,554	\$0	\$2,610,425	\$0	\$5,612,978	(\$1,039,874)	\$0	\$0	\$1,000,000	\$5,573,104
2032	72	\$3,033,671	\$0	\$2,633,385	\$0	\$5,667,056	(\$1,042,124)	\$0	\$0	\$1,000,000	\$5,624,932
2033	73	\$3,063,406	\$0	\$2,656,528	\$0	\$5,719,934	(\$1,043,300)	\$0	\$0	\$1,000,000	\$5,676,634
2034	74	\$3,091,458	\$0	\$2,680,029	\$0	\$5,771,487	(\$1,043,288)	\$0	\$0	\$1,000,000	\$5,728,199
2035	75	\$3,119,794	\$0	\$2,701,823	\$0	\$5,821,617	(\$1,042,524)	\$0	\$0	\$1,000,000	\$5,779,093
2036	76	\$3,148,407	\$0	\$2,721,959	\$0	\$5,870,366	(\$1,041,006)	\$0	\$0	\$1,000,000	\$5,829,360
2037	77	\$3,177,301	\$0	\$2,740,364	\$0	\$5,917,665	(\$1,038,705)	\$0	\$0	\$1,000,000	\$5,878,961
2038	78	\$3,206,495	\$0	\$2,756,921	\$0	\$5,963,415	(\$1,035,589)	\$0	\$0	\$1,000,000	\$5,927,826
2039	79	\$3,236,018	\$0	\$2,771,487	\$0	\$6,007,505	(\$1,031,626)	\$0	\$0	\$1,000,000	\$5,975,879
2040	80	\$3,265,717	\$0	\$2,784,097	\$0	\$6,049,813	(\$1,026,737)	\$0	\$0	\$1,000,000	\$6,023,076
2041	81	\$3,295,762	\$0	\$2,794,445	\$0	\$6,090,207	(\$1,020,918)	\$0	\$0	\$1,000,000	\$6,069,289
2042	82	\$3,326,048	\$0	\$2,802,515	\$0	\$6,128,563	(\$1,014,099)	\$0	\$0	\$1,000,000	\$6,114,463
2043	83	\$3,356,598	\$0	\$2,778,464	\$0	\$6,135,062	(\$999,116)	\$0	\$0	\$1,000,000	\$6,135,946
2044	84	\$3,387,465	\$0	\$2,715,144	\$0	\$6,102,609	(\$974,263)	\$0	\$0	\$1,000,000	\$6,128,346
2045	85	\$3,418,560	\$0	\$2,644,604	\$0	\$6,063,164	(\$947,175)	\$0	\$0	\$1,000,000	\$6,115,989
2046	86	\$3,449,934	\$0	\$2,568,821	\$0	\$6,018,755	(\$918,336)	\$0	\$0	\$1,000,000	\$6,100,419
2047	87	\$3,481,603	\$0	\$2,486,556	\$0	\$5,968,159	(\$887,440)	\$0	\$0	\$1,000,000	\$6,080,719
2048	88	\$3,513,497	\$0	\$2,397,274	\$0	\$5,910,771	(\$854,309)	\$0	\$0	\$1,000,000	\$6,056,462
2049	89	\$3,545,705	\$0	\$2,300,461	\$0	\$5,846,166	(\$818,845)	\$0	\$0	\$1,000,000	\$6,027,320
2050	90	\$3,578,197	\$0	\$2,195,777	\$0	\$5,773,974	(\$780,937)	\$0	\$0	\$1,000,000	\$5,993,037

## Summary

Retirement											
2025	65	\$2,794,068	\$0	\$2,487,065	\$0	\$5,281,134	(\$1,005,191)	(\$21,799)	\$0	\$1,000,000	\$5,254,144
Passive Retirement											
2035	75	\$3,119,794	\$0	\$2,701,823	\$0	\$5,821,617	(\$1,042,524)	\$0	\$0	\$1,000,000	\$5,779,093
Client Assumed Life Expectancy											
2050	90	\$3,578,197	\$0	\$2,195,777	\$0	\$5,773,974	(\$780,937)	\$0	\$0	\$1,000,000	\$5,993,037
Spouse Assumed Life Expectancy											
2042	82	\$3,326,048	\$0	\$2,802,515	\$0	\$6,128,563	(\$1,014,099)	\$0	\$0	\$1,000,000	\$6,114,463

# LIFE INSURANCE

Year	Client	Charles		Ellen		Joint Last		Personal		Corporate	
		Human Capital	Death Benefit	Human Capital	Death Benefit	Estate Taxes	Death Benefit	Annual Premiums	Cash Value	Annual Premiums	Cash Value
2019	59	\$1,422,766	\$0	\$428,646	\$0	(\$741,942)	\$1,045,558	\$0	\$0	\$60,000	\$45,558
2020	60	\$1,237,655	\$0	\$398,828	\$0	(\$802,782)	\$1,093,167	\$0	\$0	\$60,000	\$93,167
2021	61	\$1,036,881	\$0	\$366,239	\$0	(\$866,770)	\$1,142,918	\$0	\$0	\$60,000	\$142,918
2022	62	\$819,503	\$0	\$330,706	\$0	(\$934,067)	\$1,194,908	\$0	\$0	\$60,000	\$194,908
2023	63	\$584,525	\$0	\$292,051	\$0	(\$1,004,837)	\$1,249,238	\$0	\$0	\$60,000	\$249,238
2024	64	\$330,899	\$0	\$250,083	\$0	(\$1,027,611)	\$1,306,012	\$0	\$0	\$60,000	\$306,012
2025	65	\$341,190	\$0	\$259,390	\$0	(\$1,026,989)	\$1,365,342	\$0	\$0	\$60,000	\$365,342
2026	66	\$338,200	\$0	\$260,890	\$0	(\$1,029,779)	\$1,427,342	\$0	\$0	\$60,000	\$427,342
2027	67	\$334,560	\$0	\$255,583	\$0	(\$1,031,540)	\$1,492,132	\$0	\$0	\$60,000	\$492,132
2028	68	\$330,224	\$0	\$247,298	\$0	(\$1,033,072)	\$1,559,837	\$0	\$0	\$60,000	\$559,837
2029	69	\$325,145	\$0	\$238,072	\$0	(\$1,034,327)	\$1,569,770	\$0	\$0	\$0	\$569,770
2030	70	\$319,272	\$0	\$227,846	\$0	(\$1,036,637)	\$1,580,151	\$0	\$0	\$0	\$580,151
2031	71	\$312,553	\$0	\$216,555	\$0	(\$1,039,874)	\$1,590,998	\$0	\$0	\$0	\$590,998
2032	72	\$304,930	\$0	\$204,132	\$0	(\$1,042,124)	\$1,602,333	\$0	\$0	\$0	\$602,333
2033	73	\$296,345	\$0	\$190,507	\$0	(\$1,043,300)	\$1,614,179	\$0	\$0	\$0	\$614,179
2034	74	\$286,734	\$0	\$175,605	\$0	(\$1,043,288)	\$1,626,558	\$0	\$0	\$0	\$626,558
2035	75	\$276,033	\$0	\$159,347	\$0	(\$1,042,524)	\$1,639,494	\$0	\$0	\$0	\$639,494
2036	76	\$264,170	\$0	\$141,650	\$0	(\$1,041,006)	\$1,653,012	\$0	\$0	\$0	\$653,012
2037	77	\$251,073	\$0	\$122,427	\$0	(\$1,038,705)	\$1,667,138	\$0	\$0	\$0	\$667,138
2038	78	\$236,663	\$0	\$101,585	\$0	(\$1,035,589)	\$1,681,900	\$0	\$0	\$0	\$681,900
2039	79	\$220,859	\$0	\$79,027	\$0	(\$1,031,626)	\$1,697,326	\$0	\$0	\$0	\$697,326
2040	80	\$203,574	\$0	\$54,649	\$0	(\$1,026,737)	\$1,713,447	\$0	\$0	\$0	\$713,447
2041	81	\$184,716	\$0	\$28,345	\$0	(\$1,020,918)	\$1,730,293	\$0	\$0	\$0	\$730,293
2042	82	\$164,189	\$0	\$0	\$0	(\$1,014,099)	\$1,747,897	\$0	\$0	\$0	\$747,897
2043	83	\$148,988	\$0	\$0	\$0	(\$999,116)	\$1,766,294	\$0	\$0	\$0	\$766,294
2044	84	\$132,442	\$0	\$0	\$0	(\$974,263)	\$1,785,518	\$0	\$0	\$0	\$785,518
2045	85	\$114,468	\$0	\$0	\$0	(\$947,175)	\$1,805,607	\$0	\$0	\$0	\$805,607
2046	86	\$94,981	\$0	\$0	\$0	(\$918,336)	\$1,826,601	\$0	\$0	\$0	\$826,601
2047	87	\$73,889	\$0	\$0	\$0	(\$887,440)	\$1,848,539	\$0	\$0	\$0	\$848,539
2048	88	\$51,097	\$0	\$0	\$0	(\$854,309)	\$1,871,465	\$0	\$0	\$0	\$871,465
2049	89	\$26,503	\$0	\$0	\$0	(\$818,845)	\$1,895,422	\$0	\$0	\$0	\$895,422
2050	90	\$0	\$0	\$0	\$0	(\$780,937)	\$1,920,457	\$0	\$0	\$0	\$920,457

## Summary

Retirement											
2025	65	\$341,190	\$0	\$259,390	\$0	(\$1,026,989)	\$1,365,342	\$0	\$0	\$60,000	\$365,342
Passive Retirement											
2035	75	\$276,033	\$0	\$159,347	\$0	(\$1,042,524)	\$1,639,494	\$0	\$0	\$0	\$639,494
Client Assumed Life Expectancy											
2050	90	\$0	\$0	\$0	\$0	(\$780,937)	\$1,920,457	\$0	\$0	\$0	\$920,457
Spouse Assumed Life Expectancy											
2042	82	\$164,189	\$0	\$0	\$0	(\$1,014,099)	\$1,747,897	\$0	\$0	\$0	\$747,897

# CASH FLOW

Values are estimated based on an after-tax income goal in retirement of \$96,000 in today's dollars

Year	Client	Spouse	Source of Income						Income Tax			
			Investment Savings	Retirement Investments	Cash/Corp Investments	Other Income	Income Goal	Debt & Insurance	Excess/Deficiency	Income Tax	Paid by Withholding	Paid by Instalment
2019	59	57	\$35,230	\$0	\$0	\$145,547	\$0	\$0	\$0	(\$39,454)	\$54,453	\$0
2020	60	58	\$35,886	\$0	\$0	\$149,186	\$0	\$0	\$0	(\$40,496)	\$55,814	\$0
2021	61	59	\$36,783	\$0	\$0	\$152,916	\$0	\$0	\$0	(\$41,509)	\$57,209	\$0
2022	62	60	\$37,702	\$0	\$0	\$156,738	\$0	\$0	\$0	(\$42,547)	\$58,640	\$0
2023	63	61	\$38,645	\$0	\$0	\$160,657	\$0	\$0	\$0	(\$43,610)	\$60,106	\$0
2024	64	62	\$39,611	\$0	\$0	\$164,673	\$0	\$0	\$0	(\$44,700)	\$61,608	\$0
2025	65	63	\$0	\$42,518	\$50,416	\$18,397	\$111,331	\$0	\$0	(\$12,659)	\$0	\$12,659
2026	66	64	\$0	\$44,006	\$33,590	\$36,518	\$114,114	\$0	\$0	(\$17,616)	\$0	\$17,616
2027	67	65	\$0	\$45,666	\$27,274	\$44,026	\$116,967	\$0	\$0	(\$18,678)	\$0	\$18,678
2028	68	66	\$0	\$47,245	\$25,266	\$47,380	\$119,891	\$0	\$0	(\$19,537)	\$0	\$19,537
2029	69	67	\$0	\$48,970	\$25,354	\$48,565	\$122,888	\$0	\$0	(\$20,194)	\$0	\$20,194
2030	70	68	\$0	\$50,701	\$25,480	\$49,779	\$125,960	\$0	\$0	(\$20,805)	\$0	\$20,805
2031	71	69	\$0	\$52,538	\$25,548	\$51,023	\$129,109	\$0	\$0	(\$21,419)	\$0	\$21,419
2032	72	70	\$0	\$54,338	\$25,700	\$52,299	\$132,337	\$0	\$0	(\$22,039)	\$0	\$22,039
2033	73	71	\$0	\$56,308	\$25,731	\$53,606	\$135,645	\$0	\$0	(\$22,681)	\$0	\$22,681
2034	74	72	\$0	\$58,513	\$25,577	\$54,947	\$139,037	\$0	\$0	(\$23,356)	\$0	\$23,356
2035	75	73	\$0	\$58,718	\$27,474	\$56,320	\$142,513	\$0	\$0	(\$23,895)	\$0	\$23,895
2036	76	74	\$0	\$58,928	\$29,419	\$57,728	\$146,075	\$0	\$0	(\$24,408)	\$0	\$24,408
2037	77	75	\$0	\$59,131	\$31,425	\$59,171	\$149,727	\$0	\$0	(\$24,921)	\$0	\$24,921
2038	78	76	\$0	\$59,313	\$33,507	\$60,651	\$153,470	\$0	\$0	(\$25,442)	\$0	\$25,442
2039	79	77	\$0	\$59,463	\$35,677	\$62,167	\$157,307	\$0	\$0	(\$25,973)	\$0	\$25,973
2040	80	78	\$0	\$59,762	\$37,757	\$63,721	\$161,240	\$0	\$0	(\$26,526)	\$0	\$26,526
2041	81	79	\$0	\$59,885	\$40,071	\$65,314	\$165,271	\$0	\$0	(\$27,082)	\$0	\$27,082
2042	82	80	\$0	\$60,111	\$42,345	\$66,947	\$169,403	\$0	\$0	(\$27,656)	\$0	\$27,656
2043	83	81	\$0	\$60,307	\$74,386	\$38,945	\$173,638	\$0	\$0	(\$50,867)	\$0	\$50,867
2044	84	82	\$0	\$60,447	\$89,341	\$28,190	\$177,979	\$0	\$0	(\$63,025)	\$11,728	\$51,297
2045	85	83	\$0	\$60,669	\$94,558	\$27,201	\$182,428	\$0	\$0	(\$64,785)	\$13,715	\$51,070
2046	86	84	\$0	\$60,834	\$98,273	\$27,881	\$186,989	\$0	\$0	(\$65,853)	\$14,058	\$51,795
2047	87	85	\$0	\$60,977	\$102,108	\$28,578	\$191,664	\$0	\$0	(\$67,243)	\$14,410	\$52,834
2048	88	86	\$0	\$61,183	\$105,980	\$29,293	\$196,455	\$0	\$0	(\$68,764)	\$14,770	\$53,994
2049	89	87	\$0	\$61,292	\$110,049	\$30,025	\$201,366	\$0	\$0	(\$70,344)	\$15,139	\$55,205
2050	90	88	\$0	\$61,425	\$114,200	\$30,776	\$206,401	\$0	\$0	(\$71,973)	\$15,517	\$56,455

## Summary

Retirement												
2025	65	63	\$0	\$42,518	\$50,416	\$18,397	\$111,331	\$0	\$0	(\$12,659)	\$0	\$12,659
Passive Retirement												
2035	75	73	\$0	\$58,718	\$27,474	\$56,320	\$142,513	\$0	\$0	(\$23,895)	\$0	\$23,895
Client Assumed Life Expectancy												
2050	90	88	\$0	\$61,425	\$114,200	\$30,776	\$206,401	\$0	\$0	(\$71,973)	\$15,517	\$56,455
Spouse Assumed Life Expectancy												
2042	82	80	\$0	\$60,111	\$42,345	\$66,947	\$169,403	\$0	\$0	(\$27,656)	\$0	\$27,656

# TAXATION CHARLES

## Estimated income taxes and rates

Year	Client	Spouse	Income Tax Payable						Rate of Taxation			
			Taxable Income	Basic Tax	Age Credit	Pension Credit	Age Clawback	OAS Clawback	Total Payable	Average Tax Rate	Marginal Tax Rate	Effective Tax Rate
2019	59	57	\$123,770	(\$32,951)	\$0	\$0	\$0	\$0	(\$32,951)	26.62 %	36.00 %	36.00 %
2020	60	58	\$126,864	(\$33,775)	\$0	\$0	\$0	\$0	(\$33,775)	26.62 %	36.00 %	36.00 %
2021	61	59	\$130,036	(\$34,619)	\$0	\$0	\$0	\$0	(\$34,619)	26.62 %	36.00 %	36.00 %
2022	62	60	\$133,287	(\$35,485)	\$0	\$0	\$0	\$0	(\$35,485)	26.62 %	36.00 %	36.00 %
2023	63	61	\$136,619	(\$36,372)	\$0	\$0	\$0	\$0	(\$36,372)	26.62 %	36.00 %	36.00 %
2024	64	62	\$140,034	(\$37,281)	\$0	\$0	\$0	\$0	(\$37,281)	26.62 %	36.00 %	36.00 %
2025	65	63	\$55,868	(\$6,447)	\$1,929	\$449	(\$410)	\$0	(\$4,479)	8.02 %	30.50 %	34.25 %
2026	66	64	\$65,637	(\$9,507)	\$1,978	\$449	(\$734)	\$0	(\$7,814)	11.91 %	30.50 %	34.25 %
2027	67	65	\$71,757	(\$11,271)	\$2,027	\$449	(\$921)	\$0	(\$9,715)	13.54 %	30.50 %	34.25 %
2028	68	66	\$72,580	(\$11,388)	\$2,078	\$449	(\$907)	\$0	(\$9,769)	13.46 %	30.50 %	34.25 %
2029	69	67	\$74,580	(\$11,739)	\$2,130	\$449	(\$937)	\$0	(\$10,097)	13.54 %	30.50 %	34.25 %
2030	70	68	\$76,503	(\$12,072)	\$2,183	\$449	(\$962)	\$0	(\$10,402)	13.60 %	30.50 %	34.25 %
2031	71	69	\$78,434	(\$12,409)	\$2,238	\$449	(\$987)	\$0	(\$10,709)	13.65 %	30.50 %	34.25 %
2032	72	70	\$80,412	(\$12,750)	\$2,294	\$449	(\$1,013)	\$0	(\$11,019)	13.70 %	30.50 %	34.25 %
2033	73	71	\$82,425	(\$13,103)	\$2,351	\$449	(\$1,038)	\$0	(\$11,341)	13.76 %	30.50 %	34.25 %
2034	74	72	\$84,478	(\$13,473)	\$2,410	\$449	(\$1,064)	\$0	(\$11,678)	13.82 %	30.50 %	34.25 %
2035	75	73	\$86,746	(\$13,770)	\$2,470	\$449	(\$1,096)	\$0	(\$11,948)	13.77 %	30.50 %	34.25 %
2036	76	74	\$88,984	(\$14,058)	\$2,532	\$449	(\$1,126)	\$0	(\$12,204)	13.71 %	30.50 %	34.25 %
2037	77	75	\$91,255	(\$14,349)	\$2,595	\$449	(\$1,156)	\$0	(\$12,461)	13.65 %	30.50 %	34.25 %
2038	78	76	\$93,578	(\$14,644)	\$2,660	\$449	(\$1,186)	\$0	(\$12,721)	13.59 %	30.50 %	34.25 %
2039	79	77	\$95,959	(\$14,944)	\$2,726	\$449	(\$1,218)	\$0	(\$12,986)	13.53 %	30.50 %	34.25 %
2040	80	78	\$98,386	(\$15,257)	\$2,794	\$449	(\$1,249)	\$0	(\$13,263)	13.48 %	30.50 %	34.25 %
2041	81	79	\$100,893	(\$15,572)	\$2,864	\$449	(\$1,282)	\$0	(\$13,541)	13.42 %	30.50 %	34.25 %
2042	82	80	\$103,449	(\$15,898)	\$2,936	\$449	(\$1,315)	\$0	(\$13,828)	13.37 %	30.50 %	34.25 %
2043	83	81	\$216,600	(\$39,874)	\$3,009	\$449	(\$3,009)	(\$11,442)	(\$50,867)	24.79 %	36.00 %	51.00 %
2044	84	82	\$261,605	(\$50,093)	\$3,085	\$449	(\$3,085)	(\$13,381)	(\$63,025)	25.39 %	38.00 %	51.00 %
2045	85	83	\$269,319	(\$51,519)	\$3,162	\$449	(\$3,162)	(\$13,715)	(\$64,785)	25.35 %	38.00 %	51.00 %
2046	86	84	\$274,518	(\$52,244)	\$3,241	\$449	(\$3,241)	(\$14,058)	(\$65,853)	25.28 %	38.00 %	51.00 %
2047	87	85	\$280,954	(\$53,283)	\$3,322	\$449	(\$3,322)	(\$14,410)	(\$67,243)	25.23 %	38.00 %	51.00 %
2048	88	86	\$287,881	(\$54,443)	\$3,405	\$449	(\$3,405)	(\$14,770)	(\$68,764)	25.18 %	38.00 %	51.00 %
2049	89	87	\$295,106	(\$55,654)	\$3,490	\$449	(\$3,490)	(\$15,139)	(\$70,344)	25.13 %	38.00 %	51.00 %
2050	90	88	\$302,534	(\$56,904)	\$3,577	\$449	(\$3,577)	(\$15,517)	(\$71,973)	25.08 %	38.00 %	51.00 %

## Summary

Retirement												
2025	65	63	\$55,868	(\$6,447)	\$1,929	\$449	(\$410)	\$0	(\$4,479)	8.02 %	30.50 %	34.25 %
Passive Retirement												
2035	75	73	\$86,746	(\$13,770)	\$2,470	\$449	(\$1,096)	\$0	(\$11,948)	13.77 %	30.50 %	34.25 %
Client Assumed Life Expectancy												
2050	90	88	\$302,534	(\$56,904)	\$3,577	\$449	(\$3,577)	(\$15,517)	(\$71,973)	25.08 %	38.00 %	51.00 %
Spouse Assumed Life Expectancy												
2042	82	80	\$103,449	(\$15,898)	\$2,936	\$449	(\$1,315)	\$0	(\$13,828)	13.37 %	30.50 %	34.25 %

# TAXATION ELLEN

## Estimated income taxes and rates

Year	Client	Spouse	Income Tax Payable						Rate of Taxation			
			Taxable Income	Basic Tax	Age Credit	Pension Credit	Age Clawback	OAS Clawback	Total Payable	Average Tax Rate	Marginal Tax Rate	Effective Tax Rate
2019	59	57	\$41,000	(\$6,503)	\$0	\$0	\$0	\$0	(\$6,503)	15.86 %	25.00 %	25.00 %
2020	60	58	\$42,250	(\$6,722)	\$0	\$0	\$0	\$0	(\$6,722)	15.91 %	25.00 %	25.00 %
2021	61	59	\$43,306	(\$6,890)	\$0	\$0	\$0	\$0	(\$6,890)	15.91 %	25.00 %	25.00 %
2022	62	60	\$44,389	(\$7,062)	\$0	\$0	\$0	\$0	(\$7,062)	15.91 %	25.00 %	25.00 %
2023	63	61	\$45,499	(\$7,238)	\$0	\$0	\$0	\$0	(\$7,238)	15.91 %	25.00 %	25.00 %
2024	64	62	\$46,636	(\$7,419)	\$0	\$0	\$0	\$0	(\$7,419)	15.91 %	25.00 %	25.00 %
2025	65	63	\$63,025	(\$8,630)	\$0	\$449	\$0	\$0	(\$8,181)	12.98 %	30.50 %	30.50 %
2026	66	64	\$68,074	(\$10,250)	\$0	\$449	\$0	\$0	(\$9,801)	14.40 %	30.50 %	30.50 %
2027	67	65	\$69,559	(\$10,601)	\$2,027	\$449	(\$838)	\$0	(\$8,962)	12.88 %	30.50 %	34.25 %
2028	68	66	\$72,580	(\$11,388)	\$2,078	\$449	(\$907)	\$0	(\$9,769)	13.46 %	30.50 %	34.25 %
2029	69	67	\$74,580	(\$11,739)	\$2,130	\$449	(\$937)	\$0	(\$10,097)	13.54 %	30.50 %	34.25 %
2030	70	68	\$76,503	(\$12,072)	\$2,183	\$449	(\$962)	\$0	(\$10,402)	13.60 %	30.50 %	34.25 %
2031	71	69	\$78,434	(\$12,409)	\$2,238	\$449	(\$987)	\$0	(\$10,709)	13.65 %	30.50 %	34.25 %
2032	72	70	\$80,412	(\$12,750)	\$2,294	\$449	(\$1,013)	\$0	(\$11,019)	13.70 %	30.50 %	34.25 %
2033	73	71	\$82,425	(\$13,103)	\$2,351	\$449	(\$1,038)	\$0	(\$11,341)	13.76 %	30.50 %	34.25 %
2034	74	72	\$84,478	(\$13,473)	\$2,410	\$449	(\$1,064)	\$0	(\$11,678)	13.82 %	30.50 %	34.25 %
2035	75	73	\$86,746	(\$13,770)	\$2,470	\$449	(\$1,096)	\$0	(\$11,948)	13.77 %	30.50 %	34.25 %
2036	76	74	\$88,984	(\$14,058)	\$2,532	\$449	(\$1,126)	\$0	(\$12,204)	13.71 %	30.50 %	34.25 %
2037	77	75	\$91,255	(\$14,349)	\$2,595	\$449	(\$1,156)	\$0	(\$12,461)	13.65 %	30.50 %	34.25 %
2038	78	76	\$93,578	(\$14,644)	\$2,660	\$449	(\$1,186)	\$0	(\$12,721)	13.59 %	30.50 %	34.25 %
2039	79	77	\$95,959	(\$14,944)	\$2,726	\$449	(\$1,218)	\$0	(\$12,986)	13.53 %	30.50 %	34.25 %
2040	80	78	\$98,386	(\$15,257)	\$2,794	\$449	(\$1,249)	\$0	(\$13,263)	13.48 %	30.50 %	34.25 %
2041	81	79	\$100,893	(\$15,572)	\$2,864	\$449	(\$1,282)	\$0	(\$13,541)	13.42 %	30.50 %	34.25 %
2042	82	80	\$103,449	(\$15,898)	\$2,936	\$449	(\$1,315)	\$0	(\$13,828)	13.37 %	30.50 %	34.25 %
2043	83	81	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2044	84	82	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2045	85	83	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2046	86	84	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2047	87	85	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2048	88	86	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2049	89	87	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
2050	90	88	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %

## Summary

Retirement												
2025	65	63	\$63,025	(\$8,630)	\$0	\$449	\$0	\$0	(\$8,181)	12.98 %	30.50 %	30.50 %
Passive Retirement												
2035	75	73	\$86,746	(\$13,770)	\$2,470	\$449	(\$1,096)	\$0	(\$11,948)	13.77 %	30.50 %	34.25 %
Client Assumed Life Expectancy												
2050	90	88	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %	0.00 %	0.00 %
Spouse Assumed Life Expectancy												
2042	82	80	\$103,449	(\$15,898)	\$2,936	\$449	(\$1,315)	\$0	(\$13,828)	13.37 %	30.50 %	34.25 %

# RETIREMENT INVESTMENTS

Values are estimated based on your assumed rate of return

Year	Client	Spouse	Investment Deposits			Investment Withdrawals				Investment Values		
			Annual Deposits	Estimated Tax Savings	Investment Growth	Required Minimum	Income Needs	Tax Withdrawal	Withholding Tax	Investment Value	Deferred Tax	After-Tax Value
2019	59	57	\$35,230	(\$11,693)	\$34,999	\$0	\$0	\$0	\$0	\$770,229	(\$369,710)	\$400,519
2020	60	58	\$35,886	(\$11,929)	\$38,510	\$0	\$0	\$0	\$0	\$844,625	(\$405,420)	\$439,205
2021	61	59	\$36,783	(\$12,227)	\$42,230	\$0	\$0	\$0	\$0	\$923,638	(\$443,346)	\$480,292
2022	62	60	\$37,702	(\$12,533)	\$46,180	\$0	\$0	\$0	\$0	\$1,007,521	(\$483,610)	\$523,911
2023	63	61	\$38,645	(\$12,846)	\$50,374	\$0	\$0	\$0	\$0	\$1,096,540	(\$526,339)	\$570,201
2024	64	62	\$39,611	(\$13,167)	\$54,825	\$0	\$0	\$0	\$0	\$1,190,977	(\$571,669)	\$619,308
2025	65	63	\$0	\$0	\$40,884	\$42,518	\$42,518	\$0	\$0	\$1,189,343	(\$570,884)	\$618,458
2026	66	64	\$0	\$0	\$40,799	\$44,006	\$44,006	\$0	\$0	\$1,186,135	(\$569,345)	\$616,790
2027	67	65	\$0	\$0	\$40,655	\$45,666	\$45,666	\$0	\$0	\$1,181,124	(\$566,940)	\$614,185
2028	68	66	\$0	\$0	\$40,450	\$47,245	\$47,245	\$0	\$0	\$1,174,329	(\$563,678)	\$610,651
2029	69	67	\$0	\$0	\$40,179	\$48,970	\$48,970	\$0	\$0	\$1,165,539	(\$559,459)	\$606,080
2030	70	68	\$0	\$0	\$39,839	\$50,701	\$50,701	\$0	\$0	\$1,154,677	(\$554,245)	\$600,432
2031	71	69	\$0	\$0	\$39,424	\$52,538	\$52,538	\$0	\$0	\$1,141,564	(\$547,951)	\$593,613
2032	72	70	\$0	\$0	\$38,931	\$54,338	\$54,338	\$0	\$0	\$1,126,157	(\$540,555)	\$585,601
2033	73	71	\$0	\$0	\$38,355	\$56,308	\$56,308	\$0	\$0	\$1,108,204	(\$531,938)	\$576,266
2034	74	72	\$0	\$0	\$37,685	\$58,513	\$58,513	\$0	\$0	\$1,087,376	(\$521,940)	\$565,435
2035	75	73	\$0	\$0	\$36,952	\$58,718	\$58,718	\$0	\$0	\$1,065,609	(\$511,493)	\$554,117
2036	76	74	\$0	\$0	\$36,186	\$58,928	\$58,928	\$0	\$0	\$1,042,868	(\$500,576)	\$542,291
2037	77	75	\$0	\$0	\$35,387	\$59,131	\$59,131	\$0	\$0	\$1,019,123	(\$489,179)	\$529,944
2038	78	76	\$0	\$0	\$34,552	\$59,313	\$59,313	\$0	\$0	\$994,363	(\$477,294)	\$517,069
2039	79	77	\$0	\$0	\$33,683	\$59,463	\$59,463	\$0	\$0	\$968,582	(\$464,919)	\$503,663
2040	80	78	\$0	\$0	\$32,775	\$59,762	\$59,762	\$0	\$0	\$941,595	(\$451,966)	\$489,629
2041	81	79	\$0	\$0	\$31,828	\$59,885	\$59,885	\$0	\$0	\$913,537	(\$438,498)	\$475,039
2042	82	80	\$0	\$0	\$30,841	\$60,111	\$60,111	\$0	\$0	\$884,268	(\$424,449)	\$459,819
2043	83	81	\$0	\$0	\$29,813	\$60,307	\$60,307	\$0	\$0	\$853,774	(\$409,811)	\$443,962
2044	84	82	\$0	\$0	\$28,743	\$60,447	\$60,447	\$0	\$0	\$822,070	(\$394,594)	\$427,476
2045	85	83	\$0	\$0	\$27,629	\$60,669	\$60,669	\$0	\$0	\$789,030	(\$378,735)	\$410,296
2046	86	84	\$0	\$0	\$26,470	\$60,834	\$60,834	\$0	\$0	\$754,666	(\$362,240)	\$392,426
2047	87	85	\$0	\$0	\$25,264	\$60,977	\$60,977	\$0	\$0	\$718,953	(\$345,098)	\$373,856
2048	88	86	\$0	\$0	\$24,010	\$61,183	\$61,183	\$0	\$0	\$681,781	(\$327,255)	\$354,526
2049	89	87	\$0	\$0	\$22,707	\$61,292	\$61,292	\$0	\$0	\$643,196	(\$308,734)	\$334,462
2050	90	88	\$0	\$0	\$21,354	\$61,425	\$61,425	\$0	\$0	\$603,125	(\$289,500)	\$313,625

## Summary

Retirement												
2025	65	63	\$0	\$0	\$40,884	\$42,518	\$42,518	\$0	\$0	\$1,189,343	(\$570,884)	\$618,458
Passive Retirement												
2035	75	73	\$0	\$0	\$36,952	\$58,718	\$58,718	\$0	\$0	\$1,065,609	(\$511,493)	\$554,117
Client Assumed Life Expectancy												
2050	90	88	\$0	\$0	\$21,354	\$61,425	\$61,425	\$0	\$0	\$603,125	(\$289,500)	\$313,625
Spouse Assumed Life Expectancy												
2042	82	80	\$0	\$0	\$30,841	\$60,111	\$60,111	\$0	\$0	\$884,268	(\$424,449)	\$459,819

# CASH INVESTMENTS

Values are estimated based on your assumed rate of return

Year	Client	Spouse	Investment Deposits			Investment Withdrawals			Investment Values			
			Annual Deposits	Investment Growth	Taxable Portion	Income Needs	Tax Withdrawal	Total Withdrawal	Investment Value	TFSA Balance	Deferred Tax	After-Tax Value
2019	59	57	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2020	60	58	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2021	61	59	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2022	62	60	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2023	63	61	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2024	64	62	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2025	65	63	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2026	66	64	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2027	67	65	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2028	68	66	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2029	69	67	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2030	70	68	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2031	71	69	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2032	72	70	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2033	73	71	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2034	74	72	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2035	75	73	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2036	76	74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2037	77	75	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2038	78	76	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2039	79	77	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2040	80	78	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2041	81	79	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2042	82	80	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2043	83	81	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2044	84	82	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2045	85	83	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2046	86	84	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2047	87	85	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2048	88	86	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2049	89	87	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2050	90	88	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

## Summary

Retirement												
2025	65	63	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Passive Retirement												
2035	75	73	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Client Assumed Life Expectancy												
2050	90	88	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Spouse Assumed Life Expectancy												
2042	82	80	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

# CORPORATE INVESTMENTS

Values are estimated based on your assumed rate of return

Year	Client	Spouse	Investment Deposits				Investment Withdrawals			Investment Values		
			Annual Deposits	Investment Growth	Taxable Portion	Annual RDTOH	Income Needs	Tax Withdrawal	Life Insurance Premiums	Investment Value	Deferred Tax	After-Tax Value
2019	59	57	\$50,000	\$57,000	\$34,200	\$10,489	\$0	\$17,329	\$60,000	\$1,229,671	(\$3,177)	\$1,226,494
2020	60	58	\$50,000	\$58,484	\$35,090	\$10,762	\$0	\$17,780	\$60,000	\$1,260,374	(\$6,437)	\$1,253,938
2021	61	59	\$50,000	\$60,019	\$36,011	\$11,045	\$0	\$18,247	\$60,000	\$1,292,146	(\$9,782)	\$1,282,364
2022	62	60	\$50,000	\$61,607	\$36,964	\$11,337	\$0	\$18,730	\$60,000	\$1,325,024	(\$13,216)	\$1,311,808
2023	63	61	\$50,000	\$63,251	\$37,951	\$11,639	\$0	\$19,230	\$60,000	\$1,359,045	(\$16,741)	\$1,342,304
2024	64	62	\$800,000	\$102,452	\$61,471	\$18,853	\$0	\$31,148	\$60,000	\$2,170,350	(\$22,452)	\$2,147,898
2025	65	63	\$0	\$73,865	\$61,669	\$18,519	\$50,416	\$12,076	\$60,000	\$2,121,723	(\$21,799)	\$2,099,924
2026	66	64	\$0	\$71,720	\$60,322	\$18,049	\$33,590	\$24,429	\$60,000	\$2,075,424	(\$17,845)	\$2,057,579
2027	67	65	\$0	\$69,926	\$58,575	\$17,561	\$27,274	\$29,067	\$60,000	\$2,029,008	(\$12,715)	\$2,016,293
2028	68	66	\$0	\$68,264	\$56,557	\$17,048	\$25,266	\$29,795	\$60,000	\$1,982,211	(\$7,490)	\$1,974,722
2029	69	67	\$0	\$68,696	\$55,248	\$16,900	\$25,354	\$30,558	\$0	\$1,994,996	(\$2,466)	\$1,992,530
2030	70	68	\$0	\$69,121	\$55,395	\$16,975	\$25,480	\$31,263	\$0	\$2,007,372	\$0	\$2,007,372
2031	71	69	\$0	\$69,532	\$55,626	\$17,060	\$25,548	\$31,930	\$0	\$2,019,427	\$0	\$2,019,427
2032	72	70	\$0	\$69,933	\$55,946	\$17,159	\$25,700	\$32,608	\$0	\$2,031,052	\$0	\$2,031,052
2033	73	71	\$0	\$70,318	\$56,254	\$17,253	\$25,731	\$33,290	\$0	\$2,042,349	\$0	\$2,042,349
2034	74	72	\$0	\$70,691	\$56,553	\$17,345	\$25,577	\$33,992	\$0	\$2,053,471	\$0	\$2,053,471
2035	75	73	\$0	\$71,057	\$56,845	\$17,434	\$27,474	\$34,725	\$0	\$2,062,329	\$0	\$2,062,329
2036	76	74	\$0	\$71,348	\$57,078	\$17,506	\$29,419	\$35,311	\$0	\$2,068,947	\$0	\$2,068,947
2037	77	75	\$0	\$71,561	\$57,249	\$17,558	\$31,425	\$35,857	\$0	\$2,073,226	\$0	\$2,073,226
2038	78	76	\$0	\$71,693	\$57,355	\$17,591	\$33,507	\$36,392	\$0	\$2,075,020	\$0	\$2,075,020
2039	79	77	\$0	\$71,738	\$57,390	\$17,602	\$35,677	\$36,920	\$0	\$2,074,161	\$0	\$2,074,161
2040	80	78	\$0	\$71,689	\$57,351	\$17,590	\$37,757	\$37,443	\$0	\$2,070,650	\$0	\$2,070,650
2041	81	79	\$0	\$71,547	\$57,238	\$17,555	\$40,071	\$37,973	\$0	\$2,064,152	\$0	\$2,064,152
2042	82	80	\$0	\$71,300	\$57,040	\$17,494	\$42,345	\$38,490	\$0	\$2,054,617	\$0	\$2,054,617
2043	83	81	\$0	\$70,946	\$56,757	\$17,407	\$74,386	\$39,008	\$0	\$2,012,170	\$0	\$2,012,170
2044	84	82	\$0	\$68,648	\$54,918	\$16,843	\$89,341	\$61,851	\$0	\$1,929,626	\$0	\$1,929,626
2045	85	83	\$0	\$65,744	\$52,595	\$16,131	\$94,558	\$61,816	\$0	\$1,838,996	\$0	\$1,838,996
2046	86	84	\$0	\$62,580	\$50,064	\$15,355	\$98,273	\$61,083	\$0	\$1,742,220	\$0	\$1,742,220
2047	87	85	\$0	\$59,167	\$47,334	\$14,517	\$102,108	\$61,262	\$0	\$1,638,016	\$0	\$1,638,016
2048	88	86	\$0	\$55,483	\$44,387	\$13,613	\$105,980	\$61,711	\$0	\$1,525,809	\$0	\$1,525,809
2049	89	87	\$0	\$51,515	\$41,212	\$12,640	\$110,049	\$62,236	\$0	\$1,405,039	\$0	\$1,405,039
2050	90	88	\$0	\$47,246	\$37,797	\$11,592	\$114,200	\$62,765	\$0	\$1,275,320	\$0	\$1,275,320

## Summary

Retirement												
2025	65	63	\$0	\$73,865	\$61,669	\$18,519	\$50,416	\$12,076	\$60,000	\$2,121,723	(\$21,799)	\$2,099,924
Passive Retirement												
2035	75	73	\$0	\$71,057	\$56,845	\$17,434	\$27,474	\$34,725	\$0	\$2,062,329	\$0	\$2,062,329
Client Assumed Life Expectancy												
2050	90	88	\$0	\$47,246	\$37,797	\$11,592	\$114,200	\$62,765	\$0	\$1,275,320	\$0	\$1,275,320
Spouse Assumed Life Expectancy												
2042	82	80	\$0	\$71,300	\$57,040	\$17,494	\$42,345	\$38,490	\$0	\$2,054,617	\$0	\$2,054,617

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**Planning Assumptions:** Taxation Calculations and recommendations relating to income taxes are based on the Canadian Federal Income Tax Act and the Provincial Tax Rates in effect where you live at the time the plan was created. Since tax legislation is subject to change, the tax treatment of your assets is not guaranteed.

**Professional Advice:** This document was prepared solely as a general guide and is not intended to provide or replace professional, legal or tax advice. For your own specific situation, please consult your own tax and legal advisors.



# Estate Planning

*January 06, 2019*

**Prepared for:**

Charles Jordan  
Ellen Jordan

**Prepared by:**

Dave Faulkner, CLU, CFP  
Edmonton, AB



## Methodology

Estate planning is a process whereby an individual arranges for the orderly disposal of their estate to eliminate uncertainties over administration and probate. Although impacted by all areas of financial planning, estate planning is highly integrated with tax planning as all capital property is deemed to be disposed of immediately prior to death triggering any deferred taxes.

An important purpose of estate planning is estimating the liquidity needs of the estate to insure there is adequate capital available to pay income taxes and other cost associated with probate. Not planning for the capital needs of your estate can create additional expenses related to forced liquidation of assets at a value less than expected.

As your advisor I will help you estimate the future tax liability of your estate and recommend strategies to minimize taxes at death and provide the necessary liquidity to settle all liabilities.

## Scenario 1

### Base Data

Client Information	Charles	Ellen
Retirement Age:	65	63
Life Expectancy:	90	80
Risk Profile	Pre-Retirement	Post-Retirement
RRSP/RRIF and Locked-In:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Cash, TFSA and Corporate:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Tax Efficiency:	0.00 %	0.00 %
Other Assumptions		
Inflation:	2.50 %	
Portfolio Return:	3.75 %	
Real Estate Index:	2.50 %	
Business Growth:	0.00 %	

## Scenario 2

### Product Advice

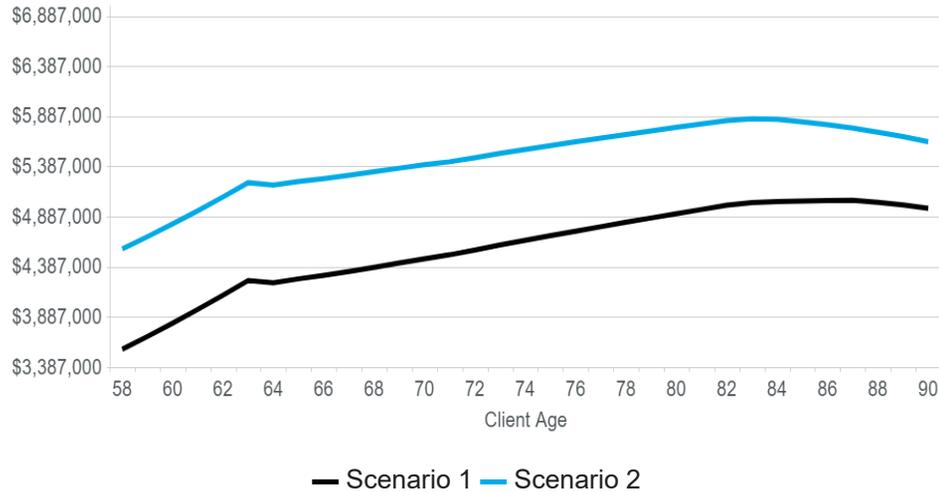
Client Information	Charles	Ellen
Retirement Age:	65	63
Life Expectancy:	90	80
Risk Profile	Pre-Retirement	Post-Retirement
RRSP/RRIF and Locked-In:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Cash, TFSA and Corporate:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Tax Efficiency:	40.00 %	20.00 %
Other Assumptions		
Inflation:	2.50 %	
Portfolio Return:	3.80 %	
Real Estate Index:	2.50 %	
Business Growth:	0.00 %	



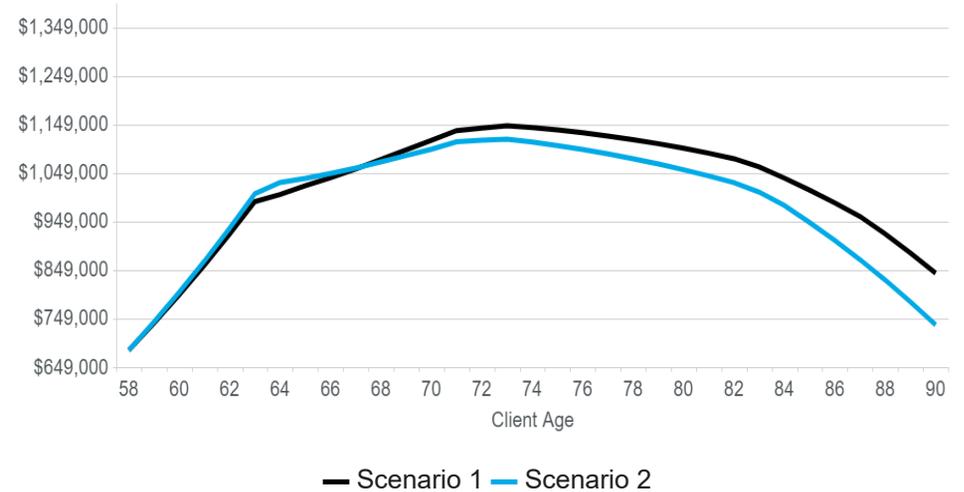
# ESTATE PLANNING

Charles Jordan & Ellen Jordan

## Estate Value

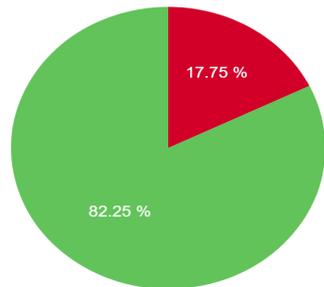


## Estate Tax

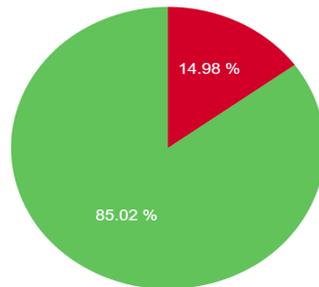


## Estate Allocation

Scenario 1



Scenario 2



■ Personal Estate Tax ■ Deferred Corporate Tax ■ After-Tax Estate Value

## Value of Advice

### Projected Increase in Estate Value



# ESTATE VALUE

Charles Jordan & Ellen Jordan

Year	Client	Spouse	Scenario 1			Scenario 2			Change In Final Position		
			Net Worth	Deferred Taxes	Life Insurance	Net Worth	Deferred Taxes	Life Insurance	Net Worth	Deferred Taxes	Life Insurance
2019	59	57	\$4,433,577	(\$739,813)	\$0	\$4,430,152	(\$742,293)	\$1,000,000	(\$3,425)	(\$2,479)	\$1,000,000
2020	60	58	\$4,624,128	(\$798,173)	\$0	\$4,617,969	(\$803,509)	\$1,000,000	(\$6,159)	(\$5,336)	\$1,000,000
2021	61	59	\$4,822,172	(\$859,309)	\$0	\$4,814,014	(\$867,897)	\$1,000,000	(\$8,158)	(\$8,588)	\$1,000,000
2022	62	60	\$5,028,035	(\$923,355)	\$0	\$5,018,658	(\$935,609)	\$1,000,000	(\$9,377)	(\$12,253)	\$1,000,000
2023	63	61	\$5,242,054	(\$990,455)	\$0	\$5,232,288	(\$1,006,808)	\$1,000,000	(\$9,767)	(\$16,352)	\$1,000,000
2024	64	62	\$5,233,085	(\$1,005,197)	\$0	\$5,231,409	(\$1,030,016)	\$1,000,000	(\$1,676)	(\$24,819)	\$1,000,000
2025	65	63	\$5,290,322	(\$1,023,024)	\$0	\$5,276,379	(\$1,038,434)	\$1,000,000	(\$13,943)	(\$15,409)	\$1,000,000
2026	66	64	\$5,341,450	(\$1,039,588)	\$0	\$5,314,798	(\$1,048,307)	\$1,000,000	(\$26,653)	(\$8,719)	\$1,000,000
2027	67	65	\$5,398,499	(\$1,057,783)	\$0	\$5,358,778	(\$1,059,565)	\$1,000,000	(\$39,722)	(\$1,783)	\$1,000,000
2028	68	66	\$5,460,021	(\$1,077,271)	\$0	\$5,406,865	(\$1,072,368)	\$1,000,000	(\$53,156)	\$4,902	\$1,000,000
2029	69	67	\$5,522,036	(\$1,097,107)	\$0	\$5,455,057	(\$1,085,440)	\$1,000,000	(\$66,979)	\$11,666	\$1,000,000
2030	70	68	\$5,583,238	(\$1,116,986)	\$0	\$5,502,036	(\$1,098,360)	\$1,000,000	(\$81,202)	\$18,626	\$1,000,000
2031	71	69	\$5,643,589	(\$1,136,909)	\$0	\$5,547,758	(\$1,113,910)	\$1,000,000	(\$95,831)	\$22,999	\$1,000,000
2032	72	70	\$5,696,776	(\$1,142,151)	\$0	\$5,591,294	(\$1,116,835)	\$1,000,000	(\$105,483)	\$25,316	\$1,000,000
2033	73	71	\$5,751,311	(\$1,146,875)	\$0	\$5,636,410	(\$1,119,299)	\$1,000,000	(\$114,901)	\$27,576	\$1,000,000
2034	74	72	\$5,794,475	(\$1,143,044)	\$0	\$5,670,003	(\$1,113,171)	\$1,000,000	(\$124,472)	\$29,873	\$1,000,000
2035	75	73	\$5,835,215	(\$1,138,141)	\$0	\$5,701,059	(\$1,105,943)	\$1,000,000	(\$134,156)	\$32,198	\$1,000,000
2036	76	74	\$5,874,409	(\$1,132,358)	\$0	\$5,730,450	(\$1,097,808)	\$1,000,000	(\$143,959)	\$34,550	\$1,000,000
2037	77	75	\$5,912,240	(\$1,125,727)	\$0	\$5,758,354	(\$1,088,794)	\$1,000,000	(\$153,886)	\$36,933	\$1,000,000
2038	78	76	\$5,948,699	(\$1,118,235)	\$0	\$5,784,757	(\$1,078,889)	\$1,000,000	(\$163,942)	\$39,346	\$1,000,000
2039	79	77	\$5,983,727	(\$1,109,863)	\$0	\$5,809,591	(\$1,068,071)	\$1,000,000	(\$174,135)	\$41,792	\$1,000,000
2040	80	78	\$6,017,159	(\$1,100,506)	\$0	\$5,832,687	(\$1,056,232)	\$1,000,000	(\$184,472)	\$44,273	\$1,000,000
2041	81	79	\$6,048,995	(\$1,090,201)	\$0	\$5,854,035	(\$1,043,410)	\$1,000,000	(\$194,959)	\$46,790	\$1,000,000
2042	82	80	\$6,079,095	(\$1,078,864)	\$0	\$5,873,489	(\$1,029,518)	\$1,000,000	(\$205,605)	\$49,345	\$1,000,000
2043	83	81	\$6,089,070	(\$1,062,072)	\$0	\$5,872,652	(\$1,010,132)	\$1,000,000	(\$216,417)	\$51,940	\$1,000,000
2044	84	82	\$6,075,030	(\$1,038,890)	\$0	\$5,839,745	(\$982,422)	\$1,000,000	(\$235,285)	\$56,468	\$1,000,000
2045	85	83	\$6,056,683	(\$1,014,003)	\$0	\$5,779,205	(\$947,408)	\$1,000,000	(\$277,478)	\$66,595	\$1,000,000
2046	86	84	\$6,035,399	(\$987,735)	\$0	\$5,712,750	(\$910,299)	\$1,000,000	(\$322,648)	\$77,436	\$1,000,000
2047	87	85	\$6,010,438	(\$959,896)	\$0	\$5,639,085	(\$870,772)	\$1,000,000	(\$371,353)	\$89,125	\$1,000,000
2048	88	86	\$5,953,508	(\$923,653)	\$0	\$5,557,549	(\$828,623)	\$1,000,000	(\$395,959)	\$95,030	\$1,000,000
2049	89	87	\$5,887,479	(\$884,504)	\$0	\$5,467,663	(\$783,749)	\$1,000,000	(\$419,816)	\$100,756	\$1,000,000
2050	90	88	\$5,813,484	(\$842,691)	\$0	\$5,369,009	(\$736,017)	\$1,000,000	(\$444,476)	\$106,674	\$1,000,000

## Summary

2044	84	82	\$6,075,030	(\$1,038,890)	\$0	\$5,839,745	(\$982,422)	\$1,000,000	(\$235,285)	\$56,468	\$1,000,000
2049	89	87	\$5,887,479	(\$884,504)	\$0	\$5,467,663	(\$783,749)	\$1,000,000	(\$419,816)	\$100,756	\$1,000,000

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Charles Jordan & Ellen Jordan

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January 06, 2019



# Estate Planning

*January 06, 2019*

**Prepared for:**

Charles Jordan  
Ellen Jordan

**Prepared by:**

Dave Faulkner, CLU, CFP  
Edmonton, AB



## Methodology

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## Scenario 1

### Base Data

Client Information	Charles	Ellen
Retirement Age:	65	63
Life Expectancy:	90	80
Risk Profile	Pre-Retirement	Post-Retirement
RRSP/RRIF and Locked-In:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Cash, TFSA and Corporate:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Tax Efficiency:	0.00 %	0.00 %
Other Assumptions		
Inflation:	2.50 %	
Portfolio Return:	3.75 %	
Real Estate Index:	2.50 %	
Business Growth:	0.00 %	

## Scenario 2

### Planning Advice

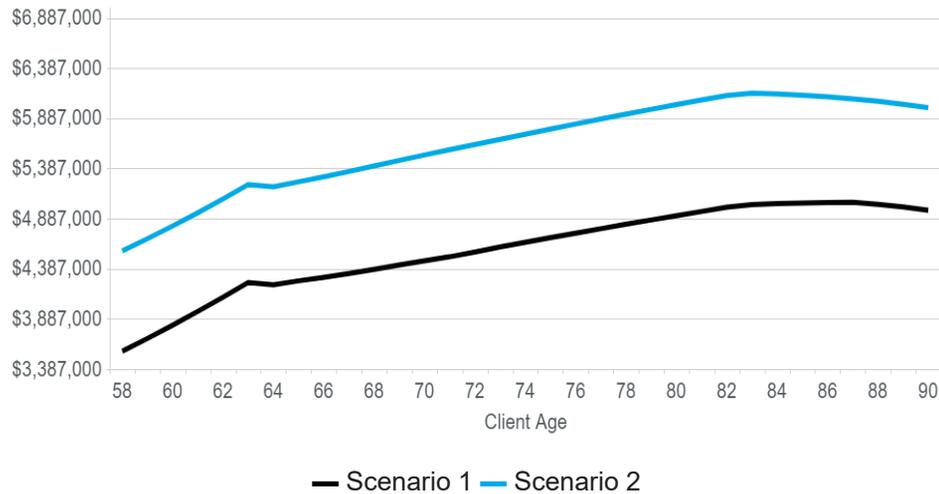
Client Information	Charles	Ellen
Retirement Age:	65	63
Life Expectancy:	90	80
Risk Profile	Pre-Retirement	Post-Retirement
RRSP/RRIF and Locked-In:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Cash, TFSA and Corporate:	Moderate Growth	Moderate
Rate of Return:	5.00 %	3.50 %
Tax Efficiency:	40.00 %	20.00 %
Other Assumptions		
Inflation:	2.50 %	
Portfolio Return:	3.81 %	
Real Estate Index:	2.50 %	
Business Growth:	0.00 %	



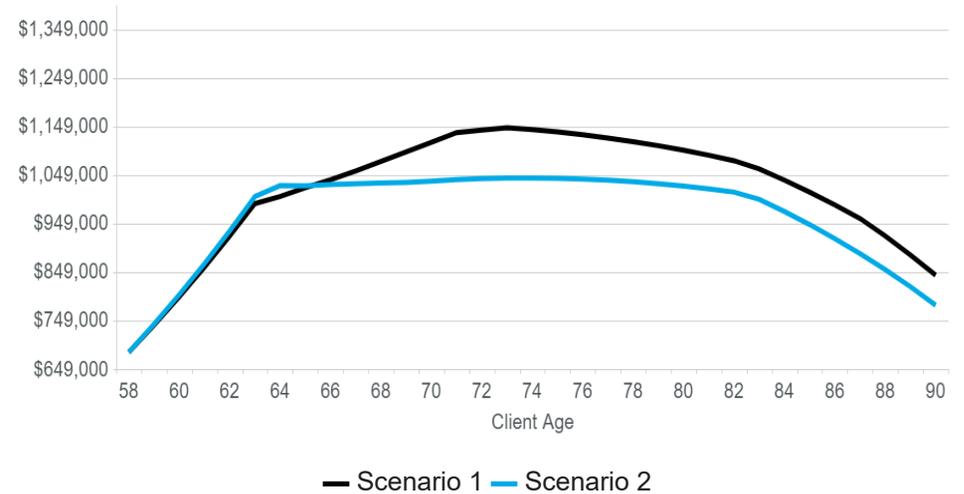
# ESTATE PLANNING

Charles Jordan & Ellen Jordan

## Estate Value

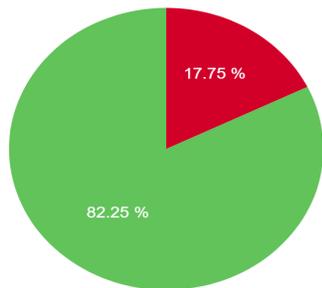


## Estate Tax

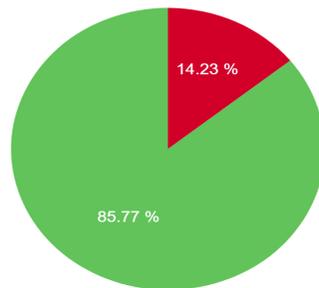


## Estate Allocation

Scenario 1



Scenario 2



■ Personal Estate Tax ■ Deferred Corporate Tax ■ After-Tax Estate Value

## Value of Advice

### Projected Increase in Estate Value



# ESTATE VALUE

Charles Jordan & Ellen Jordan

Year	Client	Spouse	Scenario 1			Scenario 2			Change In Final Position		
			Net Worth	Deferred Taxes	Life Insurance	Net Worth	Deferred Taxes	Life Insurance	Net Worth	Deferred Taxes	Life Insurance
2019	59	57	\$4,433,577	(\$739,813)	\$0	\$4,429,208	(\$741,942)	\$1,000,000	(\$4,369)	(\$2,129)	\$1,000,000
2020	60	58	\$4,624,128	(\$798,173)	\$0	\$4,616,510	(\$802,782)	\$1,000,000	(\$7,618)	(\$4,608)	\$1,000,000
2021	61	59	\$4,822,172	(\$859,309)	\$0	\$4,812,504	(\$866,770)	\$1,000,000	(\$9,668)	(\$7,462)	\$1,000,000
2022	62	60	\$5,028,035	(\$923,355)	\$0	\$5,017,600	(\$934,067)	\$1,000,000	(\$10,435)	(\$10,711)	\$1,000,000
2023	63	61	\$5,242,054	(\$990,455)	\$0	\$5,232,224	(\$1,004,837)	\$1,000,000	(\$9,830)	(\$14,382)	\$1,000,000
2024	64	62	\$5,233,085	(\$1,005,197)	\$0	\$5,232,925	(\$1,027,611)	\$1,000,000	(\$160)	(\$22,413)	\$1,000,000
2025	65	63	\$5,290,322	(\$1,023,024)	\$0	\$5,281,134	(\$1,026,989)	\$1,000,000	(\$9,189)	(\$3,965)	\$1,000,000
2026	66	64	\$5,341,450	(\$1,039,588)	\$0	\$5,333,745	(\$1,029,779)	\$1,000,000	(\$7,706)	\$9,808	\$1,000,000
2027	67	65	\$5,398,499	(\$1,057,783)	\$0	\$5,388,229	(\$1,031,540)	\$1,000,000	(\$10,271)	\$26,243	\$1,000,000
2028	68	66	\$5,460,021	(\$1,077,271)	\$0	\$5,444,492	(\$1,033,072)	\$1,000,000	(\$15,529)	\$44,199	\$1,000,000
2029	69	67	\$5,522,036	(\$1,097,107)	\$0	\$5,501,622	(\$1,034,327)	\$1,000,000	(\$20,414)	\$62,779	\$1,000,000
2030	70	68	\$5,583,238	(\$1,116,986)	\$0	\$5,557,800	(\$1,036,637)	\$1,000,000	(\$25,437)	\$80,348	\$1,000,000
2031	71	69	\$5,643,589	(\$1,136,909)	\$0	\$5,612,978	(\$1,039,874)	\$1,000,000	(\$30,611)	\$97,036	\$1,000,000
2032	72	70	\$5,696,776	(\$1,142,151)	\$0	\$5,667,056	(\$1,042,124)	\$1,000,000	(\$29,720)	\$100,027	\$1,000,000
2033	73	71	\$5,751,311	(\$1,146,875)	\$0	\$5,719,934	(\$1,043,300)	\$1,000,000	(\$31,377)	\$103,575	\$1,000,000
2034	74	72	\$5,794,475	(\$1,143,044)	\$0	\$5,771,487	(\$1,043,288)	\$1,000,000	(\$22,988)	\$99,757	\$1,000,000
2035	75	73	\$5,835,215	(\$1,138,141)	\$0	\$5,821,617	(\$1,042,524)	\$1,000,000	(\$13,598)	\$95,617	\$1,000,000
2036	76	74	\$5,874,409	(\$1,132,358)	\$0	\$5,870,366	(\$1,041,006)	\$1,000,000	(\$4,044)	\$91,353	\$1,000,000
2037	77	75	\$5,912,240	(\$1,125,727)	\$0	\$5,917,665	(\$1,038,705)	\$1,000,000	\$5,426	\$87,022	\$1,000,000
2038	78	76	\$5,948,699	(\$1,118,235)	\$0	\$5,963,415	(\$1,035,589)	\$1,000,000	\$14,716	\$82,646	\$1,000,000
2039	79	77	\$5,983,727	(\$1,109,863)	\$0	\$6,007,505	(\$1,031,626)	\$1,000,000	\$23,778	\$78,237	\$1,000,000
2040	80	78	\$6,017,159	(\$1,100,506)	\$0	\$6,049,813	(\$1,026,737)	\$1,000,000	\$32,654	\$73,768	\$1,000,000
2041	81	79	\$6,048,995	(\$1,090,201)	\$0	\$6,090,207	(\$1,020,918)	\$1,000,000	\$41,212	\$69,283	\$1,000,000
2042	82	80	\$6,079,095	(\$1,078,864)	\$0	\$6,128,563	(\$1,014,099)	\$1,000,000	\$49,468	\$64,764	\$1,000,000
2043	83	81	\$6,089,070	(\$1,062,072)	\$0	\$6,135,062	(\$999,116)	\$1,000,000	\$45,992	\$62,956	\$1,000,000
2044	84	82	\$6,075,030	(\$1,038,890)	\$0	\$6,102,609	(\$974,263)	\$1,000,000	\$27,579	\$64,627	\$1,000,000
2045	85	83	\$6,056,683	(\$1,014,003)	\$0	\$6,063,164	(\$947,175)	\$1,000,000	\$6,481	\$66,827	\$1,000,000
2046	86	84	\$6,035,399	(\$987,735)	\$0	\$6,018,755	(\$918,336)	\$1,000,000	(\$16,644)	\$69,399	\$1,000,000
2047	87	85	\$6,010,438	(\$959,896)	\$0	\$5,968,159	(\$887,440)	\$1,000,000	(\$42,280)	\$72,457	\$1,000,000
2048	88	86	\$5,953,508	(\$923,653)	\$0	\$5,910,771	(\$854,309)	\$1,000,000	(\$42,737)	\$69,345	\$1,000,000
2049	89	87	\$5,887,479	(\$884,504)	\$0	\$5,846,166	(\$818,845)	\$1,000,000	(\$41,314)	\$65,659	\$1,000,000
2050	90	88	\$5,813,484	(\$842,691)	\$0	\$5,773,974	(\$780,937)	\$1,000,000	(\$39,510)	\$61,753	\$1,000,000

## Summary

2044	84	82	\$6,075,030	(\$1,038,890)	\$0	\$6,102,609	(\$974,263)	\$1,000,000	\$27,579	\$64,627	\$1,000,000
2049	89	87	\$5,887,479	(\$884,504)	\$0	\$5,846,166	(\$818,845)	\$1,000,000	(\$41,314)	\$65,659	\$1,000,000

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