
VALUE over PRODUCT

Fees are only an issue in the
absence of Value.

Presented by:

Dave Faulkner, CLU, CFP

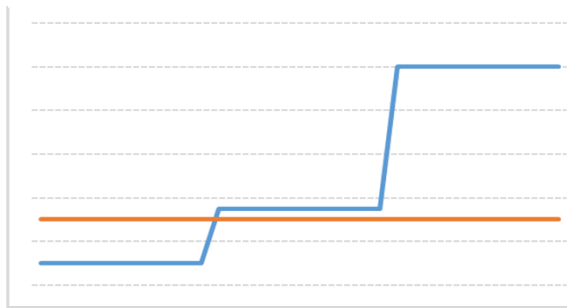
Value

- Advice
- Strategies
- Features

Advice

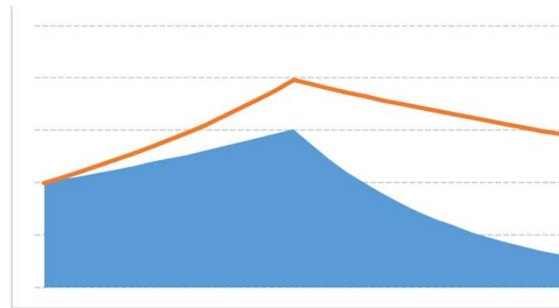
SALES CONCEPTS

Comparison



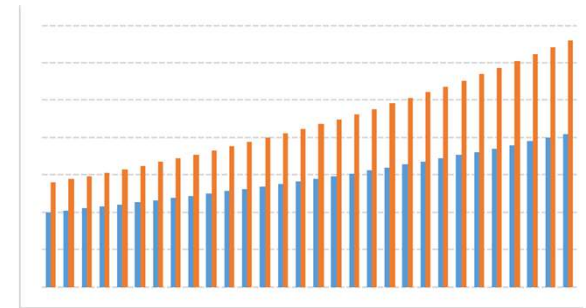
- Buy Term & Invest the Difference
- The Cost of Waiting

Estate Preservation



- Estate Bond
- RRIF Insurance

Retirement Income



- Insured Retirement Plan (IRP)
- Insured Annuity

SALES CONCEPTS

Estate Bond is one of the oldest insurance sales concepts



Estate Bond



All

News

Images

Videos

Maps

More

Settings

Tools

About 348,000,000 results (0.31 seconds)

“The estate bond is an old life insurance concept that utilizes the tax benefits of life insurance to maximize your estate. The estate bond can multiply your savings by two, three and sometimes four or five times so you can provide a larger legacy tax-free for those you care about most.”

PLANNING CONCEPTS

Estate Bond is one of the oldest insurance sales concepts

Why does it work?

- Provides life insurance protection that increases the size of your client's estate today, and in the future
- Creates cash value that grows on a tax-deferred basis, that may increase the insurance benefits payable at death
- Reduces the amount of tax-payable while living
- May help reduce estate settlement costs
- May offer protection from creditors

Who is it for?

- Individual, Canadian-resident taxpayer in good health
- Age 45 years and older
- Strong desire to leave a legacy at death
- Affluent, with surplus funds available to invest
- Receptive to long-term planning strategies

An example

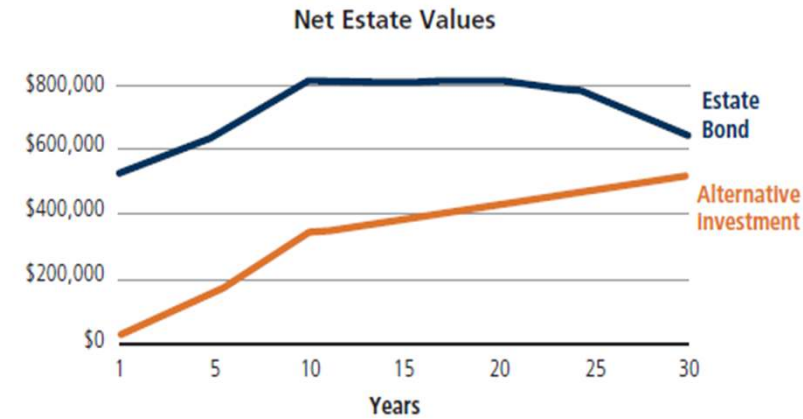
- Female, age 60, non-smoker
- 1.5% rate of return
- \$500,000 initial death benefit
- \$30,000 / year for 10 years
- 45% personal tax rate

Alternative investment

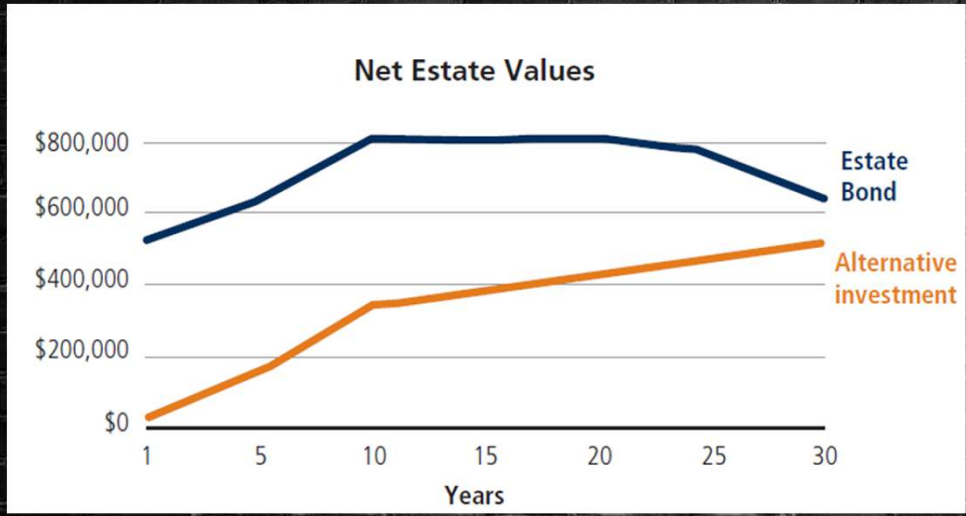
- 4.0% pre-tax
- 2.2% after-tax

Estate Bond			Alternative investment			
Accumulated value	Before tax redemption value	Net estate value	Year	Annual interest	Tax payable	Net estate value
\$28,191	\$9,959	\$528,191	1	\$1,200	\$540	\$30,660
144,804	120,494	644,804	5	6,270	2,821	160,195
303,734	303,734	809,734	10	13,260	5,967	338,805
314,246	314,246	814,246	15	14,785	6,653	377,749
308,919	308,919	808,919	20	16,484	7,418	421,171
272,238	272,238	772,238	25	18,379	8,271	469,583
150,763	150,763	650,763	30	20,492	9,221	523,561

Estate Bond can increase the amount of cash that will go to your client's heirs by over \$211,500!



Everything about the analysis seems reasonable with one exception...
 Using a 45% marginal tax rate for the next 30 years.



Income Tax Calculator for Individuals – 2019

\$150,000 Taxable income	Income tax ¹	After-tax income	Income tax as % of taxable income	Ordinary income and interest
Alberta	\$42,839	\$107,161	28.56%	41.00%
British Columbia	\$43,147	\$106,853	28.77%	43.70%
Manitoba	\$50,541	\$99,459	33.69%	46.40%
New Brunswick	\$49,702	\$100,298	33.14%	46.84%
Newfoundland and Labrador	\$49,361	\$100,639	32.91%	46.30%
Northwest Territories	\$42,736	\$107,264	28.49%	43.05%
Nova Scotia	\$51,293	\$98,707	34.20%	50.00%
Nunavut	\$39,235	\$110,765	26.16%	40.50%
Ontario	\$45,988	\$104,012	30.66%	47.97%
Prince Edward Island	\$51,270	\$98,730	34.18%	47.37%
Quebec	\$53,327	\$96,673	35.55%	49.97%
Saskatchewan	\$45,975	\$104,025	30.65%	43.50%
Yukon	\$41,974	\$108,026	27.98%	41.80%

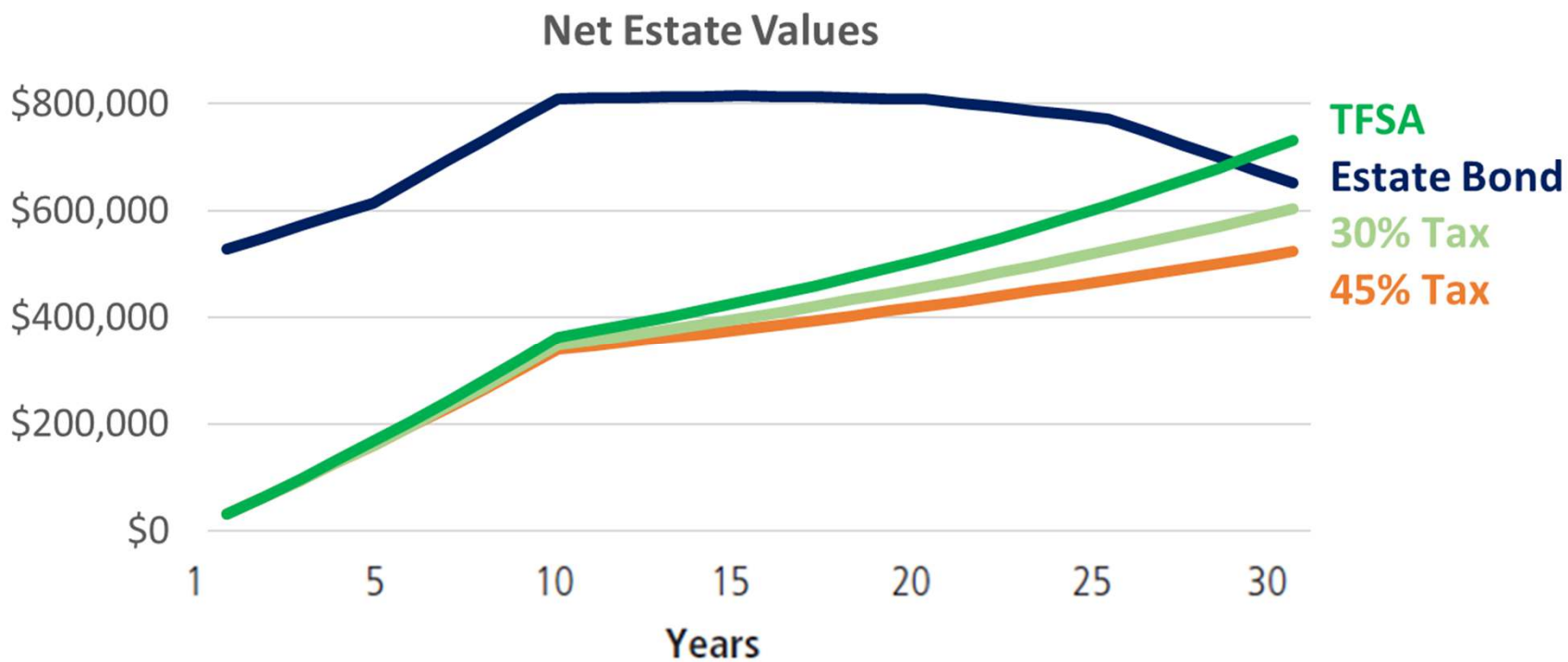


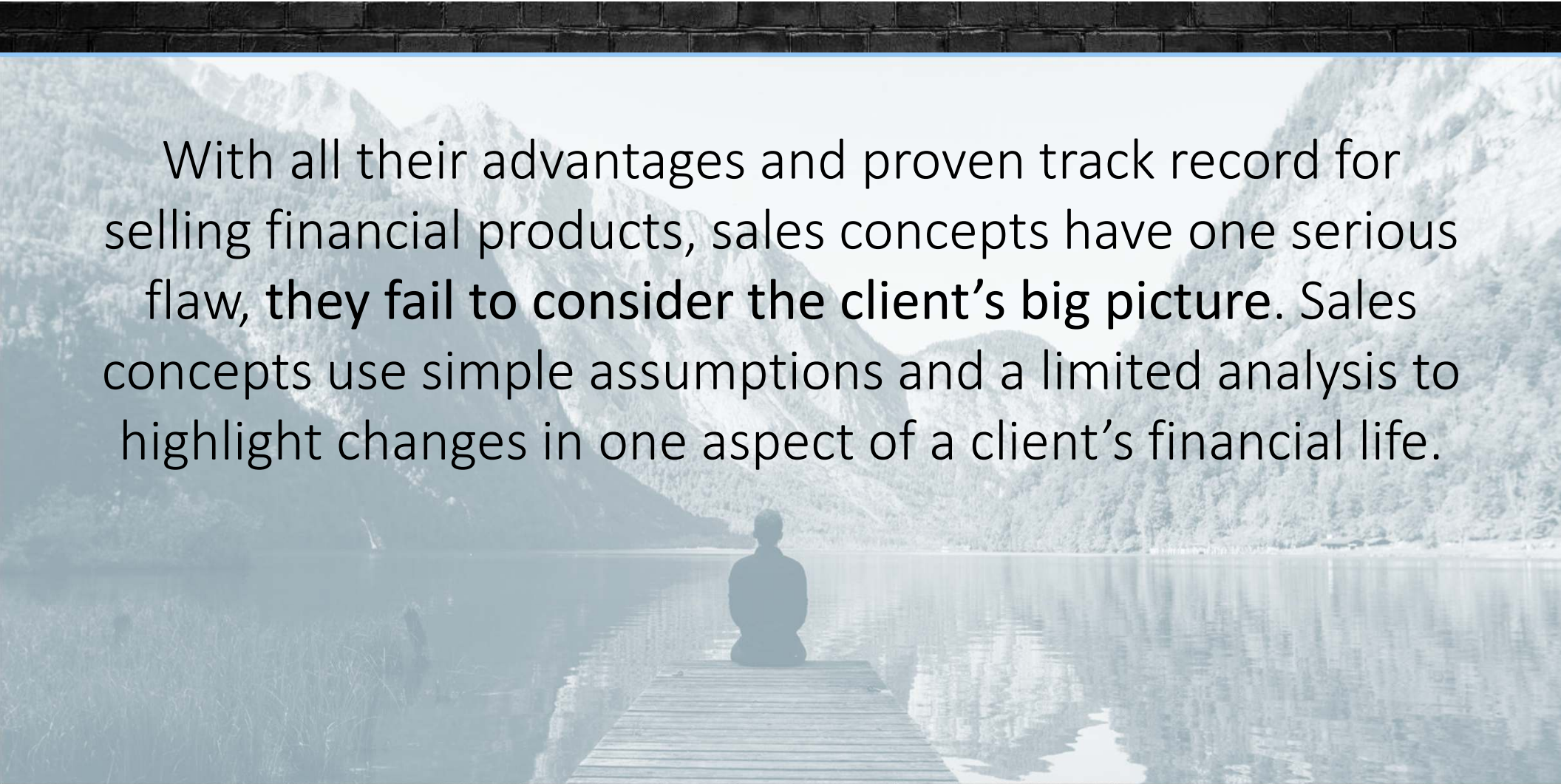
Example from page 1 of the 348 million Google search results



ASSUMPTIONS MATTERS

A more reasonable tax rate would be 30% starting at age 65





With all their advantages and proven track record for selling financial products, sales concepts have one serious flaw, **they fail to consider the client's big picture.** Sales concepts use simple assumptions and a limited analysis to highlight changes in one aspect of a client's financial life.



Putting the Value on Your Value

Advisors can add "about 3%" growth on assets

Source: Putting a value on your value – Quantifying Vanguard Advisor's Alpha

VALUE OVER PRODUCT



Financial
Products



Behavioral
Coaching



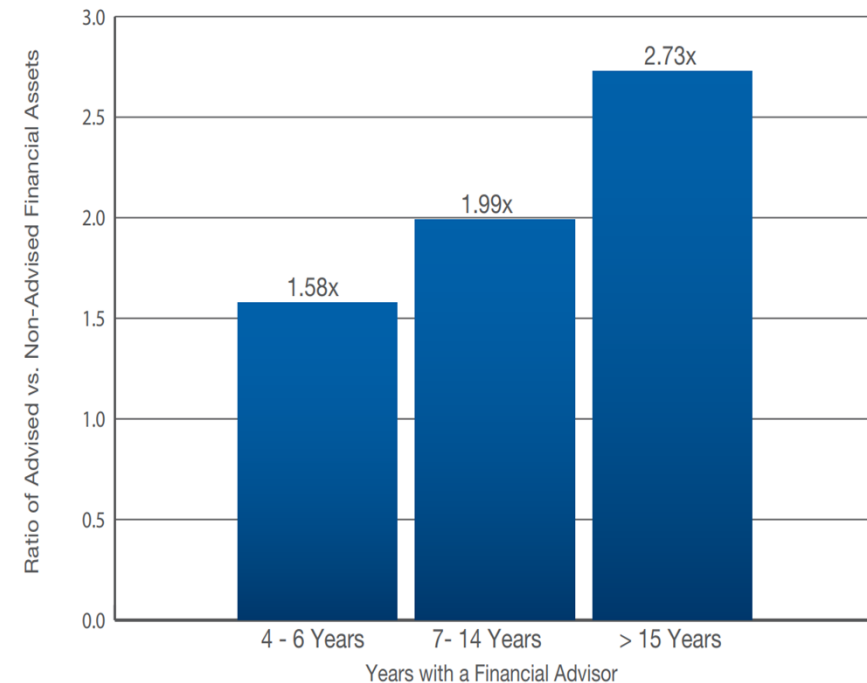
Strategic
Management

Advised Households

*2.73 times the assets
after 15 years of working
with a financial advisor*

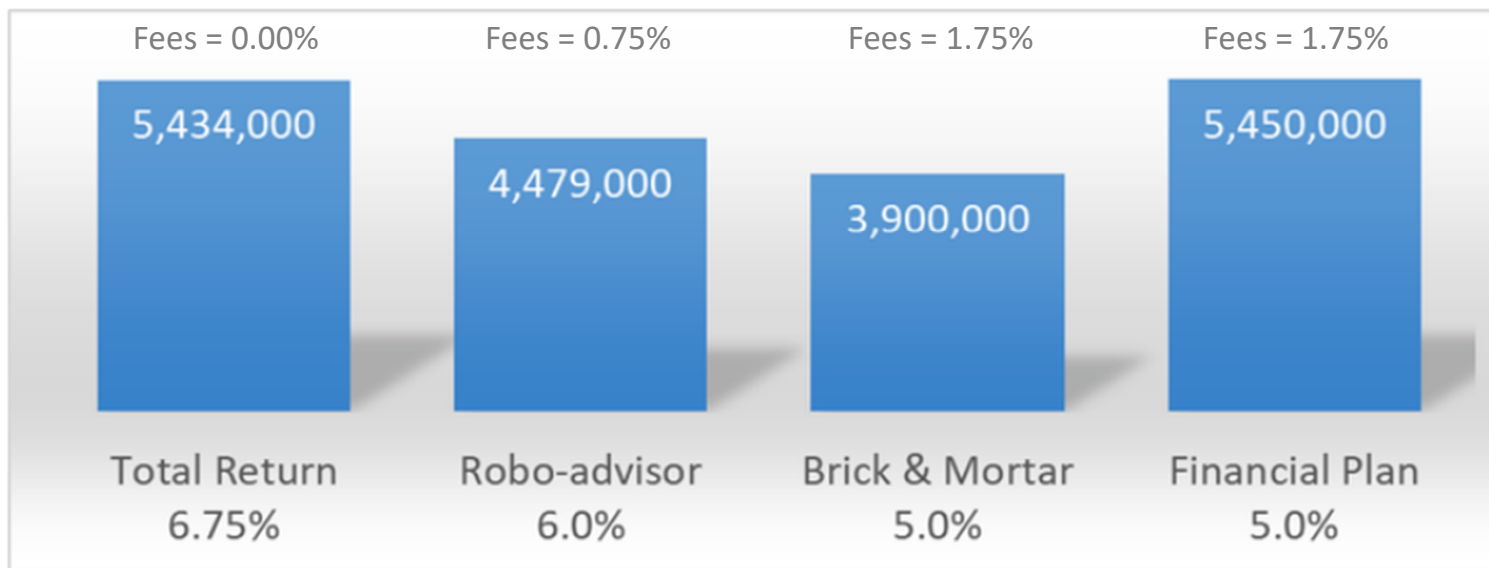
Source: *Econometric Models on the Value of Advice of a Financial Advisor*; CIRANO; July 2012

Growth in Financial Assets Over Time of Households that Received Advice Compared to Those That Did Not Receive Advice



ADVICE & RETIREMENT INCOME

Comparison of Total After-Tax Retirement Income



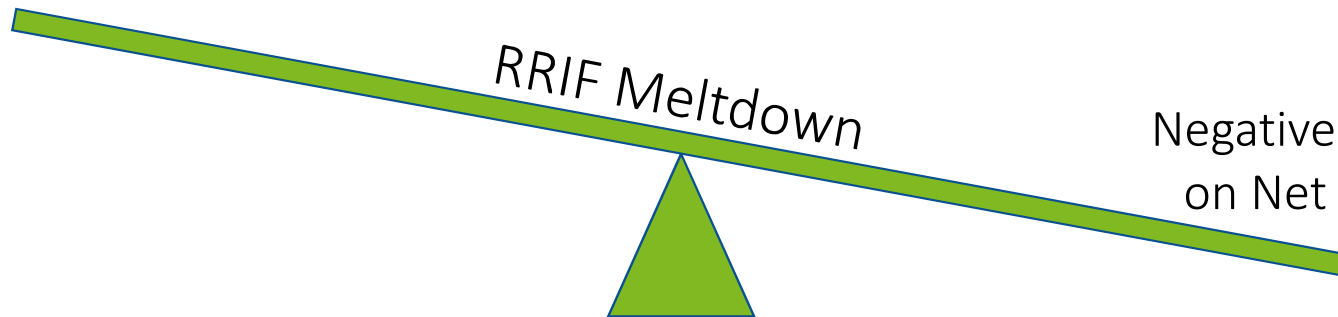
DaveFaulkner.ca

- CONSIDERING APPLYING FOR CPP AND/OR OAS IN 2019, THIS CHECKLIST COULD SAVE YOU THOUSANDS IN TAX. January 14, 2019
- ZERO to ONE June 21, 2018
- When Should You Engage a Financial Planner? March 26, 2018
- Advice and Retirement Income Study March 6, 2018
- Average Canadians stranded in a storm of Liberal tax changes September 13, 2017

FINANCIAL ADVICE

Financial advice will have both a positive and a negative impact

Positive Impact
on Estate Tax



Concepts:

1. Financial Management
2. Investment Management
3. Risk Management
4. Tax Planning
5. Retirement Planning
6. Estate Planning

As defined by FP Canada (FPSC)

FINANCIAL ADVICE

Although similar to financial planning, financial advice will focus on what matters most to the client today.

Strategijes

#1 - INDEX CONTRIBUTIONS

Why does it work?

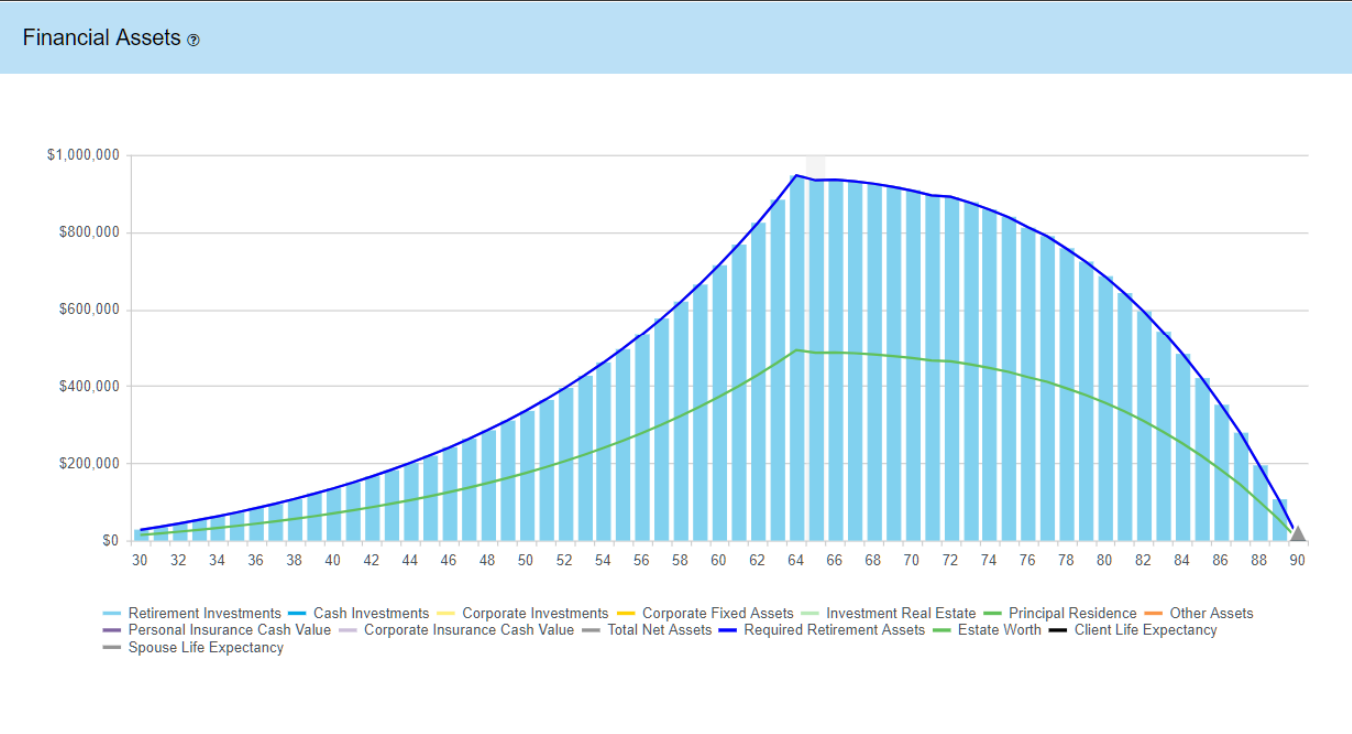
- Most clients do not plan to index savings.
- As income increases, so does the amount the client saves.
- No impact on current lifestyle.
- Most clients will agree to implement a future recommendation.
- Uses the power of compounding.

Who is it for?

- Anyone who is saving for retirement.
- The younger the client, the greater the impact will be on wealth.

Client Profile

- Married couple age 30.
- Have \$20,000 in RRSP today.
- Contributing \$500/month to RRSP.



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ANNUAL INVESTMENT SAVINGS

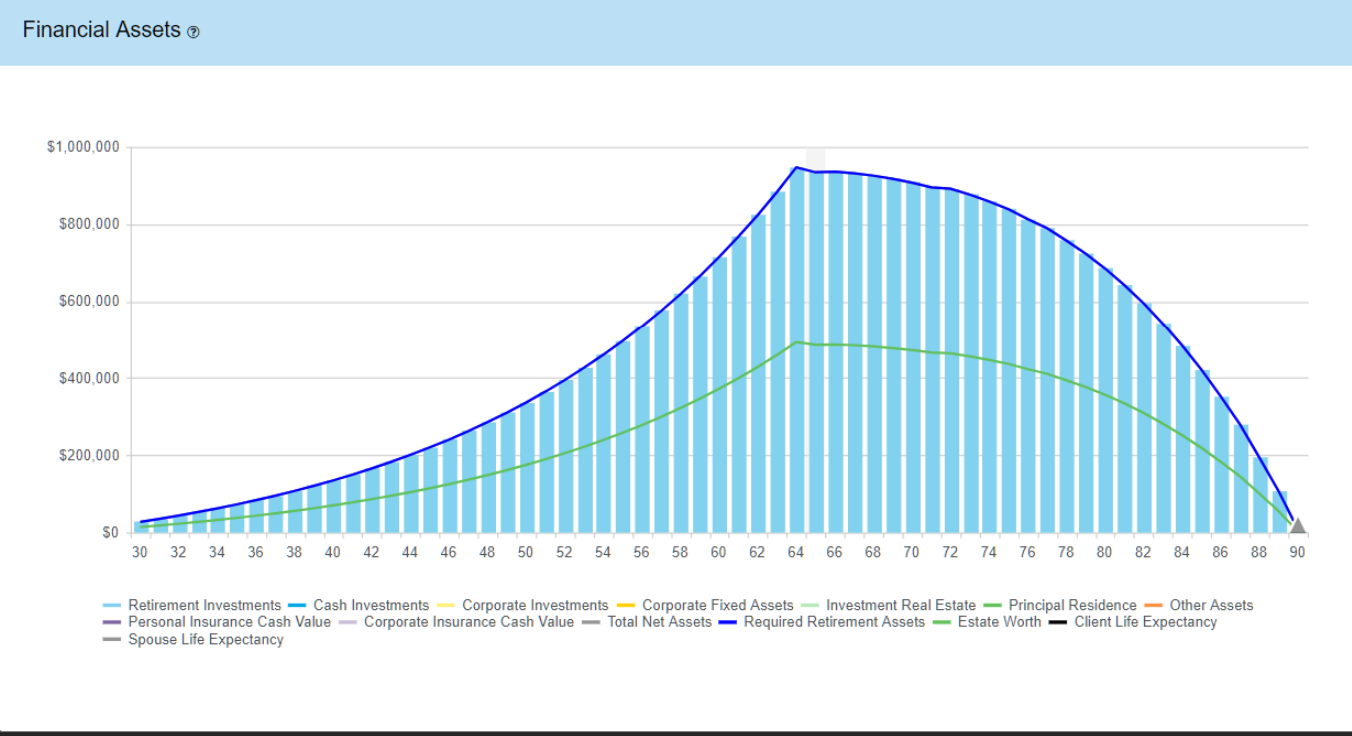
MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$5,642.04	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



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ANNUAL INVESTMENT SAVINGS

MONTHLY RETIREMENT INCOME

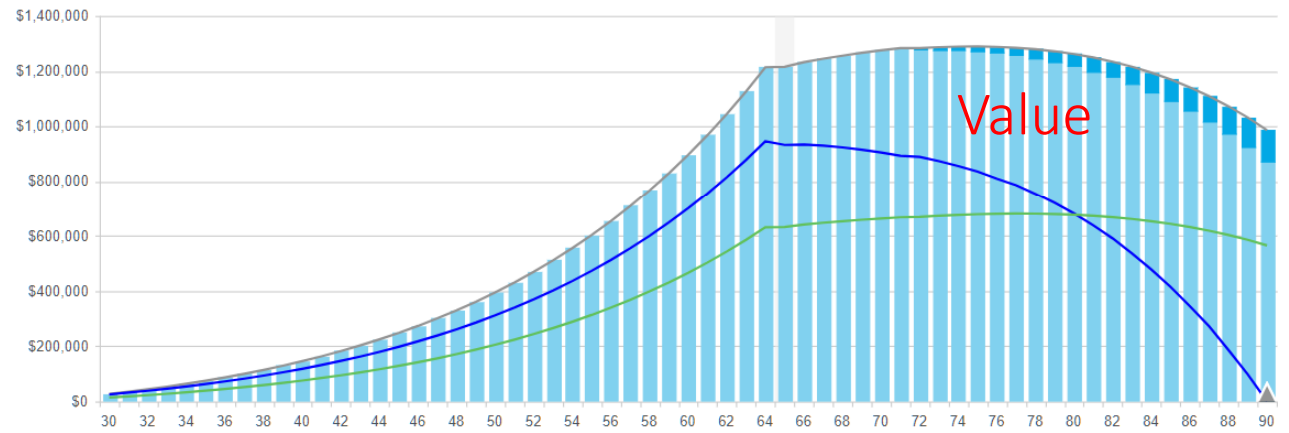
AGE SETTINGS

RETURN ASSUMPTIONS

	Registered	Non-Registered
Pre-Retirement	6.50 %	6.50 %
Post-Retirement	5.50 %	5.50 %

INDEX ASSUMPTIONS

Financial Assets



Retirement Investments Cash Investments Corporate Investments Corporate Fixed Assets Investment Real Estate Principal Residence Other Assets
 Personal Insurance Cash Value Corporate Insurance Cash Value Total Net Assets Required Retirement Assets Estate Worth Client Life Expectancy
 Spouse Life Expectancy

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- ANNUAL INVESTMENT SAVINGS
- MONTHLY RETIREMENT INCOME
- AGE SETTINGS
- RETURN ASSUMPTIONS
- INDEX ASSUMPTIONS

Inflation

Real Estate

Business Value

Lifestyle Debt

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📄 Indexed ▼ Primary

- Cash Flow
- Financial Assets
- Income Tax
- Risk Management
- Retirement Options**

Optimize Save Reset

Retirement Options

Option #1: Increase Lifestyle
 Estimated amount you can increase your retirement lifestyle by: \$4,500.00

Planned Retirement Lifestyle: \$67,700.00
 Attainable Retirement Lifestyle: \$72,200.00

Option #2: Retire Sooner
 Estimated number of years you can retire before your planned retirement age: 1

Planned Retirement Age: 65
 Attainable Retirement Age: 64

Option #3: Take Less Risk
 Estimated amount you can reduce portfolio rate of return: 0.71 %

Portfolio Rate of Return: 6.10 %
 Required Rate of Return: 5.40 %

Option #4: Asset Allocation
 Based on the assumptions, you are projected to have sufficient retirement capital.

Projected Capital at Retirement: \$1,214,300.00
 Required Capital at Retirement: \$946,100.00

Current value of Retirement Capital: \$20,000.00

ANNUAL INVESTMENT SAVINGS

	Client	Spouse / Partner
Personal RRSP Contributions	\$3,000.00	\$3,000.00
Non-Registered Savings	\$0.00	\$0.00
TFSA Contributions	\$0.00	\$0.00
Non-Registered Savings (Joint Account)	\$0.00	
Corporate Investment Savings	\$0.00	

MONTHLY RETIREMENT INCOME

AGE SETTINGS

RETURN ASSUMPTIONS

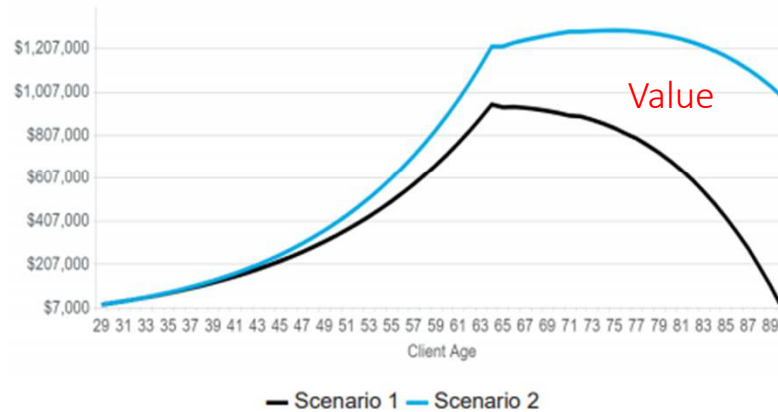
INDEX ASSUMPTIONS



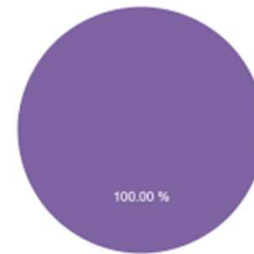
INVESTMENT MANAGEMENT

Bill Smith & Mary Smith

Projected Investments



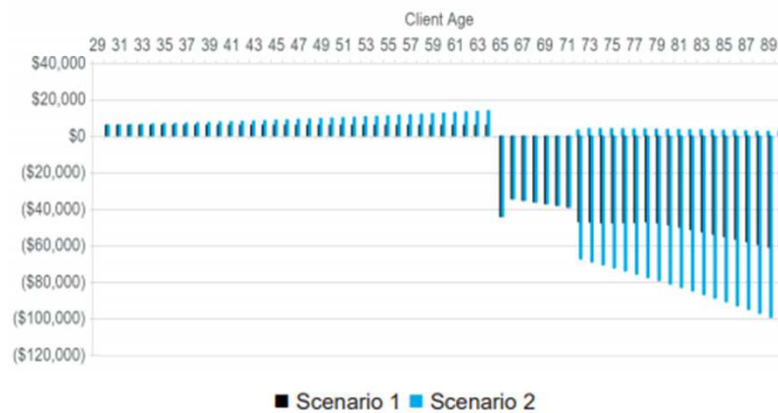
Investment Assets*



Assets	Bill	Mary
Non-Registered:	\$0	\$0
TFSA:	\$0	\$0
RRSP/RRIF:	\$10,000	\$10,000
LRSP/LIRA:	\$0	\$0
Corporate:	\$0	\$0
Total	\$10,000	\$10,000
Available Contribution Room		
TFSA	\$63,500	\$63,500
RRSP	\$40,000	\$40,000

*Based on the starting balance of Scenario 2

Projected Cash Flow



Value of Advice

Projected Increase in Investment Assets

5 Years of Advice



\$1,688

10 Years of Advice



\$8,845

15 Years of Advice



\$24,129

#2 - TAX REFUND TO TFSA

Why does it work?

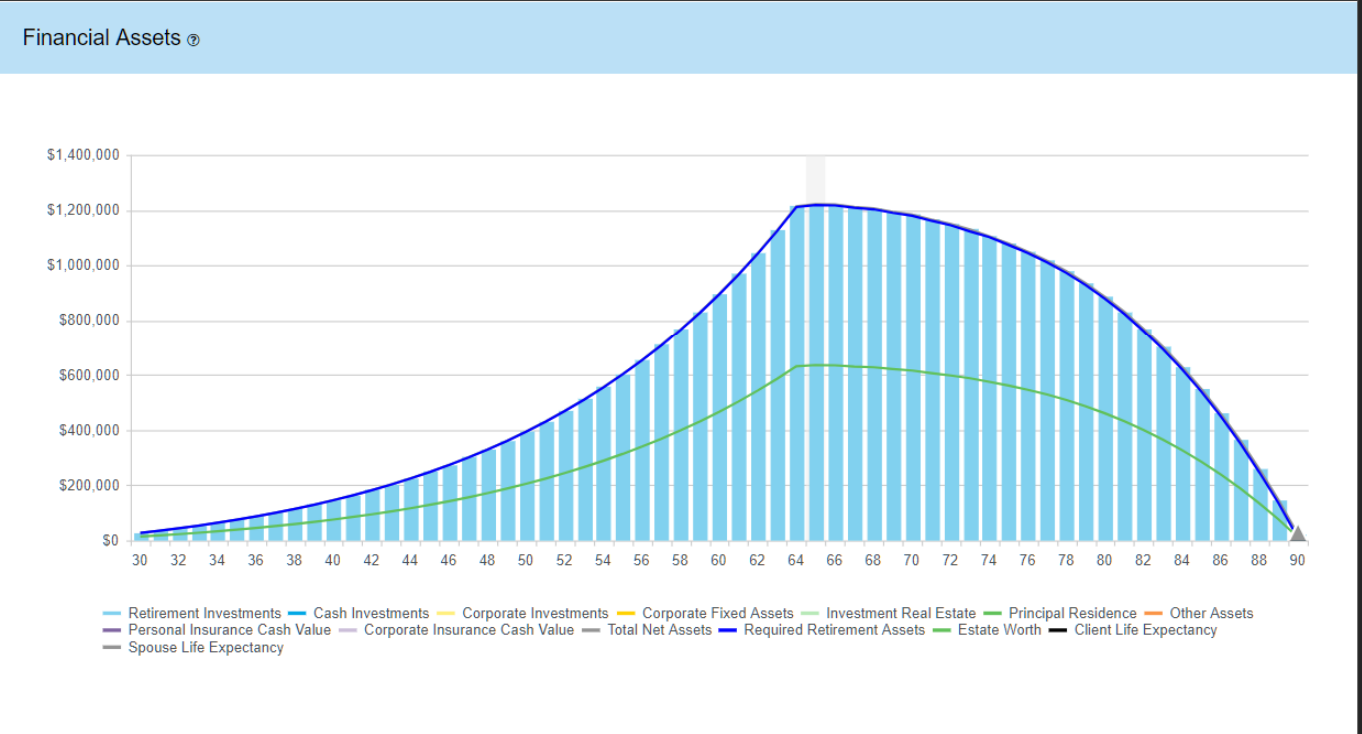
- Most clients do not plan to save their tax refund.
- As income and contributions increase, so does the tax savings from RRSP.
- No impact on current lifestyle.
- Most clients will agree to implement a future recommendation.
- Uses the power of compounding.

Who is it for?

- Anyone who is contributing to RRSP.
- The younger the client, the greater the impact will be on wealth.

Client Profile

- Married couple age 30.
- Have \$20,000 in RRSP today.
- Contributing \$500/month to RRSP.
- Tax savings (\$1,830 first year) contributed to TFSA each year.



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ANNUAL INVESTMENT SAVINGS

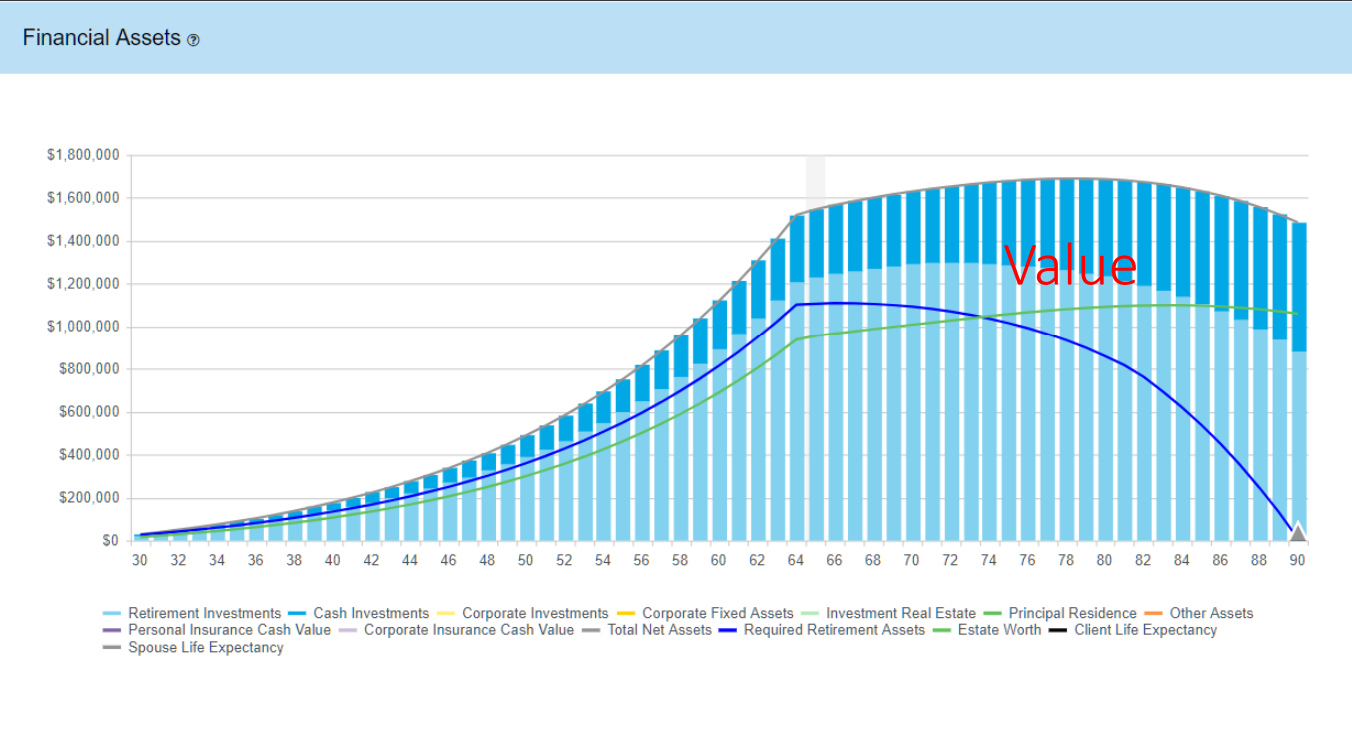
MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$6,018.49	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



Optimize Save Reset

ANNUAL INVESTMENT SAVINGS

	Client	Spouse / Partner
Personal RRSP Contributions	\$3,000.00	\$3,000.00
Non-Registered Savings	\$0.00	\$0.00
TFSA Contributions	\$915.00	\$915.00
Non-Registered Savings (Joint Account)	\$0.00	
Corporate Investment Savings	\$0.00	

MONTHLY RETIREMENT INCOME

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS

Retirement Options

Option #1: Increase Lifestyle
 Estimated amount you can increase your retirement lifestyle by: \$7,200.00

Planned Retirement Lifestyle: \$72,200.00
 Attainable Retirement Lifestyle: \$79,400.00

Option #2: Retire Sooner
 Estimated number of years you can retire before your planned retirement age: 1

Planned Retirement Age: 65
 Attainable Retirement Age: 64

Option #3: Take Less Risk
 Estimated amount you can reduce portfolio rate of return: 0.88 %

Portfolio Rate of Return: 6.09 %
 Required Rate of Return: 5.22 %

Option #4: Asset Allocation
 Based on the assumptions, you are projected to have sufficient retirement capital.

Projected Capital at Retirement: \$1,520,300.00
 Required Capital at Retirement: \$1,102,700.00

Current value of Retirement Capital: \$20,000.00

ANNUAL INVESTMENT SAVINGS

	Client	Spouse / Partner
Personal RRSP Contributions	\$3,000.00	\$3,000.00
Non-Registered Savings	\$0.00	\$0.00
TFSA Contributions	\$915.00	\$915.00
Non-Registered Savings (Joint Account)	\$0.00	
Corporate Investment Savings	\$0.00	

MONTHLY RETIREMENT INCOME

AGE SETTINGS

RETURN ASSUMPTIONS

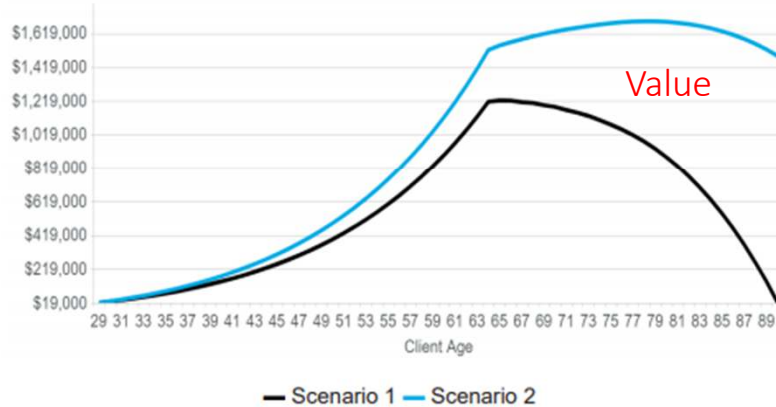
INDEX ASSUMPTIONS



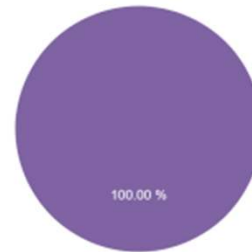
INVESTMENT MANAGEMENT

Bill Smith & Mary Smith

Projected Investments



Investment Assets*



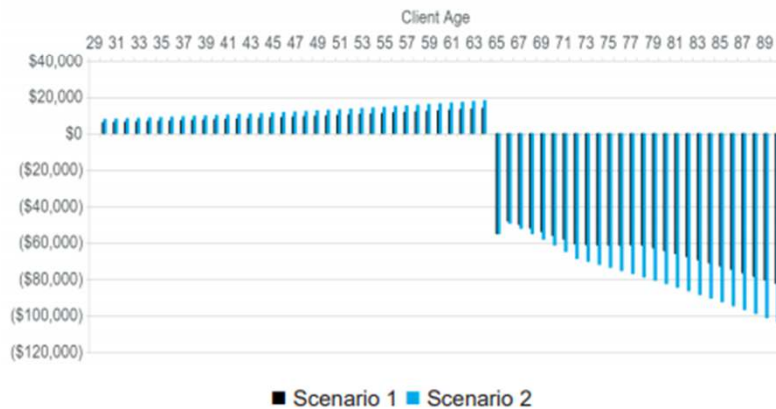
Assets	Bill	Mary
Non-Registered:	\$0	\$0
TFSA:	\$0	\$0
RRSP/RRIF:	\$10,000	\$10,000
LRSP/LIRA:	\$0	\$0
Corporate:	\$0	\$0
Total	\$10,000	\$10,000

Available Contribution Room

TFSA	\$63,500	\$63,500
RRSP	\$40,000	\$40,000

*Based on the starting balance of Scenario 2

Projected Cash Flow



Value of Advice

Projected Increase in Investment Assets



#3 - RRIF TIMING

Why does it work?

- Starting RRIF in December of the year prior to retirement minimizes withholding tax on withdrawals for income.
- It creates a Mini-Meltdown of RRIF assets in a low personal tax bracket compared to waiting to age 70.
- Additional withdrawals reduce the tax payable in the estate at second death.

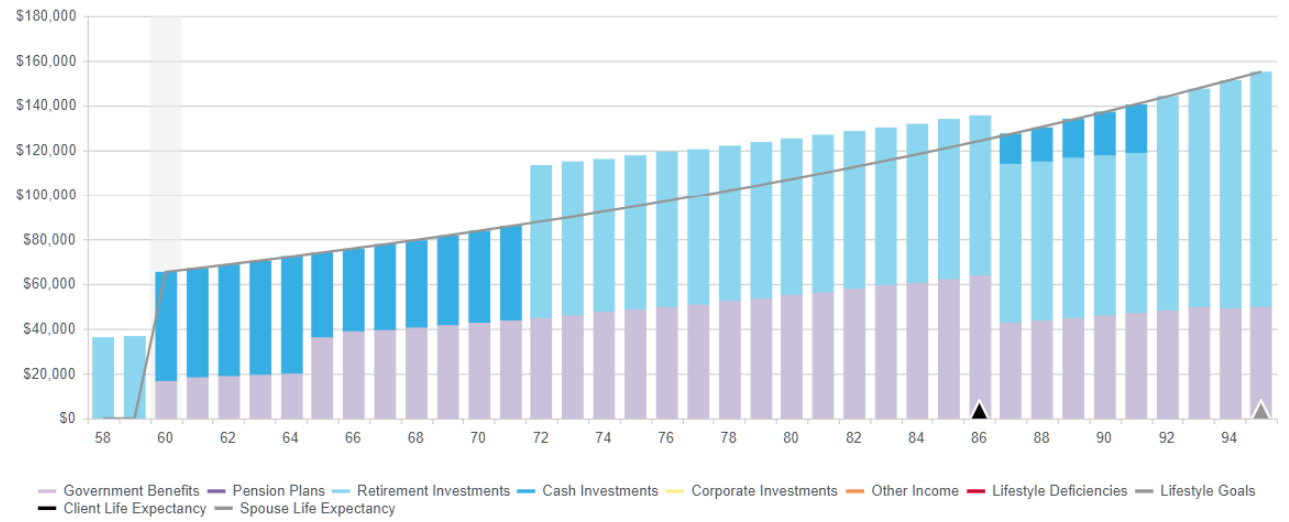
Who is it for?

- Anyone who has RRSPs.
- The earlier someone plans to retire, the greater the benefits will be.

Client Profile

- Married couple age 58, retire age 60.
- Have \$700,000 in RRSP today.
- Contributing \$18,000/year each to RRSP.
- \$400,000 in joint non-registered investments.

Cash Flow



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ANNUAL INVESTMENT SAVINGS

MONTHLY RETIREMENT INCOME

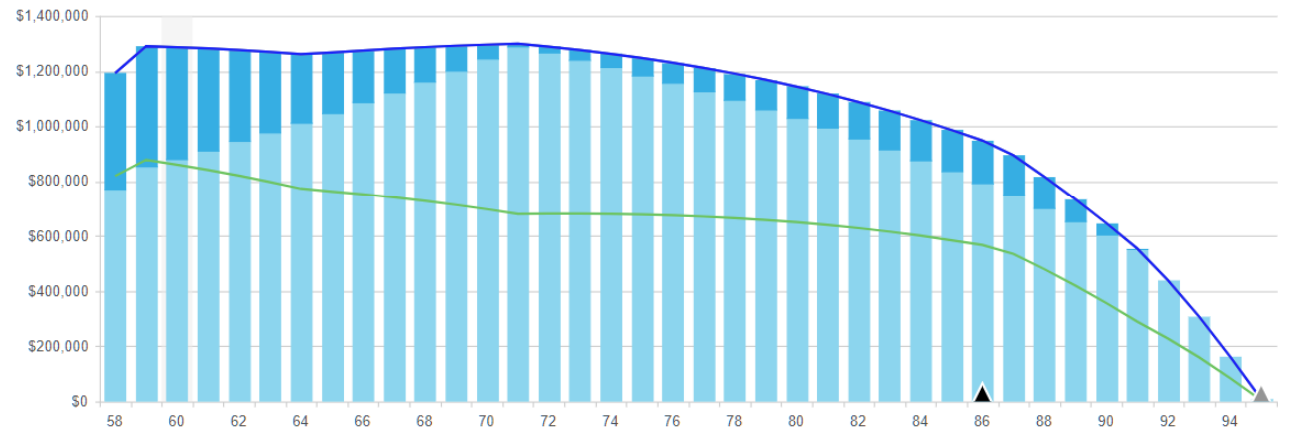
AGE SETTINGS

RETURN ASSUMPTIONS

	Registered	Non-Registered
Pre-Retirement	5.50 %	5.50 %
Post-Retirement	3.50 %	3.50 %

INDEX ASSUMPTIONS

Financial Assets



■ Retirement Investments
 ■ Cash Investments
 ■ Corporate Investments
 ■ Corporate Fixed Assets
 ■ Investment Real Estate
 ■ Principal Residence
 ■ Other Assets
■ Personal Insurance Cash Value
 ■ Corporate Insurance Cash Value
 ■ Total Net Assets
 ■ Required Retirement Assets
 ■ Estate Worth
 ■ Client Life Expectancy
 ■ Spouse Life Expectancy

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ANNUAL INVESTMENT SAVINGS

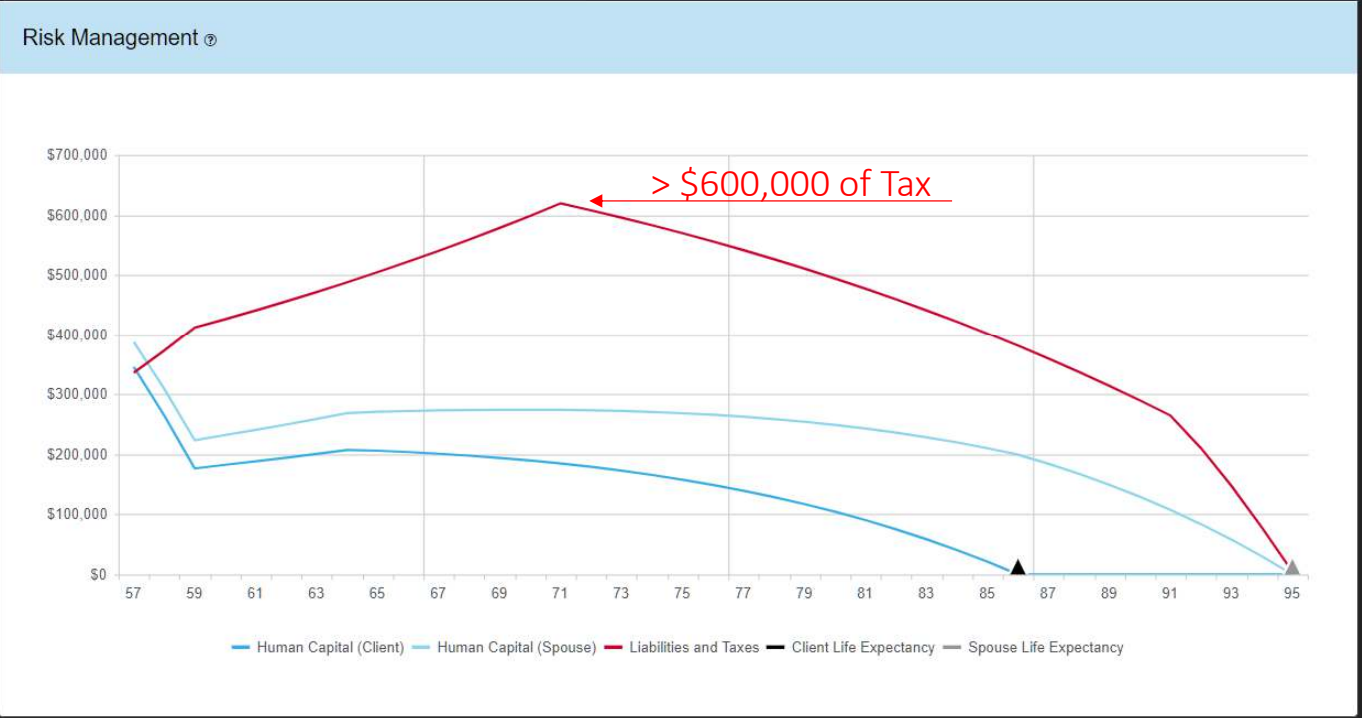
MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$5,186.05	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



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ANNUAL INVESTMENT SAVINGS

MONTHLY RETIREMENT INCOME

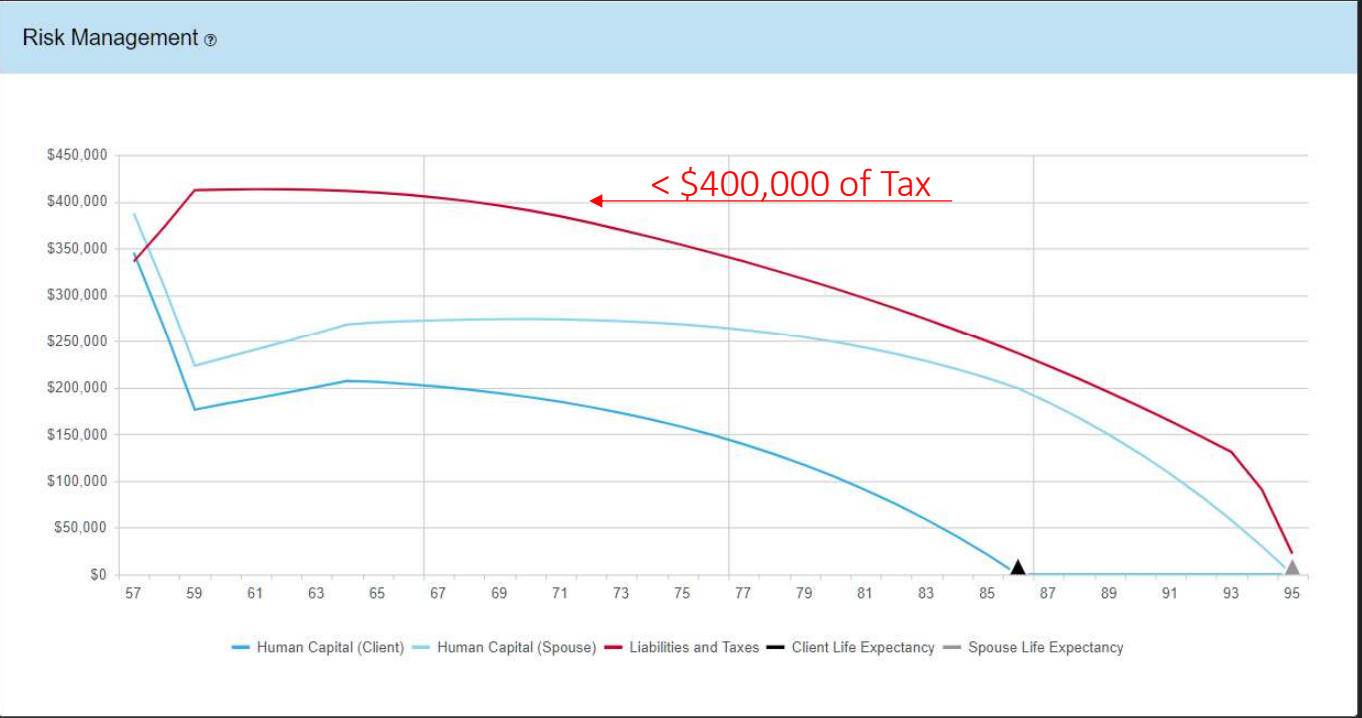
AGE SETTINGS

	Client	Spouse / Partner
Active Lifestyle Age	60	60
Passive Lifestyle Age	75	
RRIF Age	71	71
Assumed Life Expectancy	86	95

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS

INSURANCE NEEDS



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ANNUAL INVESTMENT SAVINGS

MONTHLY RETIREMENT INCOME

AGE SETTINGS

	Client	Spouse / Partner
Active Lifestyle Age	60	60
Passive Lifestyle Age	75	
RRIF Age	59	59
Assumed Life Expectancy	86	95

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS

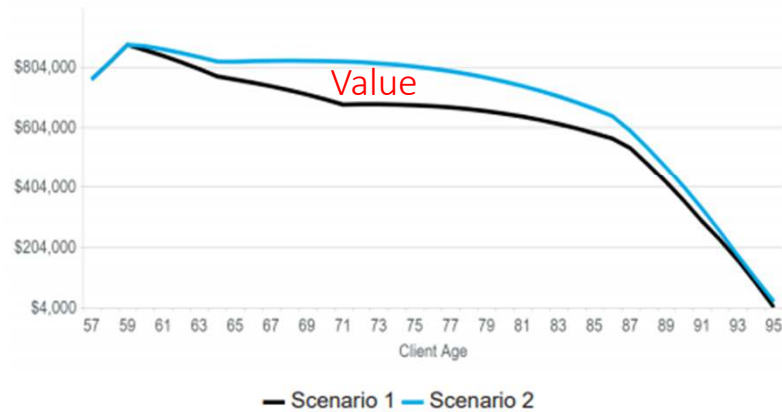
INSURANCE NEEDS



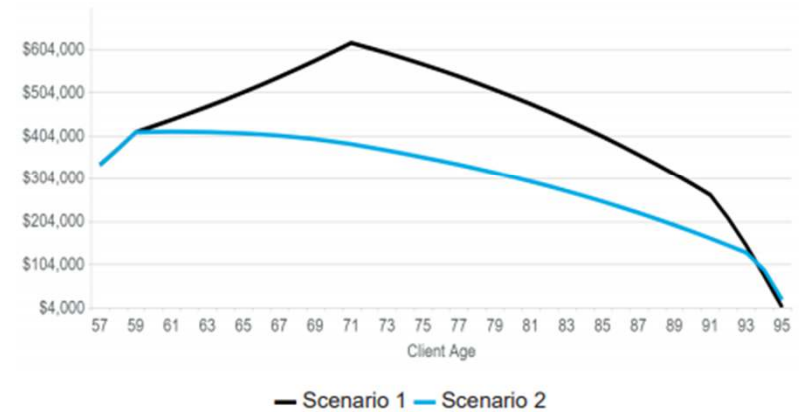
ESTATE PLANNING

Bill Smith & Mary Smith

Estate Value

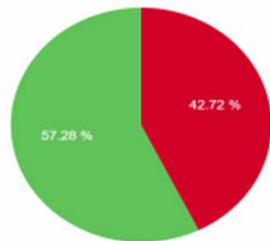


Estate Tax

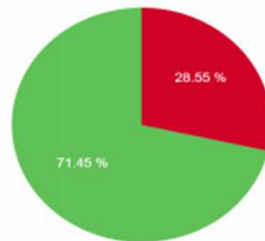


Estate Allocation

Scenario 1



Scenario 2



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

Value of Advice

Projected Increase in Estate Value

5 Years of Advice



\$30,323

10 Years of Advice



\$84,373

15 Years of Advice



\$139,663

#4 - CPP AGE

Why does it work?

- If you delay CPP, your monthly benefit will increase by 0.7% for each month you defer receiving it after age 65, 8.4%/year or 42% more if you begin at age 70.
- For conservative investors, this increase may represent a better return than on other guaranteed investments.
- Reduces the risk of outliving your money.

Who is it for?

- Anyone who is healthy and qualifies for CPP.
- Individuals that do not have a guaranteed pension plan.

Client Profile

- Married couple age 58, retire age 60.
- Have \$700,000 in RRSP today.
- Contributing \$18,000/year each to RRSP.
- \$400,000 in joint non-registered investments.

Retirement Options

Option #1: Lifestyle Goal

Based on the assumptions, no changes are needed to your retirement lifestyle.

Planned Retirement Lifestyle: \$62,500.00

Option #2: Retirement Age

Based on the assumptions, there is no need for you to consider changing your retirement status.

Planned Retirement Age: 60

Option #3: Rate of Return

Based on the assumptions, no portfolio rate of return adjustments are needed.

Portfolio Rate of Return: 3.69 %

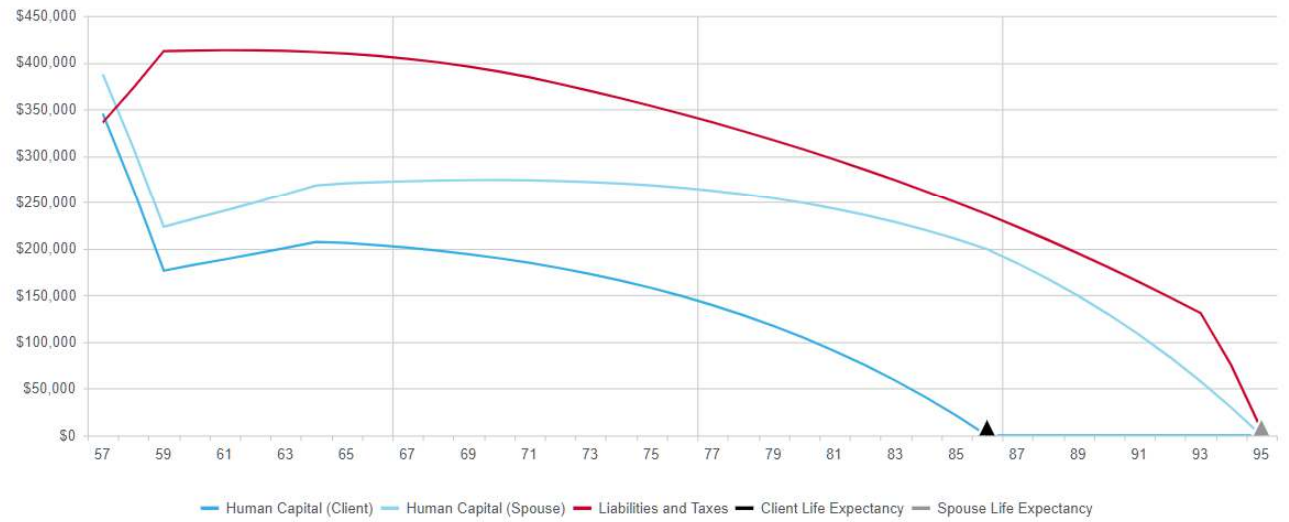
Option #4: Investment Assets

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

Projected Capital at Retirement: \$1,290,800.00

ANNUAL INVESTMENT SAVINGS		
MONTHLY RETIREMENT INCOME		
AGE SETTINGS		
RETURN ASSUMPTIONS		
	Registered	Non-Registered
Pre-Retirement	5.50 %	5.50 %
Post-Retirement	3.50 %	3.50 %
INDEX ASSUMPTIONS		

Risk Management

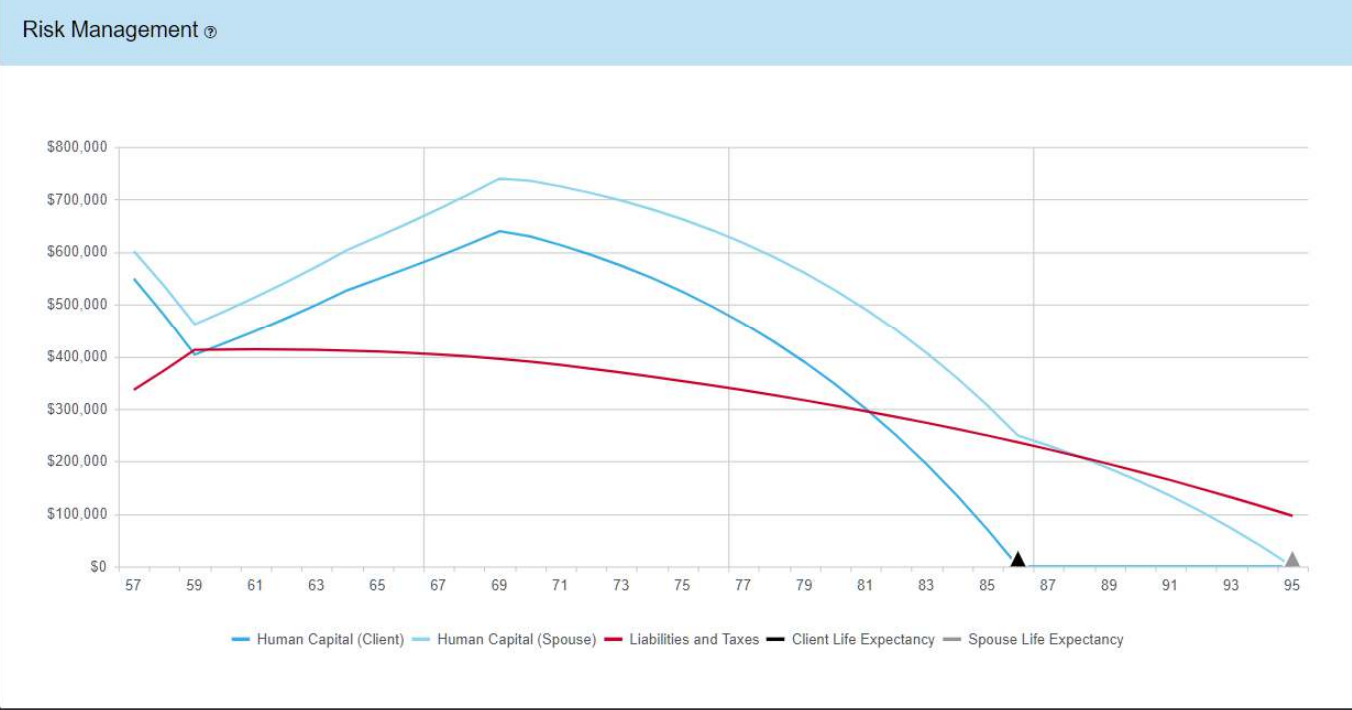


Optimize Save Reset

- ANNUAL INVESTMENT SAVINGS
- MONTHLY RETIREMENT INCOME
- AGE SETTINGS
- RETURN ASSUMPTIONS
- INDEX ASSUMPTIONS
- INSURANCE NEEDS

	Client	Spouse / Partner
Life Insurance	\$345,000	\$388,000
Disability (Per Month)	\$4,700	\$4,700
Critical Illness	\$190,000	\$190,000
Long Term Care (Per Month)	\$2,603	\$2,603
Estate Preservation	\$237,000	\$4,000

* Values calculated based on Human Capital settings.



Optimize Save Reset

- ANNUAL INVESTMENT SAVINGS
- MONTHLY RETIREMENT INCOME
- AGE SETTINGS
- RETURN ASSUMPTIONS
- INDEX ASSUMPTIONS
- INSURANCE NEEDS

	Client	Spouse / Partner
Life Insurance	\$549,000	\$602,000
Disability (Per Month)	\$4,700	\$4,700
Critical Illness	\$187,000	\$187,000
Long Term Care (Per Month)	\$2,603	\$2,603
Estate Preservation	\$236,000	\$96,000

* Values calculated based on Human Capital settings.

Retirement Options

Option #1: Increase Lifestyle
 Estimated amount you can increase your retirement lifestyle by: \$6,300.00

Planned Retirement Lifestyle: \$62,500.00
 Attainable Retirement Lifestyle: \$68,800.00

Option #2: Retire Sooner
 Estimated number of years you can retire before your planned retirement age: 1

Planned Retirement Age: 60
 Attainable Retirement Age: 59

Option #3: Take Less Risk
 Estimated amount you can reduce portfolio rate of return: 1.31 %

Portfolio Rate of Return: 3.68 %
 Required Rate of Return: 2.36 %

Option #4: Asset Allocation
 Based on the assumptions, you are projected to have sufficient retirement capital.

Projected Capital at Retirement: \$1,290,800.00
 Required Capital at Retirement: \$1,060,000.00

Current value of Retirement Capital: \$1,100,000.00

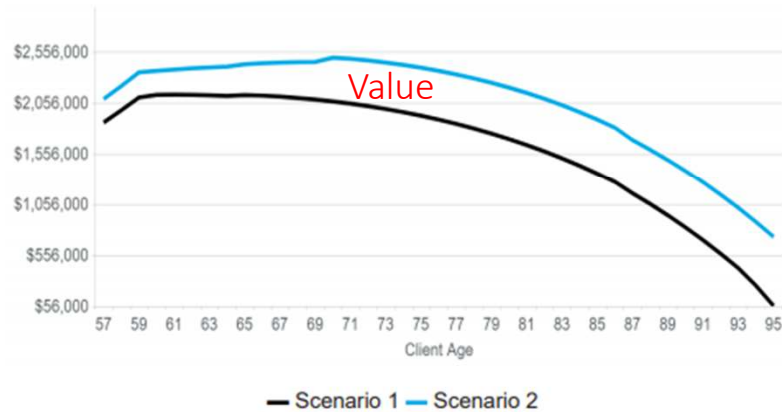
ANNUAL INVESTMENT SAVINGS		
MONTHLY RETIREMENT INCOME		
AGE SETTINGS		
RETURN ASSUMPTIONS		
	Registered	Non-Registered
Pre-Retirement	5.50 %	5.50 %
Post-Retirement	3.50 %	3.50 %
INDEX ASSUMPTIONS		



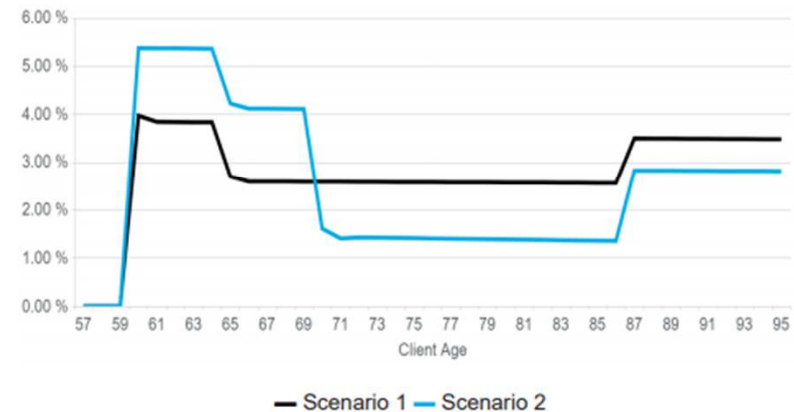
RETIREMENT PLANNING

Bill Smith & Mary Smith

Income Producing Assets / Pensions



Withdrawal Rate*



*Adjusted for Inflation

Retirement Options

	Scenario 1	Scenario 2
Planned Lifestyle:	\$62,473	\$62,473
Attainable Lifestyle:	\$62,473	\$68,752
Planned Retirement Age:	60	60
Attainable Retirement Age:	60	59
Assumed Portfolio ROR:	3.69 %	3.68 %
Required Portfolio ROR:	3.68 %	2.36 %
Projected Retirement Capital:	\$1,290,759	\$1,290,759
Required Retirement Capital:	\$1,290,759	\$1,060,048

Value of Advice



#5 - TFSA ALLOCATION

Why does it work?

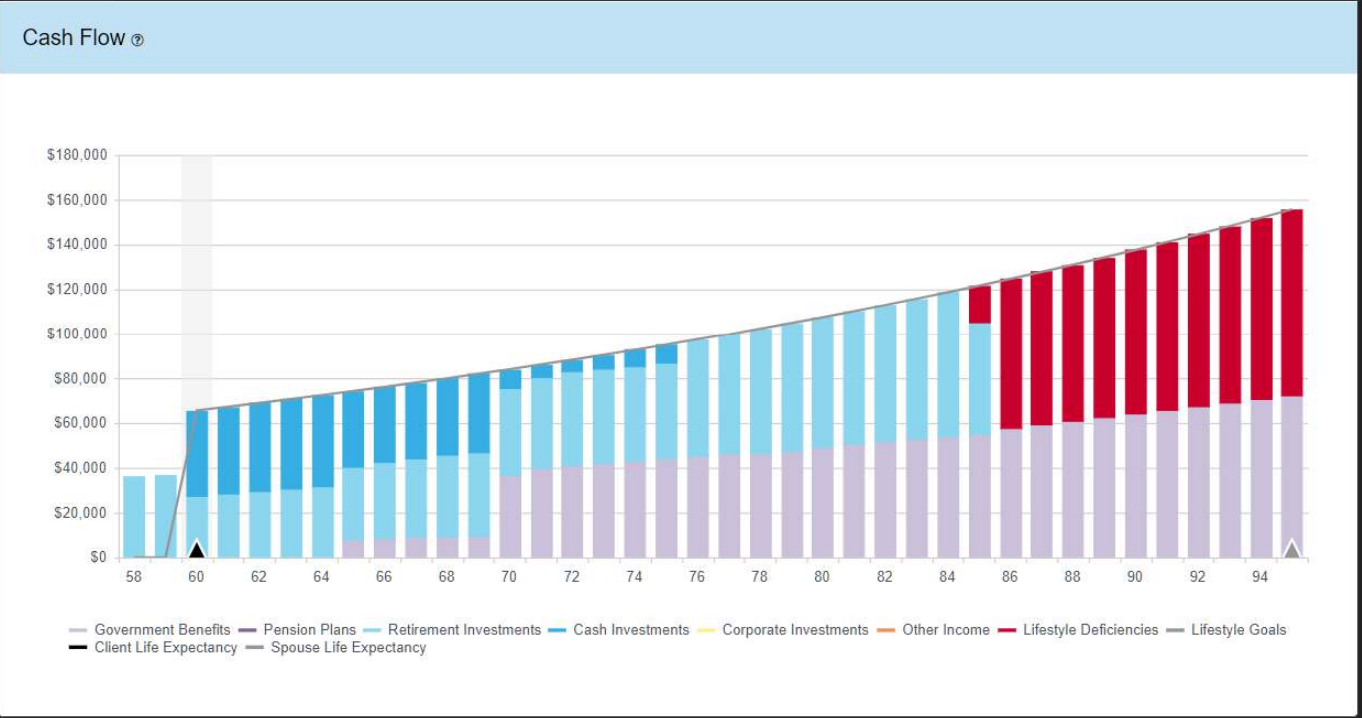
- TFSA contribution room increases each year for your entire lifetime.
- Investment returns are tax-free.
- Withdrawals in a year increase contribution room in the following year.
- Allocating taxable investments and excess cash flow reduces income tax payable.

Who is it for?

- Anyone who has excess TFSA contribution room.
- Retired with excess after-tax income.

Client Profile

- Married couple age 58, retire age 60.
- Have \$700,000 in RRSP today.
- Contributing \$18,000/year each to RRSP.
- \$400,000 in joint non-registered investments.
- Husband dies at age 60.



Optimize Save Reset

ANNUAL INVESTMENT SAVINGS

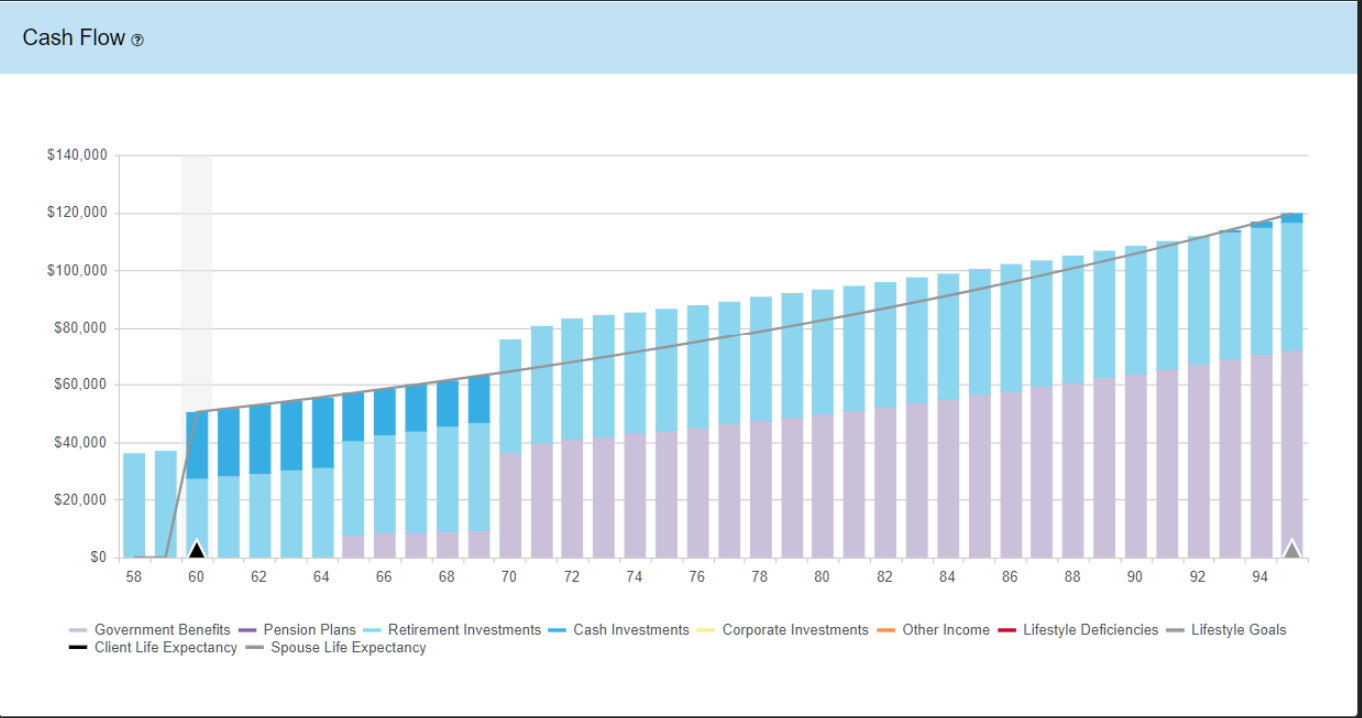
MONTHLY RETIREMENT INCOME

AGE SETTINGS

	Client	Spouse / Partner
Active Lifestyle Age	60	60
Passive Lifestyle Age	75	
RRIF Age	59	59
Assumed Life Expectancy	60	95

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



Optimize Save Reset

ANNUAL INVESTMENT SAVINGS

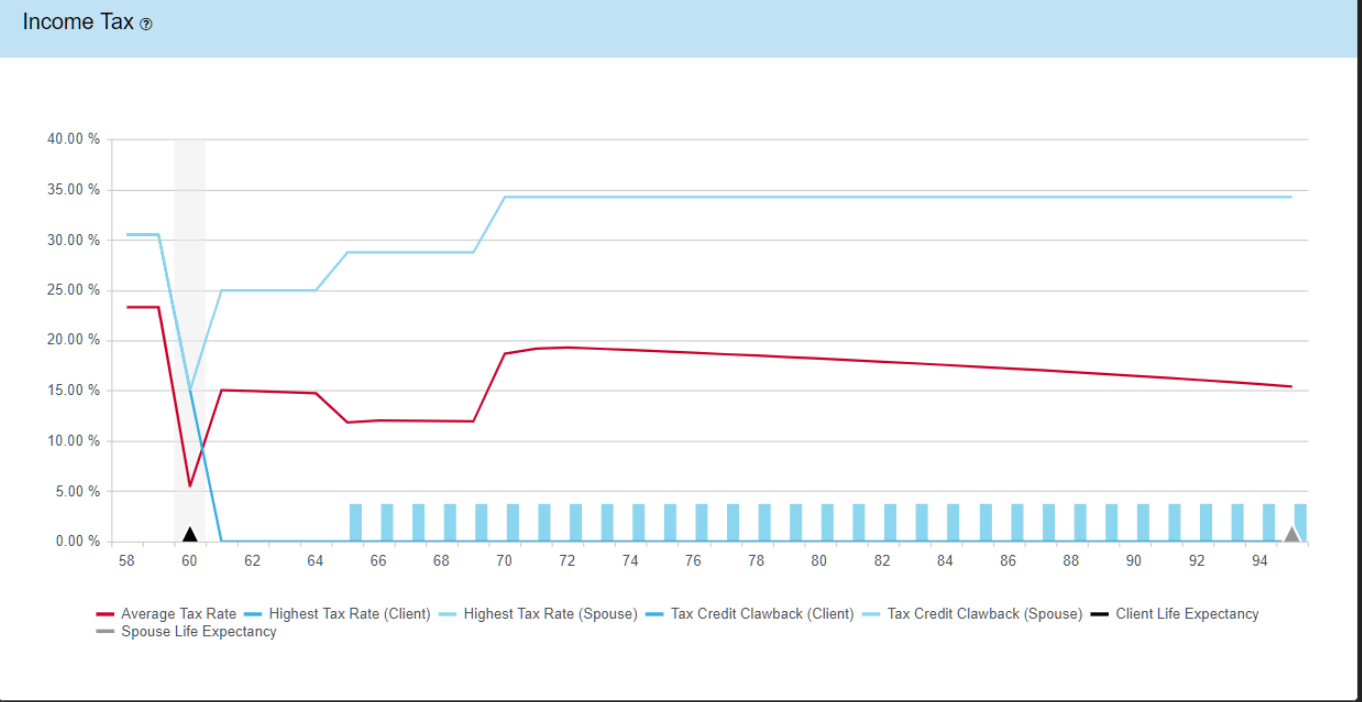
MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$4,000.00	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



ANNUAL INVESTMENT SAVINGS

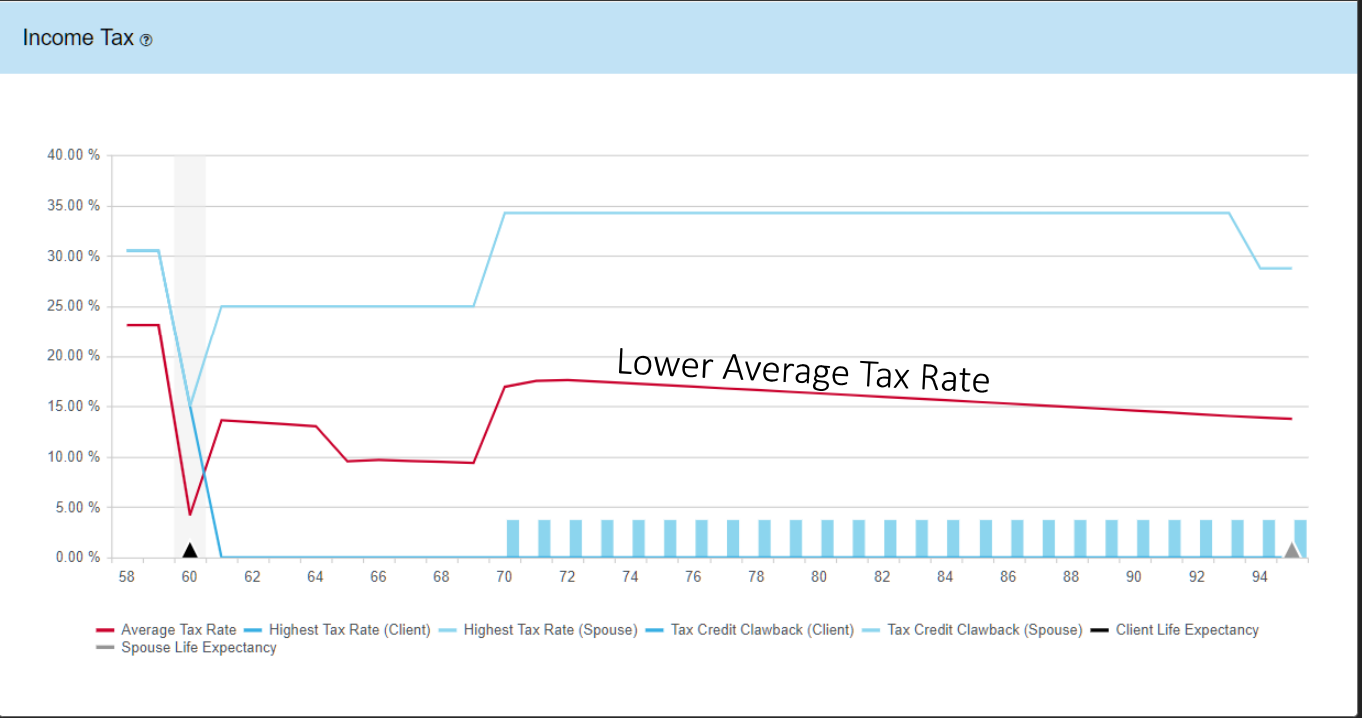
MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$4,000.00	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS



Optimize Save Reset

ANNUAL INVESTMENT SAVINGS

MONTHLY RETIREMENT INCOME

	Client	Spouse / Partner
Active Lifestyle	\$4,000.00	
Passive Lifestyle	\$0.00	
Working In Retirement	\$0.00	\$0.00
Line of Credit	\$0.00	

AGE SETTINGS

RETURN ASSUMPTIONS

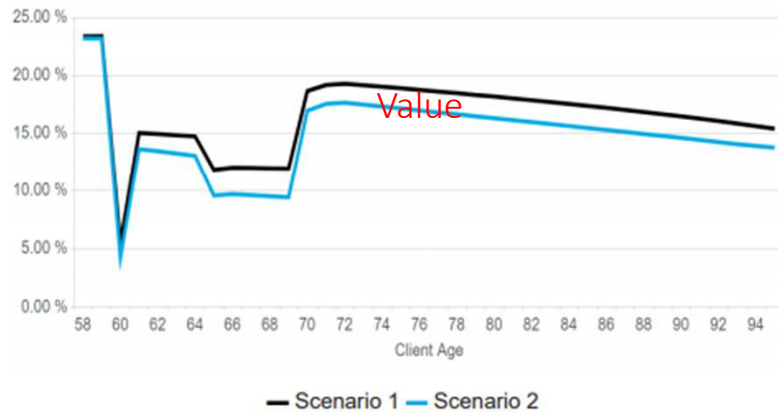
INDEX ASSUMPTIONS



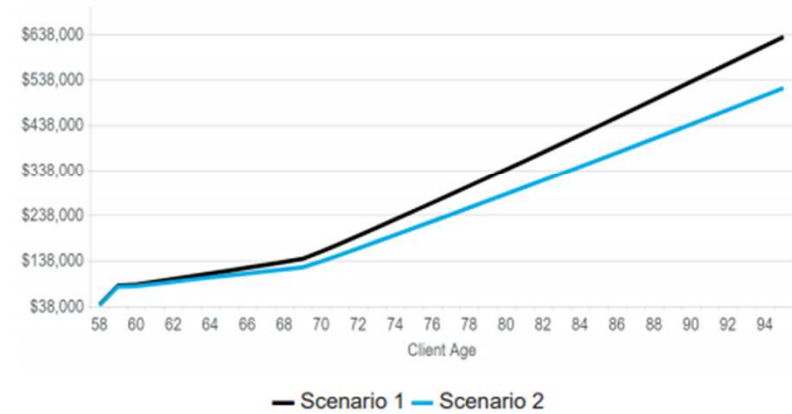
TAX PLANNING

Bill Smith & Mary Smith

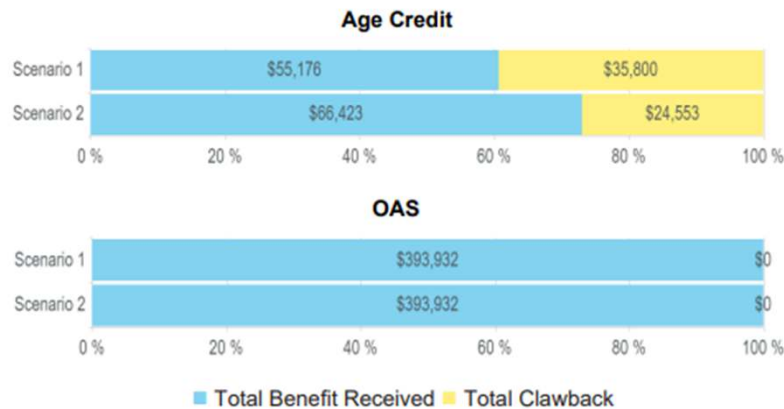
Average Income Tax Rate



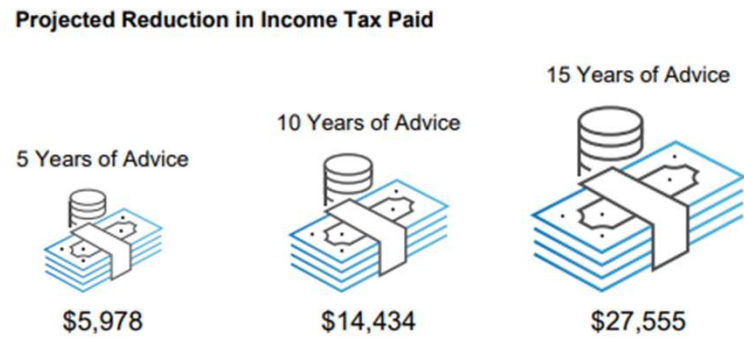
Cumulative Income Tax



Recovery Tax



Value of Advice



Feature

RazorPlan Leads

Planning Software...Simplified.

Get started with RazorPlan today and help your clients focus on what's important.

[30 DAY TRIAL](#)

[BOOK A DEMO](#)

ESTABLISH THE ENGAGEMENT. **ANALYZE** THE SITUATION.
DELIVER THE RESULTS.

Login to launch **RazorPlan**






Login

[Forgot your password?](#)




RazorPlan simplifies a complex process to help your clients focus on what's important.

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-  File Management
-  **Razor Leads**
-  Fact Finder
-  Resource Centre
-  What's New

File Management


-  **New**
Start a New Client File
-  **Open**
Open an Existing Client File
-  **New Leads**
Razor Leads

Welcome: Dave Faulkner

Subscription Status: Full Subscription
Expires On: May 30, 2019

-  File Management
-  Razor Leads
-  Fact Finder
-  Resource Centre
-  What's New

Razor Leads

 **Advisor Profile**
Edit Your Profile

Razor Leads is a client facing version of RazorPlan that allows potential clients to examine their financial situation, identify their top priorities and connect with you to further the discussion.

Add the following link to your website and invite clients and prospects to begin the financial planning discussion. At the end they will have the option to forward their results to you.

Link: <https://my.razorplan.com/ca/Advisor?advId=F00991004>

Welcome: Dave Faulkner

Subscription Status: Full Subscription
Expires On: May 30, 2019

Advisor Profile

Advisor Details User Statistics

Profile Picture

Select files...



Advisor Bio

QUALIFICATIONS AND PROFESSIONAL ASSOCIATIONS

Certified Financial Planner Designation
Financial Planners Standards Council
The Financial Advisors Association of Canada

Dave entered the financial industry in 1978. Since then his career has evolved from providing financial advice to include designing software programs for financial planners, investment advisors and insurance agents.

As a financial consultant, he utilizes a Focused Planning approach to advice that includes retirement planning needs and estate planning issues such as generational wealth transfer, charitable giving, and tax minimization strategies.

Save

Cancel

Calculate Your Retirement Potential

Understanding your financial situation can be difficult. With just a few questions you can calculate your current financial position and identify your top priorities. Research shows that people who have a financial plan and work with a financial planner are:

- Confident in achieving financial goals and handling unexpected changes.
- More likely to feel on track with financial affairs.
- Successful at sticking to financial strategies.
- More likely to have higher levels of emotional, financial and overall contentment.



Dave Faulkner, CLU, CFP

Phone : (780) 554 7857

Address: Suite 301 15 Rowland Cr., St Albert, T8N 4B2

Website : www.razorplan.com

[↶ Start Now](#)

Calculate Your Retirement

Understanding your financial situation can calculate your current financial position shows that people who have a financial

- Confident in achieving financial goals
- More likely to feel on track with financial goals
- Successful at sticking to financial goals
- More likely to have higher levels of financial contentment.

Advisor Details



Name : Dave Faulkner, CLU, CFP
Address : Suite 301 15 Rowland Cr.
City : St Albert
Phone : (780) 554 7857
Website : www.razorplan.com

About Me

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As a financial consultant, he utilizes a Focused Planning approach to advice that includes retirement planning needs and estate planning issues such as generational wealth transfer, charitable giving, and tax minimization strategies.

As a software consultant, Dave's clients include many of Canada's largest wealth management firms, banks, insurance companies and managing general agencies. He is the author of The Money Book, a personal financial organizer designed to record the financial minutes of your life so that you can remain in control while making informed financial decisions.

Dave has published numerous industry articles and is a regular speaker at financial planning industry events throughout Canada.

✕ Close

Your Progress



About You [Details...](#)

Your ability to manage savings, pay down debt or fund your retirement will change throughout your life. Each stage of your life will present new opportunities to help you to achieve your financial goals.

Your Life Stage

Family/Career Building ▾

Your Financial Knowledge

Average Understanding ▾

Your Investment History

Saving for Retirement ▾

Next ▶▶

Your Progress



Personal Information [Details...](#)

You

Your Spouse

What is your marital status?

Married ▾

Where are you located?

Alberta ▾

How old are you?

35

32

Are you retired?

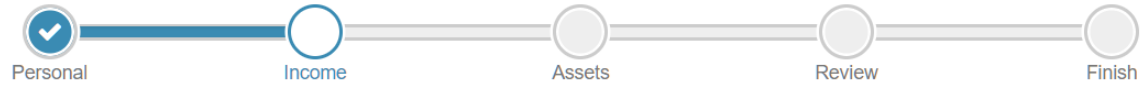
No ▾

No ▾

◀ Back

Next ▶

Your Progress



Employment Income [Details...](#)

	You	Your Spouse
What is your annual income?	\$95,000.00	\$35,000.00

◀ Back

Next ▶

Your Progress



Pension Income [Details...](#)

You

Your Spouse

Are you a member of a pension plan?

No



No



◀ Back

Next ▶

Your Progress



Retirement Savings [Details...](#)

	You	Your Spouse
What is the value today?	\$65,000.00	\$25,000.00
How much do you plan to save each month?	\$300.00	\$150.00

◀ Back

Next ▶

Your Progress



Other Savings/TFSA [Details...](#)

	You	Your Spouse
What is the value today?	\$5,000.00	\$5,000.00
How much do you plan to save each month?	\$100.00	\$100.00

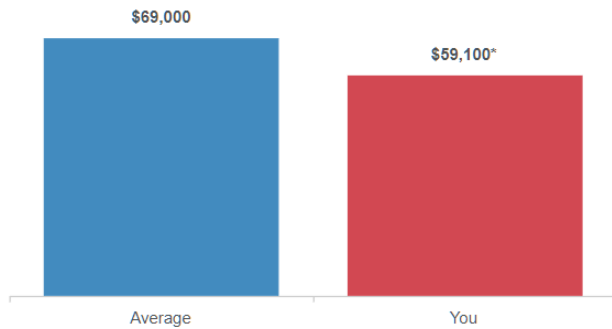
◀ Back

Next ▶

Your Progress



After-Tax Retirement Income [Details...](#)



*This is an estimate only and cannot be guaranteed. See our Terms of Use for details.

Modify the values below to view different results.

Your Monthly Savings Goal

\$650	+ -
Your Planned Retirement Age	
65	+ -
Your Expected Rate Of Return	
5.00 %	+ -
<input type="button" value="Calculate"/>	

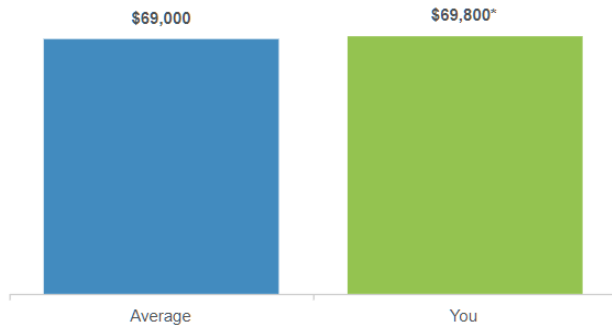
◀ Back

Next ▶▶

Your Progress



After-Tax Retirement Income [Details...](#)



*This is an estimate only and cannot be guaranteed. See our Terms of Use for details.

Modify the values below to view different results.

Your Monthly Savings Goal

\$750 + -

Your Planned Retirement Age

65 + -

Your Expected Rate Of Return

6.00 % + -

Calculate

◀ Back

Next ▶▶

Your Progress



What is Most Important? [Details...](#)

Outlining your most important financial priorities will help you visualize where you should apply your focus. Select up to five financial goals in order of importance.

Budgeting and cash flow

Getting out of debt

Saving for children's education

Down payment or major purchase

Insurance needs

Minimizing income tax

Investment planning

Retirement planning

Estate planning

Updating / preparing a Will

◀ Back

Next ▶▶

Your Progress




Your Report

Congratulations, you have taken the first step to better understanding your financial situation. You have calculated your potential retirement income and outlined your top five financial priorities.

To view or print your results, click "View My Report".



 View My Report

[◀ Back](#)

[Next ▶](#)

POTENTIAL RETIREMENT INCOME: \$69,800

YOUR POTENTIAL RETIREMENT INCOME IS 101 % OF THE AVERAGE PLANNING CANADIAN.

March 09, 2019

CONGRATULATIONS

You have taken the first step to better understand your financial situation. You have calculated your potential retirement income and outlined your top five priorities.

- You are establishing yourself in your career and growing your income.
- You have an average financial knowledge and are familiar with many of the investment options available to you.
- You have substantial retirement savings.

YOUR RETIREMENT OPTIONS

Your financial situation offers you a number of planning options. By examining your financial situation in detail you will be able to formulate a plan to suit your personality and financial situation.

- You could change your monthly savings goal
- You could change your planned retirement age
- You could change your expected rate of return

PROJECTED LIQUID ASSETS



YOUR TOP 5 PRIORITIES

The following represents your most important priorities. Enlisting the help of a professional advisor is one of the most valuable things you can do to meet your financial goals. A financial advisor can help further analyze your situation, locate inefficiencies and formulate a plan.

Open in new window

Print

Close



YOUR TOP 5 PRIORITIES

The following represents your most important priorities. Enlisting the help of a professional advisor is one of the most valuable things you can do to meet your financial goals. A financial advisor can help further analyze your situation, locate inefficiencies and formulate a plan.

Saving for children's education

- Having the resources needed to help your children fund an education is a major goal of most parents today. Depending upon the school and degree selected, the annual cost of tuition, books and living expenses could range from \$10,000 to \$25,000 per year. Setting up a Registered Education Savings Plan (RESP) for your children is a great way to take advantage of valuable government grants.

Retirement planning

- Many people mistakenly believe that a retirement plan is contributing as much as you can to a Registered Retirement Savings Plan (RRSP). Although saving is important, without knowing how much money you will need to fund your retirement, you risk not saving enough. Retirement planning will factor in all of your assets, sources of income and government benefits to estimate a level of savings that will give you the after-tax income you want.

Updating / preparing a Will

- If you die without a valid Will "intestate", you are leaving the distribution of your assets and the financial wellbeing of your family in the hands of the provincial government. With an up-to-date Will you can appoint a person you trust to manage your assets and be guardians of your minor children. In addition to a Will, you should also maintain a Power of Attorney and Personal Directive so decisions can be made in the event that you can no longer manage your affairs on your own.

Investment planning

- There is more to investment planning than simply setting aside money each month. Understanding how much risk you are prepared to take and the expectations you have for investment return are two very important first steps. Preparing a documented risk profile and a formal investment policy statement are services offered by many investment advisors to help you achieve your investment goals.

Budgeting and cash flow

- Creating a cash flow plan is an important step on your journey to financial confidence. Setting up a budget begins with recording all known monthly and annual expenses, then comparing your total expenses to your after-tax sources of income. A financial advisor can help to guide you through the process by suggesting ways to reduce your expenses so that you can allocate more of your income to increasing your net worth.

Open in new window

Print

Close

Your Progress



Your Next Steps

Making the decision to work with a financial advisor is an important first step towards meeting your financial goals. However, many people avoid taking this step because they are unsure of who they can trust to provide them with the right advice. As a financial professional I believe in open communication and putting the best interests of my clients first.

Should you decide to share your report with me, I can help further analyze your situation, locate inefficiencies and formulate a plan, providing the guidance needed to ensure your goals are met in a time-frame that works for you.



Dave Faulkner, CLU, CFP

Phone : (780) 554 7857

Address: Suite 301 15 Rowland Cr., St Albert, T8N 4B2

Website : www.razorplan.com

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Your Progress

Your Next Steps

Making the decision to work with a financial professional is a big decision. However, they are unsure of who they can trust. As a financial professional I believe in openness and transparency. I believe in open communication with my clients first.

Should you decide to share your report, we will help you identify inefficiencies and form a plan to ensure your goals are met in a timely manner.

[← Back](#)

About You ✕

First Name

Last Name

Email

Phone Number

Message to the Advisor

I'm not a robot



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Wland Cr., St Albert, T8N 4B2
om

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-  File Management
-  Razor Leads
-  Fact Finder
-  Resource Centre
-  What's New

File Management






-  **New**
Start a New Client File
-  **Open**
Open an Existing Client File
-  **New Leads**
Razor Leads

Welcome: Dave Faulkner




Subscription Status: Full Subscription
Expires On: May 30, 2019

Feature

RazorPlan Tools

-  File Management
-  Razor Leads
-  Fact Finder
-  **Resource Centre**
-  What's New

Resource Centre













-  **About RazorPlan**
Visit the RazorPlan Website
-  **User Guide**
View the User Guide
-  **Financial Calculators**
Quickly Answer Client Questions

Welcome: Dave Faulkner

Subscription Status: Full Subscription
Expires On: May 30, 2019

[Home](#)

Financial Calculators

	Budget Planner		RRSP
	Life Insurance Needs		RRIF
	Income Tax		RRSP Loan
	Terminal Tax		RRSP vs. Mortgage
	Mortgage		RRSP vs. Non-RRSP
	Investment Leverage		TFSA vs. RRSP

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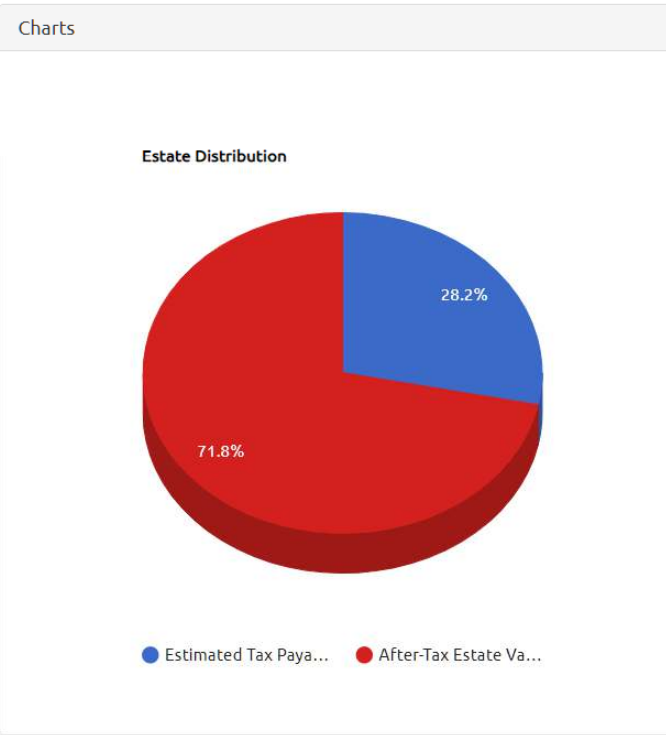
Terminal Tax Recalculate Clear

Estimate your terminal tax bill for 2018

Province:

Age 65 or older

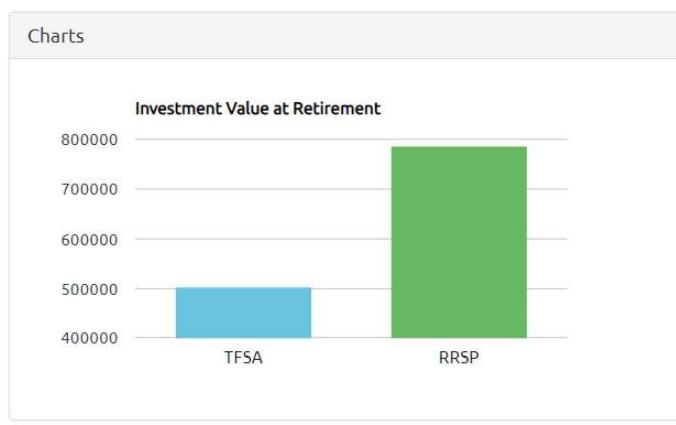
Income / Assets	Amount	Cost Base	Taxable
Income in Year of Death	\$ 55,000.00		\$ 55,000.00
RRSP Investments	\$ 450,000.00		\$ 450,000.00
Equity Investments	\$ 0.00	\$ 0.00	\$ 0.00
Vacation Property	\$ 250,000.00	\$ 50,000.00	\$ 100,000.00
Investment Real Estate	\$ 0.00	\$ 0.00	\$ 0.00
Business Interests	\$ 1,000,000.00	\$ 100.00	\$ 499,950.00
Total Income	\$ 1,755,000.00	\$ 50,100.00	\$ 1,104,950.00
Estimated Tax Payable			\$ 494,813.37
After-Tax Estate Value			\$ 1,260,186.63
Average Tax Rate			% 44.78
Marginal Tax Rate			% 48.00



TFSA vs. RRSP Recalculate Clear

Comparing contributing to your TFSA vs. contributing to your RRSP

Current Age	<input type="text" value="35"/>
Retirement Age	<input type="text" value="65"/>
# Years Income Needed	<input type="text" value="25"/>
Rate of Return	<input type="text" value="6.00"/>
Saving Options	
	TFSA RRSP
Annual Contribution	\$ 6,000.00 \$ 9,375.00
Tax Rate: Contribution	% N/A % 36.00
Tax Rate: Income	% N/A % 26.00
Investment Value at Retirement	\$ 502,810.06 \$ 785,640.73
After-Tax Retirement Income	\$ 39,333.18 \$ 45,478.99



TFSA vs. RRSP

[Recalculate](#) [Clear](#)

Comparing contributing to your TFSA vs. contributing to your RRSP

Current Age	<input type="text" value="35"/>
Retirement Age	<input type="text" value="65"/>
# Years Income Needed	<input type="text" value="25"/>
Rate of Return	<input type="text" value="6.00"/>
Saving Options	
	TFSA RRSP
Annual Contribution	\$ 6,000.00 \$ 8,108.11
Tax Rate: Contribution	% N/A % 26.00
Tax Rate: Income	% N/A % 36.00
Investment Value at Retirement	\$ 502,810.06 \$ 679,473.22
After-Tax Retirement Income	\$ 39,333.18 \$ 34,017.89



Feature

RazorPlan Insurance

- Step 1: Personal Information
- Step 2: Sources of Retirement Income
- Step 3: Personal Assets
- Step 4: Corporate Assets
- Step 5: Plan Assumptions
- Step 6: Prepare Analysis

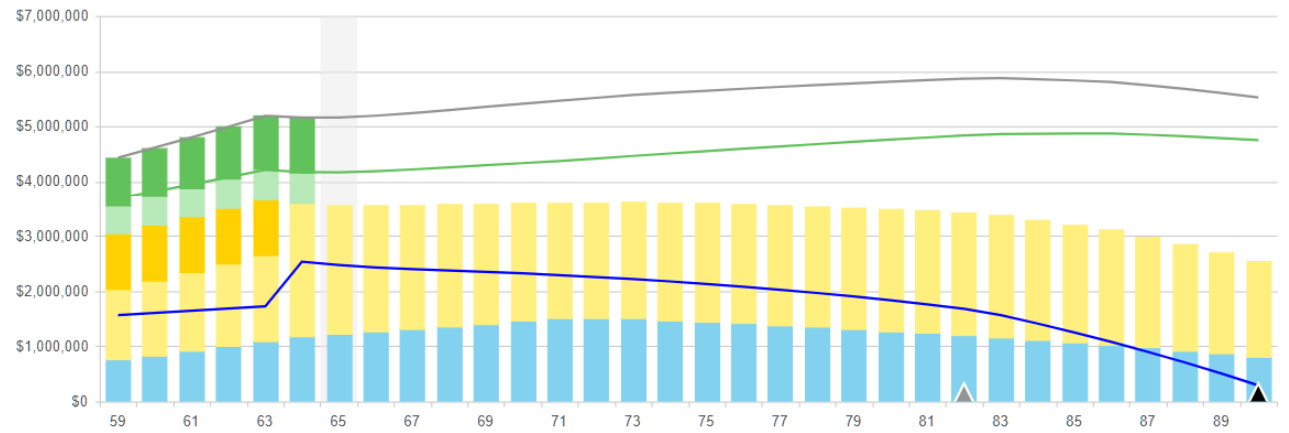
Step 1: Personal Information

- Client
- Address
- Contact
- Employment Income
- Other Income
- Retirement Needs
- Goals

Client Information ⓘ

	Client	Spouse / Partner
First Name & Initial	Charles []	Ellen []
Last Name	Jordan	Jordan
Date of Birth	07/02/1960 [] 58	03/12/1962 [] 56
Gender	Male ▾	Female ▾
Retired	No ▾	No ▾
Marital Status	Married ▾	
Joint Plan	Yes ▾	
File Name	Jordan, Charles & Ellen - iA Estate	
Scenario Name	Base Data	
Description	Concept - Estate Planning iA	

Financial Assets



■ Retirement Investments
 ■ Cash Investments
 ■ Corporate Investments
 ■ Corporate Fixed Assets
 ■ Investment Real Estate
 ■ Principal Residence
 ■ Other Assets
■ Personal Insurance Cash Value
 ■ Corporate Insurance Cash Value
 ■ Total Net Assets
 ■ Required Retirement Assets
 ■ Estate Worth
 ■ Client Life Expectancy
 ■ Spouse Life Expectancy

ANNUAL INVESTMENT SAVINGS

	Client	Spouse / Partner
Personal RRSP Contributions	\$26,230.00	\$9,000.00
Non-Registered Savings	\$0.00	\$0.00
TFSA Contributions	\$0.00	\$0.00
Non-Registered Savings (Joint Account)	\$0.00	\$0.00
Corporate Investment Savings	\$50,000.00	

MONTHLY RETIREMENT INCOME

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS

Illustration - Scenario 1

- 1. Illustration
- 2. Concept
- 3. Results
- 4. Report
- 5. EVO

Insured 1 + Add an insured

Protection: JLTD (Joint Last To Die) ▼

Death benefit: Face Amount + Fund

Province: AB ▼

Last Name	First Name	Init.	Sex	Birth Date	Age	Status	Exp.
a Jordan	Charles		Male	7/02/60	59	NS	85
b Jordan	Ellen		Female	3/12/62	57	NS	88

+ Modify the applicant (C Jordan Construction Inc.)

Single Equivalent Age: 50, M, NS

Coverage (1)	Applies to	Cost type	Status	Amount	Duration	Rating	Premium
EquiBuild	All joint insureds	Level	NS	\$1,000,000.00	58 years	No	\$19,354.68

+ Add a coverage / rider

View all coverages

Annual Minimum Premium: \$19,354.68

EquiBuild Bonus Payment Option and Rates Scenarios

Bonus Payment Option: PUA purchase ⓘ EquiBuild Fund Rate: 5.50 % ⓘ Marginal Tax Rate: 48.00 % ⓘ
 Alternative Investment: No comparison ⓘ Customize the investments ⓘ Corporate Tax Rate: 50.67 % ⓘ

Portion of the accumulation fund payable automatically upon each insured's death: 100 %

Premium deposits

Type of Premium Deposits	Frequency	Amount	Period
Minimum premium + PUA ⓘ	Annual	\$60,303.68	For 10 yrs

+ Add lump-sum deposits

+ Add withdrawals

Paid-up additional life insurance (PUA) allocation - applicable only on excess premiums and lump-sum deposits

Maximum allowed PUA allocation amount	Elected PUA allocation	Maximum PUA face amount
\$40,949.00 / year	\$40,949.00 / year ⓘ	No maximum ▼

- Scenario 1
- Scenario 2
- Scenario 3
- Scenario 4
- Scenario 5
- Delete

Maximum premium for the 1st year: \$67,257.09

Next

Minimum premium: \$19,354.68



EquiBuild 1.70

Results - Scenario 1

Display: Tables All Columns

Customize columns Export to Excel

Year	Age	Annual Premiums Paid	Withdrawal after tax (including IIT refund)	Total Death Benefit	EquiBuild Bonus paid	Annual automatic loan advances	Balance of Policy Loan	Base Guaranteed Surrender Value	Guaranteed EquiBuild PUA Surrender Value	Bonus EquiBuild PUA Surrender Value	Total PUA Surrender Value	IIT refund	Transfer of CSV to fund	Accumulation Fund	Shuttle Fund (Before Taxes)	Total Funds	Total Surrender Value	Base Face Amount	Guaranteed PUA Face amount
1	58	60,303.68	0	1,093,845	5	0	0	507	38,697	5	38,702	0	0	828	0	828	40,038	1,000,000	93,004
2	59	60,303.68	0	1,187,275	799	0	0	1,015	78,326	804	79,130	0	0	1,568	0	1,568	81,713	1,000,000	183,820
3	60	60,303.68	0	1,280,469	1,632	0	0	2,030	118,906	2,455	121,361	0	0	2,338	0	2,338	125,729	1,000,000	272,504
4	61	60,303.68	0	1,373,534	2,527	0	0	5,075	160,452	5,041	165,494	0	0	3,139	0	3,139	173,708	1,000,000	359,112
5	62	60,303.68	0	1,466,609	3,502	0	0	10,151	202,981	8,663	211,644	0	0	3,971	0	3,971	225,766	1,000,000	443,701
6	63	60,303.68	0	1,559,895	4,588	0	0	20,302	246,503	13,457	259,960	0	0	4,837	0	4,837	285,099	1,000,000	526,325
7	64	60,303.68	0	1,653,931	5,954	0	0	49,043	291,026	19,729	310,756	0	0	5,737	0	5,737	365,537	1,000,000	607,041
8	65	60,303.68	0	1,748,856	7,421	0	0	64,234	336,557	27,614	364,171	0	0	6,674	0	6,674	435,080	1,000,000	685,905
9	66	60,303.68	0	1,844,700	8,939	0	0	92,797	383,099	37,196	420,294	614	0	7,648	0	7,648	521,353	1,000,000	762,973
10	67	60,303.68	0	1,941,644	10,584	0	0	115,291	430,645	48,639	479,283	5,666	0	8,661	0	8,661	608,902	1,000,000	838,301
11	68	0.00	0	1,945,905	12,349	10,422	10,581	150,118	440,488	62,100	502,587	12,029	0	0	0	0	654,155	1,000,000	838,302
12	69	0.00	0	1,950,366	13,355	19,355	30,975	168,845	450,438	76,857	527,296	14,211	0	0	0	0	679,378	1,000,000	838,303
13	70	0.00	0	1,954,868	14,229	19,355	52,378	187,749	460,484	92,801	553,285	16,686	0	0	0	0	705,343	1,000,000	838,303
14	71	0.00	0	1,959,361	15,133	19,355	74,841	206,800	470,613	109,975	580,589	19,473	0	0	0	0	732,022	1,000,000	838,303
15	72	0.00	0	1,963,797	16,065	19,354	98,415	225,959	480,813	128,424	609,237	22,594	0	0	0	0	759,376	1,000,000	838,303
16	73	0.00	0	1,968,121	17,026	19,355	123,156	245,187	491,073	148,191	639,264	26,070	0	0	0	0	787,366	1,000,000	838,303
17	74	0.00	0	1,972,279	18,017	19,355	149,123	264,569	501,385	169,320	670,705	29,849	0	0	0	0	816,001	1,000,000	838,303
18	75	0.00	0	1,976,216	19,039	19,354	176,373	284,091	511,741	191,856	703,598	33,949	0	0	0	0	845,264	1,000,000	838,303
19	76	0.00	0	1,979,876	20,093	19,355	204,974	303,745	522,135	215,846	737,982	38,383	0	0	0	0	875,137	1,000,000	838,303
20	77	0.00	0	1,983,199	21,180	19,355	234,990	323,525	532,561	241,336	773,897	43,171	0	0	0	0	905,605	1,000,000	838,303
21	78	0.00	0	1,986,123	22,300	19,354	266,491	343,436	543,019	268,375	811,394	48,335	0	0	0	0	936,674	1,000,000	838,303
22	79	0.00	0	1,988,583	23,454	19,355	299,553	363,475	553,506	297,011	850,518	53,890	0	0	0	0	968,331	1,000,000	838,303
23	80	0.00	0	1,990,513	24,643	19,355	334,251	383,653	564,025	327,299	891,324	59,861	0	0	0	0	1,000,589	1,000,000	838,303
24	81	0.00	0	1,991,841	25,870	19,354	370,665	403,979	574,578	359,292	933,870	66,267	0	0	0	0	1,033,453	1,000,000	838,303
25	82	0.00	0	1,992,495	27,134	19,355	408,884	424,472	585,172	393,051	978,222	73,130	0	0	0	0	1,066,942	1,000,000	838,303
26	83	0.00	0	1,992,398	28,439	19,354	448,992	445,152	595,813	428,637	1,024,450	80,470	0	0	0	0	1,101,080	1,000,000	838,303
27	84	0.00	0	1,991,471	29,785	19,355	491,088	466,026	606,514	466,120	1,072,635	88,306	0	0	0	0	1,135,880	1,000,000	838,303
28	85	0.00	0	1,989,629	31,175	19,355	535,267	487,123	617,288	505,575	1,122,863	96,658	0	0	0	0	1,171,379	1,000,000	838,303
29	86	0.00	0	1,986,784	32,611	19,354	581,631	508,483	628,152	547,084	1,175,235	105,549	0	0	0	0	1,207,637	1,000,000	838,303
30	87	0.00	0	1,982,834	34,101	19,355	630,292	530,155	639,389	590,972	1,230,362	115,086	0	0	0	0	1,245,311	1,000,000	838,303
31	88	0.00	0	1,977,701	35,644	19,355	681,362	552,190	650,469	636,857	1,287,325	125,109	0	0	0	0	1,283,264	1,000,000	838,303
32	89	0.00	0	1,971,283	37,230	19,354	734,958	574,308	661,535	684,921	1,346,456	135,611	0	0	0	0	1,321,417	1,000,000	838,303
33	90	0.00	0	1,963,474	38,856	19,355	791,209	596,184	672,417	735,044	1,407,460	146,464	0	0	0	0	1,358,900	1,000,000	838,303
34	91	0.00	0	1,954,157	40,512	19,355	850,244	617,747	683,076	787,207	1,470,282	157,622	0	0	0	0	1,395,409	1,000,000	838,303
35	92	0.00	0	1,943,209	42,196	19,354	912,200	638,932	693,474	841,387	1,534,861	169,032	0	0	0	0	1,430,625	1,000,000	838,303
36	93	0.00	0	1,930,500	43,907	19,355	977,224	703,581	897,556	1,601,137	1,601,137	180,638	0	0	0	0	1,464,237	1,000,000	838,303
37	94	0.00	0	1,915,893	45,642	19,354	1,045,466	679,951	713,361	955,675	1,669,036	192,373	0	0	0	0	1,495,895	1,000,000	838,303
38	95																		

Maximum premium for the 1st year: \$67,257.09

Previous

Next

Minimum premium: \$19,354.68

- Step 1: Personal Information
- Step 2: Sources of Retirement Income
- Step 3: Personal Assets
- Step 4: Corporate Assets**
- Step 5: Plan Assumptions
- Step 6: Prepare Analysis

Step 4: Corporate Assets

- Investment
- Real Estate
- Life Insurance**
- Goodwill
- Share Value
- PI Settings

Life Insurance

+ Add

Show Included Only

Edit	Include	Policy Name	Type	Insured	Coverage	Illustration Type
No items to display						

- Step 1: Personal Information
- Step 2: Sources of Retirement Income
- Step 3: Personal Assets
- Step 4: Corporate Assets
- Step 5: Plan Assumptions
- Step 6: Prepare Analysis

Step 4: Corporate Assets

Investment Real Estate

Life Insurance

+ Add

Edit

[Icons]

1

Permanent Insurance

Policy Info

Illustration Type Import Data **Face Amount** \$1,000,000.00

Policy Name iA EB, Maximum PUA 10 yr


Insured Joint Last

Client Smoker No

Spouse Smoker No

Insurance Company IA Financial

Select File Select File

 iA Estate, EB Maximum PUA 10yr....
25.01 KB

Save Close

er Product - EB

Primary

Illustration Type

Import Data

1 - 1 of 1 items

Import Insurance Data

Mappings

Annual Premium	Client Benefit	Spouse Benefit	Joint Benefit	CSV	ACB
C	?	?	E	R	AG

A	B	C	D	E	F	G	H	
Year	Age	Annual Premiums P...	Withdrawal after tax...	Total Death Benefit	EquiBuild Bonus paid	Annual automatic lo...	Balance of Policy L...	Base G
1	58	60303.68	0	1093844.82	5.08	0	0	507
2	59	60303.68	0	1187274.81	798.59	0	0	1015
3	60	60303.68	0	1280468.79	1632.08	0	0	2030
4	61	60303.68	0	1373534.15	2527.36	0	0	5075
5	62	60303.68	0	1466609.49	3501.66	0	0	10151
6	63	60303.68	0	1559895.11	4587.73	0	0	20302
7	64	60303.68	0	1653931.34	5954.11	0	0	49043
8	65	60303.68	0	1748855.92	7420.87	0	0	64234

Save Close

- Step 1: Personal Information
- Step 2: Sources of Retirement Income
- Step 3: Personal Assets
- Step 4: Corporate Assets
- Step 5: Plan Assumptions
- Step 6: Prepare Analysis

Navigation arrows

1

- Step 1: Personal Information
- Step 2: Sources of Retirement Income
- Step 3: Personal Assets
- Step 4: Corporate Assets
- Step 5: Plan Assumptions
- Step 6: Prepare Analysis

Step 4: Corporate Assets

Investment Real Estate Life Insurance

Life Insurance

+ Add Show Included Only

Edit	Include	Policy Name
[Icons]	<input checked="" type="checkbox"/>	iA EB, Maxim

Permanent Insurance

Illustration Type : Import Data

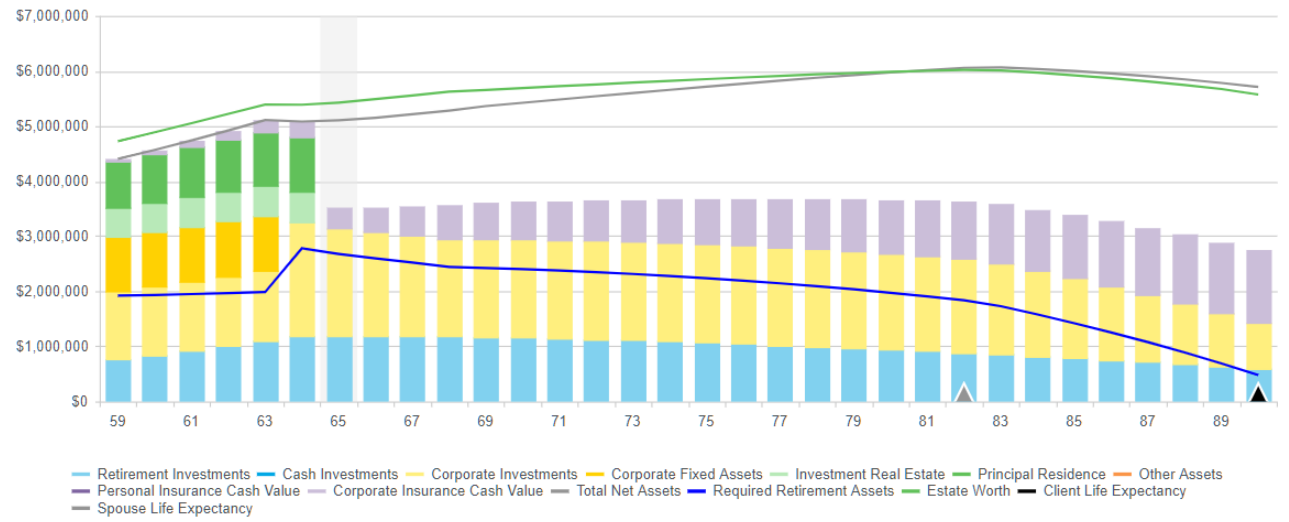
Import

Details Scenarios

#	Age	Annual Premium	CSV	Client Benefit	Spouse Benefit	Joint Benefit
0	58	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000,00...
1	59	\$60,303.68	\$40,037.61	\$0.00	\$0.00	\$1,093,84...
2	60	\$60,303.68	\$81,713.44	\$0.00	\$0.00	\$1,187,27...
3	61	\$60,303.68	\$125,729.29	\$0.00	\$0.00	\$1,280,46...
4	62	\$60,303.68	\$173,707.88	\$0.00	\$0.00	\$1,373,53...
5	63	\$60,303.68	\$225,766.29	\$0.00	\$0.00	\$1,466,60...
6	64	\$60,303.68	\$285,099.25	\$0.00	\$0.00	\$1,559,89...
7	65	\$60,303.68	\$365,536.73	\$0.00	\$0.00	\$1,653,93...
8	66	\$60,303.68	\$435,079.59	\$0.00	\$0.00	\$1,748,85...

Close

Financial Assets



Optimize Save Reset

ANNUAL INVESTMENT SAVINGS

	Client	Spouse / Partner
Personal RRSP Contributions	\$26,230.00	\$9,000.00
Non-Registered Savings	\$0.00	\$0.00
TFSA Contributions	\$0.00	\$0.00
Non-Registered Savings (Joint Account)	\$0.00	\$0.00
Corporate Investment Savings	\$50,000.00	

MONTHLY RETIREMENT INCOME

AGE SETTINGS

RETURN ASSUMPTIONS

INDEX ASSUMPTIONS

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