



Agenda

- Saving for retirement The Big Picture
- The keys to financial success
- How Group RSPs benefit you
- Group RSPs Vs. Individual RSPs
- Empire Life Option Plus Group RSP



The Keys to Financial Success

- 1) Pay yourself first
- 2) Systematic savings approach
- 3) Make time work for you
- 4) Diversify your investments
- 5) Defer taxation



Diversify Your Investments

Diversification

"Don't put all of your eggs in one basket"

You Can Diversify Your Investments by

- Asset Class (GIOs, Bonds and Equities, etc.)
- Geographic Region (Domestic, Foreign, etc.)
- Investment Fund Type
 - Mutual Funds
 - Segregated Funds



Diversify Your Investments

Segregated Funds

Similarities to Mutual Funds

- Professional Money Management
- Diversification

Beyond Mutual Funds

- Maturity and Death Guarantees
- Potential Creditor Protection
- Estate Planning Benefits
- Consumer Protection (Assuris)



Pay Yourself First

Save Wisely

Pay yourself first

Develop a Retirement Plan

- Yourself, or
- With a Financial Advisor



Systematic Savings

Monthly Vs. Lump Sum Contributions

Contributions	Return	Value of RSP in 25 Years
\$250 Monthly	6%	\$173,248
\$3,000 Yearly	6%	\$164,594
Advantage of Monthly Systematic Saving \$8,655		

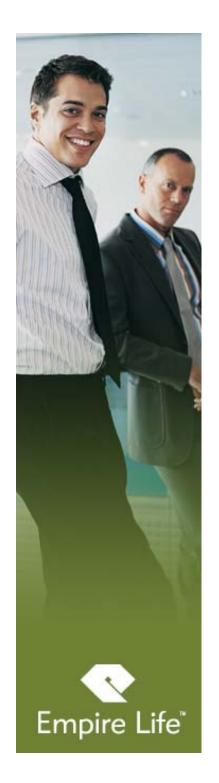


Systematic Savings

Dollar Cost Averaging

- Invest an equal amount each month:
- If prices are...
 - Low ... you purchase more units
 - High ... you purchase fewer units

You are automatically stocking up when prices are low.



Make Time Work For You

Start Early

Savings Period	Annual Deposit	Total Deposits	Total Savings
Age 31-60	\$3,000	\$90,000	\$251,405
Age 46-60	\$6,000	\$90,000	\$148,035
Difference		\$ 0	\$103,370

Note: Based on 6% growth



Defer Taxation

	Non-RSP	Group RSP
Annual Contribution	\$3,000	\$3,000
Minus Taxes	\$1,302*	N/A
After Tax Contribution	\$1,698	\$3,000
Rate of Return	6.0%	6.0%
Minus Taxes	2.6%	N/A
After-tax Rate	3.4%	6.0%
Value after 15 Years	\$33,610	\$74,018
The Group RSP advantage: \$40,408		



Individual RSPs Vs Group RSPs



The GRSP Advantage

	Individual RSP	Group RSP
Monthly Salary	\$2,500	\$2,500
Group RSP Contribution	\$0	\$300
Taxable Income	\$2,500	\$2,200
Tax Deducted at Source*	\$443	\$369
Take-Home Pay	\$2,057	\$1,831
Individual RSP Contribution	\$226	\$0
Available Income	\$1,831	\$1,831

^{*}Assumed at-source deduction rate is: 17.72% on taxable monthly income of \$2,500 16.77% on taxable monthly income of \$2,200

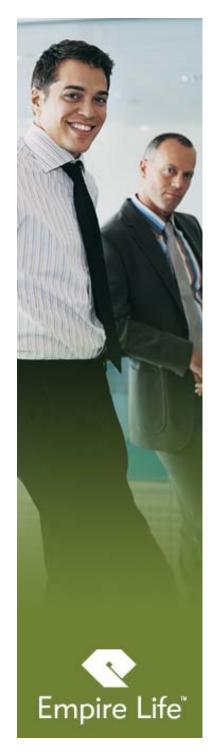


Instant Tax Savings

Assumptions

- For the same reduction in Take-home Pay
 - \$226 Individual RSP Vs. \$300 Group RSP
- Assumptions:
 - Growth Rate 7.5%
 - Individual RSP tax refund NOT reinvested

Year	Group RSP Advantage
5	\$ 5,365
10	\$13,068
20	\$39,999
30	\$95,508



Benefits of a Group RSP

Key Member Benefits

Convenient Payroll Deduction

- Pay Yourself First
- Systematic Savings

Potential Reduction In Income Tax Withheld At Source

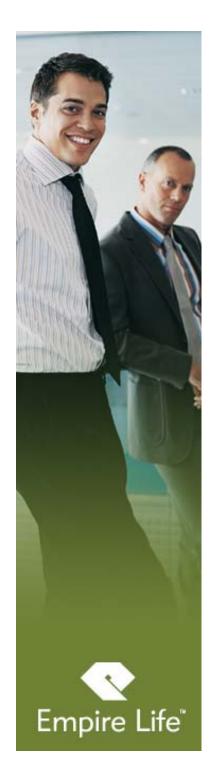
Make Time Work For You

Deferred Taxation

Your investment grows on a tax sheltered basis

Financial Advisor

- Diversified Investment Portfolio
- A Disciplined Approach



Option Plus Key Features

- Flexible, 'Low-cost' Plan
 - No Set-up or Annual Fees
 - No-Load Funds
- Variety of Investment Options
- Top Performing Investments
- Financially Strong Provider
 - A.M. Best Company Rating 'A' (Excellent) *



Option Plus Key Features

- Solid Guarantees at Death & Maturity:
 - Death Guarantee: The greater of
 - Market value
 - 100% of net contributions made before age 65, and 75% of net contributions thereafter
 - Guaranteed reset value
 - Maturity Guarantee: The greater of
 - Market value
 - 75% of net contributions
 - Guaranteed reset value
- Two Resets / Policy Year
- Potential Creditor Protection



Option Plus Key Features

Deposit Minimums:

- \$30 / member / month in segregated funds
- \$500 / GIO

Note: Members may transfer RSP deposits they currently have invested at other institutions into their Option Plus Group RSP



Option Plus Investment Options

Treasury Interest Option (TIO)

Daily Interest (Security of capital)

Guaranteed Interest Option (GIO)

- 1-6 & 10 Yr Terms (Security of capital)
- Cashable, (MVA)
- Enhanced Rates
- Interest Rate Banding (over \$50,000¹)

Segregated Funds

21 Funds available



Option Plus Investment Options

Growth Funds

Elite Equity

Canadian Equity

Dividend Growth

Small Cap Equity

Global Dividend Growth

Global Smaller Companies

Global Equity

International Equity

American Value

US Equity Index

Balanced

Global Balanced

Asset Allocation

Income Funds

Bond

Income

Money Market

Portfolio Funds

Conservative Portfolio

Balanced Portfolio

Moderate Portfolio

Growth Portfolio

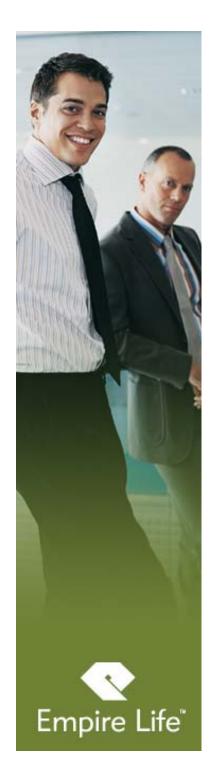
Aggressive Portfolio



Option Plus Communication

Communication

- Regular Investment Commentaries
- Semi-Annual Statements
- www.empire.ca for monthly performance



Option Plus Enrolment

The Application Process

- Member sign-up meeting
- Member Enrollment Kit (Plan Booklet, etc.)
- Automatic investment allocation
- Employer remits contributions
 - Payroll Deduction
- Administrative changes (Employer or Advisor)
 - Investment option, withdrawals, etc.



Option Plus = Financial Success

Option Plus: The Keys to Financial Success

- Pay Yourself First + Systematic Savings
 - Convenient payroll deduction
- Make Time Work for You
 - Begin Saving Today
- Diversify Your Investments
 - Variety of investment options
 - Strong long-term performance
- Defer Taxation
 - Reduced income tax may be withheld at source
- The Services of a Financial Services Professional

