

Envision your retirement

Anglican Church of Canada Cornerstone Group Plan

Plan Review Session
May 2012

THE
Great-West Life
ASSURANCE  COMPANY

Today's Agenda

- Why plan for retirement?
 - How much will I need?
 - Where will it come from?
 - Tools you can use to “crunch” the numbers
- Your Group Plan
- Choosing your investments
- Member services and support



Why plan?

- Reality



Annual pre tax income	\$25,000	\$45,000	\$65,000
= Total savings required*	\$327,233	\$588,407	\$849,581

* Amounts shown are approximate and will vary based on individual assumptions and any prior savings accumulated. Calculations are based on unisex rates for a 65 year old purchasing a single life annuity, guaranteed for ten years, at current rates as at February 2007.

Sources of Income at Retirement

Government Programs

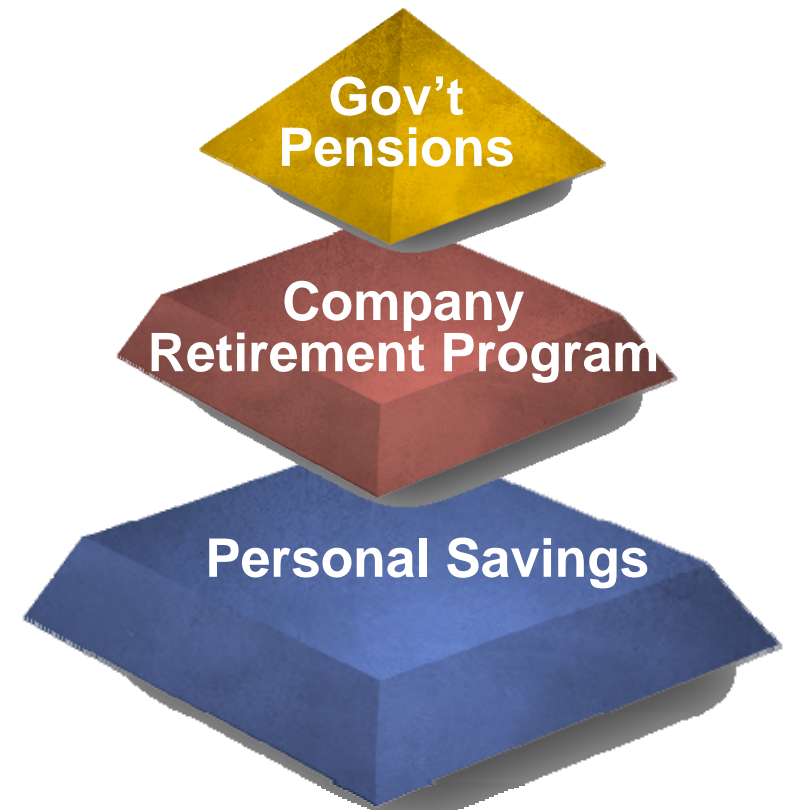
- 🌀 Canada Pension Plan
- 🌀 Old Age Security

Company Retirement Plan

- 🌀 Lay Retirement Plan
- 🌀 Registered Retirement Savings Plan
- 🌀 Tax-Free Savings Account

Personal Savings

- 🌀 Bank Accounts
- 🌀 RRSPs
- 🌀 GICs
- 🌀 Property Equity
- 🌀 Canada Savings Bonds
- 🌀 Tax Free Savings Account



Ultimately it is up to you to make sure you will have enough for retirement!

Government Benefit

Maximum yearly amount for 2012

- Old Age Security = \$ **6,481**/yr MAX***
- CPP/QPP** = \$**11,840**/yr MAX at age 65*

For more information visit the Service Canada web site at www.servicecanada.gc.ca

**2012 benefits*

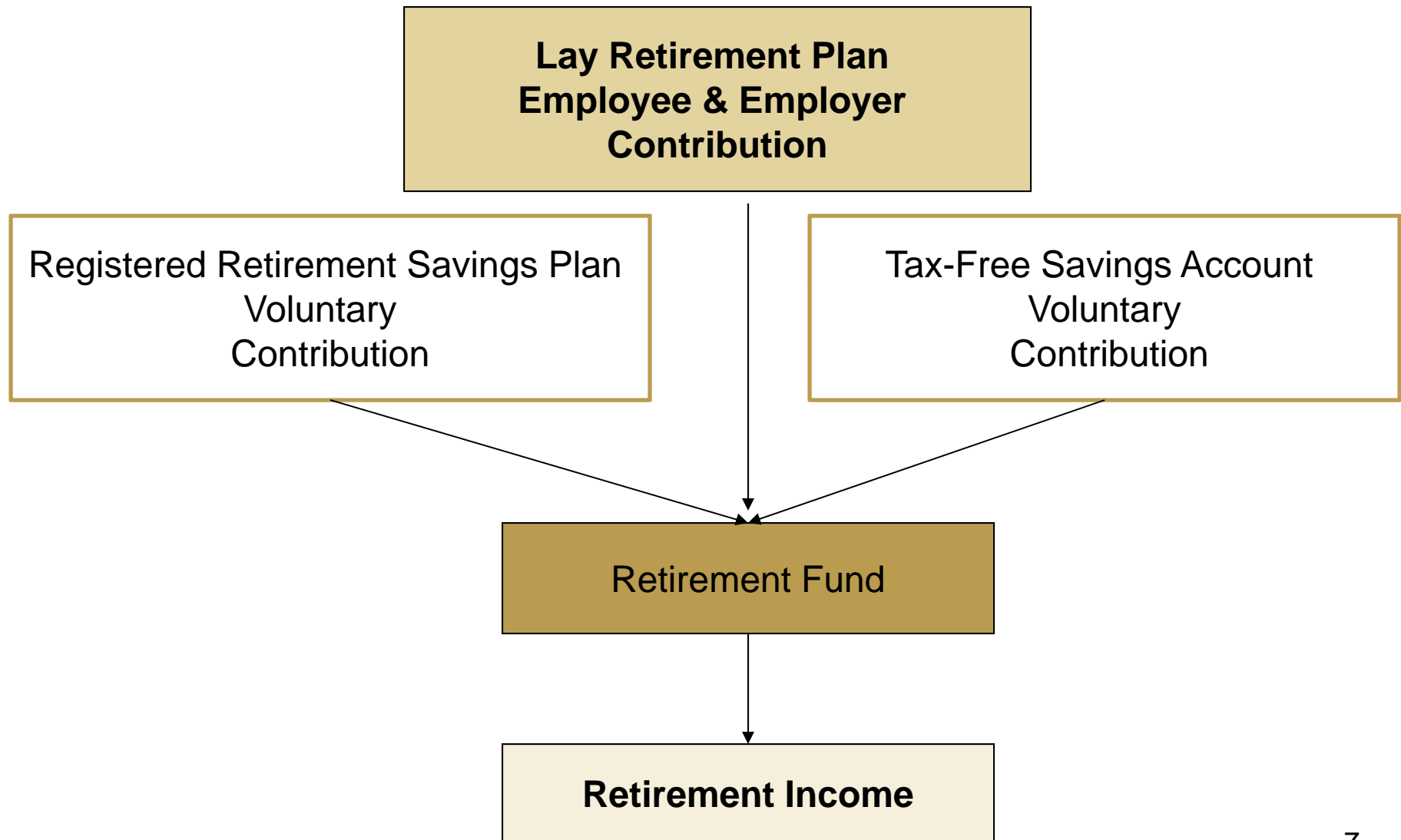
***Payout varies depending on years of service, salary, amount of contributions, etc.*

****Oct 2011 stats from www.servicecanada.gc.ca*

Envision your retirement

Your Group Retirement Program

Your Plan



Your Plan

Contributions

- **Employee** - 5% of earnings
 - **Employer** - 100% match of employee contribution
- Withdrawals - not allowed
- Vesting - 2 years of plan membership

Your Retirement Program

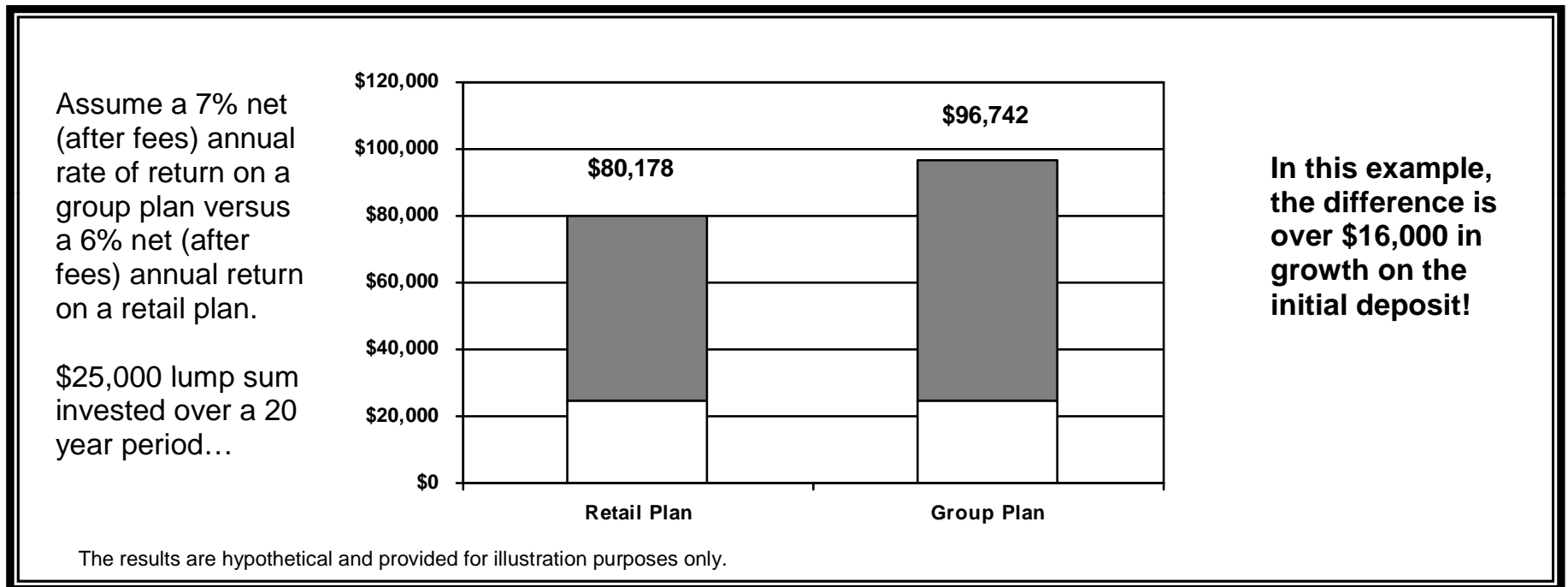
Benefits of a group plan

- Employer Contributions – Lay Retirement Plan
- Preferred investment management fees



The difference is ...

Example of a 1% difference in Investment Management Fee



Your group plan also does not have any front or back-end load fees!

My group advantage

myGROUP ADVANTAGE

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Being part of a group plan means you pay lower investment management fees. The fees are lower because they're calculated using the combined purchase price. If you have savings with other financial institutions and your plan allows you to transfer them into the group plan to maximize your retirement savings.

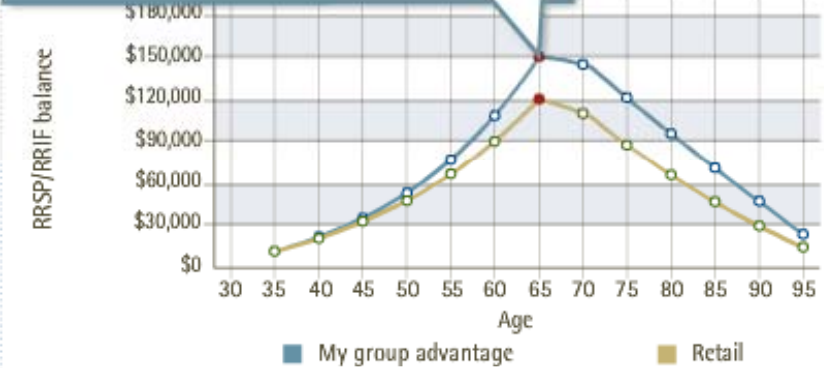
Use this calculator to see the difference lower fees can have on your retirement savings.

RRSP RRIF

Existing savings
 Monthly contribution amount
 Age
 Age at retirement
 Asset class
 RRSP rate of return before fees
 RRIF rate of return before fees
 My group advantage %

RRIF income - 65 years

	RRIF balance	Monthly income
Group	\$147,633	\$492
Retail	\$117,770	\$393
Difference	\$29,863	\$99



You're part of a group plan, so you're already a step ahead. Consolidate now! You'll find the transfer forms and all the information you need on GRS Access. Go to Change your portfolio > Printable forms > Transfer authorization for registered investments.

[Assumptions](#)

[Print report](#)

Current Calculator: My group advantage

[+ Previous](#) 2/2

[CLOSE](#)

Your Retirement Program

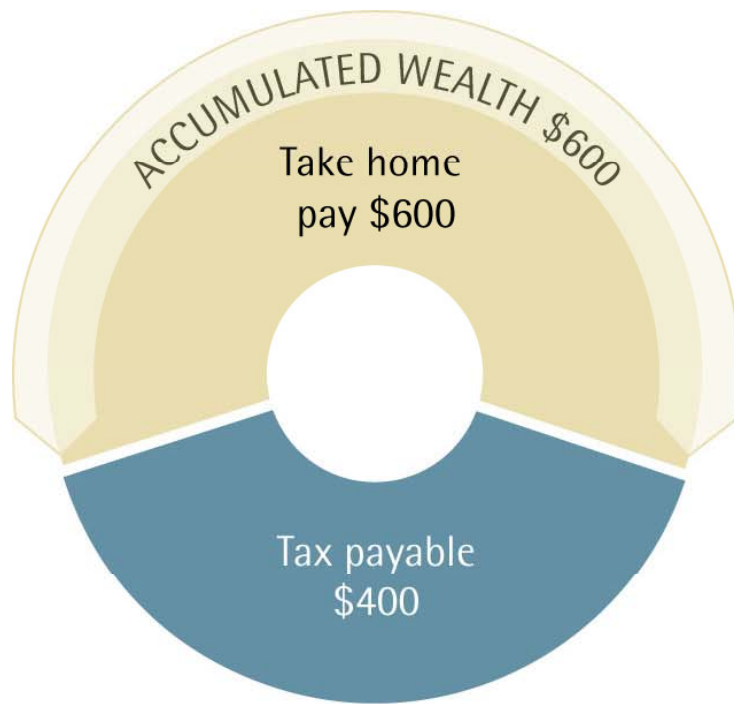
Benefits of a group plan

- Employer Contribution
- Preferred investment management fees
- Easy payroll deductions

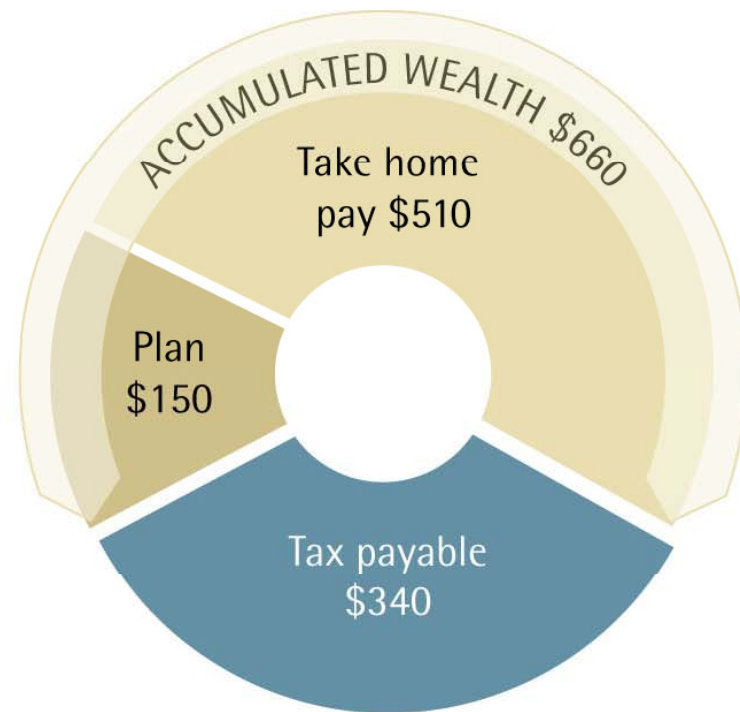


Group plans and investments

Payroll deductions



Without payroll deduction plan



With payroll deduction plan

Tax benefit is earlier in group plans

Your Retirement Program

Benefits of a group plan

- Employer contribution
- Preferred investment management fees
- Easy payroll deductions
- No front end or back end loads



Envision your retirement

Tools you can use to “crunch” the numbers

Online retirement calculator

- Visit www.grsaccess.com and use your Access ID and password to enter the site
- Select Plan your retirement
- Enter your information using the online calculator
- “what if” scenarios
- Save the information you entered

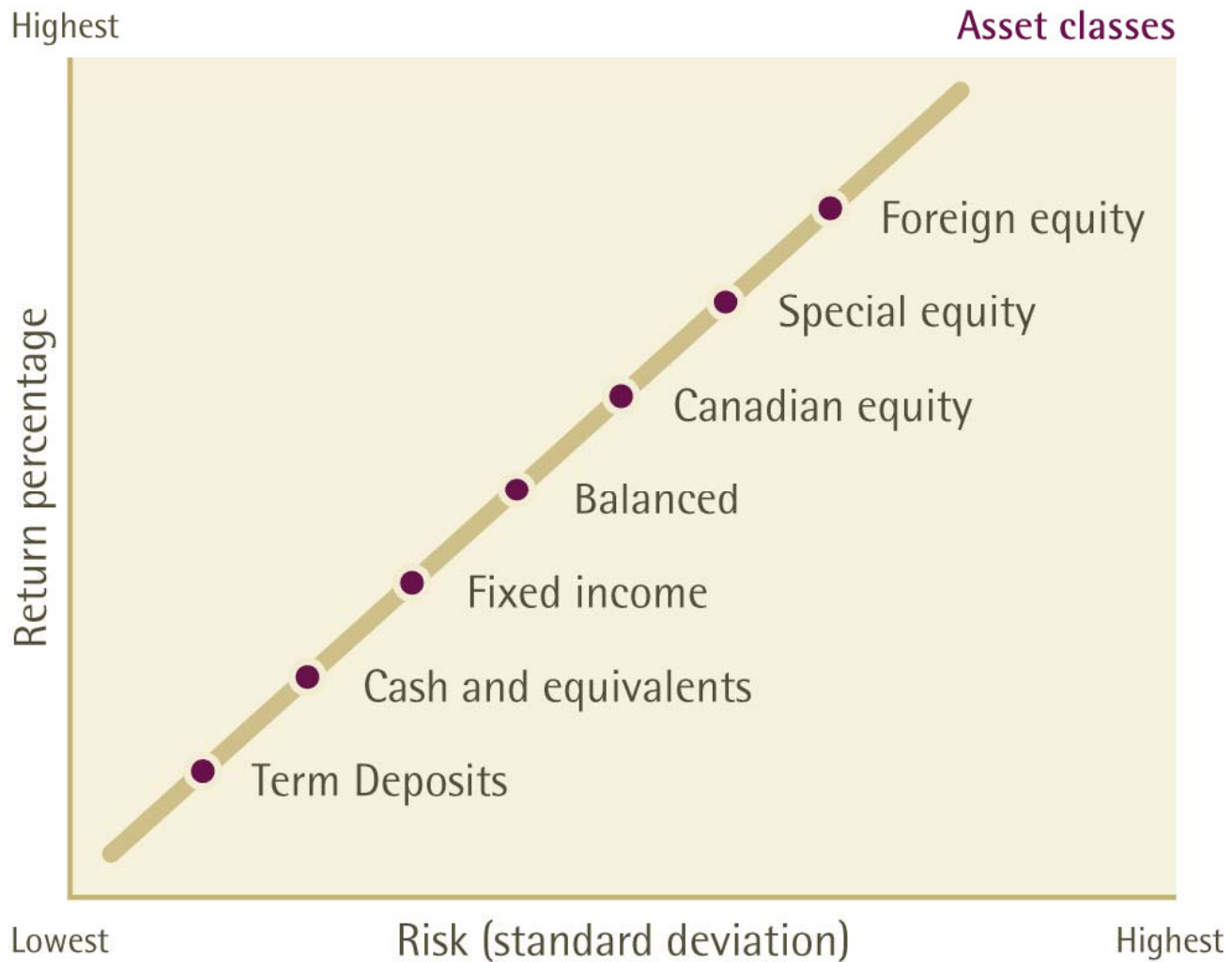


Set realistic expectations with retirement income illustrations

Envision your retirement

Understanding your investment option

Diversifying by asset class



What kind of investor are you?

Investment personality questionnaire

- How do you make choices within your plan?
- Sixteen questions can help you
- Determine your own risk profile



What kind of investor are you?

16 questions to help you determine your current risk profile

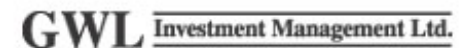
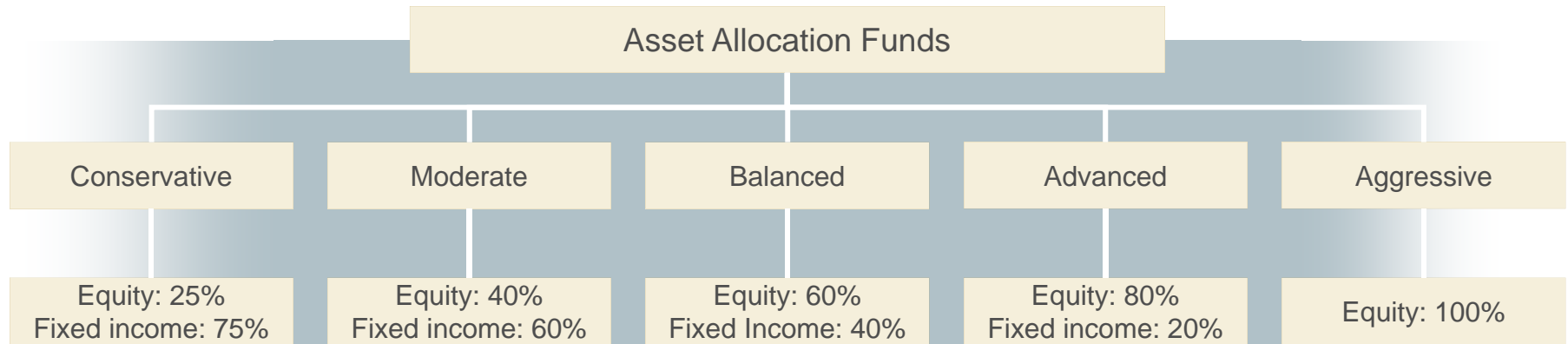
INVESTMENT PERSONALITY QUESTIONNAIRE

- 1 What is the purpose of your investments in this plan? Please select the most appropriate one. Score
- (*) Vacation/new car (10) Retirement savings/income
(*) Down payment for a house (10) To leave an estate for my family
(1) My children's education
- * This questionnaire is not a suitable tool for determining an investment strategy for savings only or for purchases in the near future. It's intended for retirement planning and long-term savings.*
- 10

- 2 People have varying levels of experience when it comes to investing. Please indicate which one of these statements best describes your current situation.
- (2) I have no experience in investing in anything other than term deposits or GICs.
(4) I understand basic investment principles but don't know how to translate this into a suitable investment strategy.
(6) I have invested a little money in investment funds or other securities.
(8) I invest my long-term savings primarily in investment funds.
(10) I follow the markets closely and actively manage my investment portfolio.
- 8

Scoring	115 or less	116 – 145	146 – 170	171 – 190	191 +
Your investment personality	Conservative	Moderate	Balanced	Advanced	Aggressive

Continuum – default is the Moderate fund



Additional Investment Options

Fixed Income (McLean Budden)

Money Market (McLean Budden)

plus

1, 3 & 5 year CIAs

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Services and support

smartPATH

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GRS Access

- Account balances
- Provide or change investment instructions
- Process inter-fund transfers
- Retirement planning tool
- On-demand statements

www.grsaccess.com

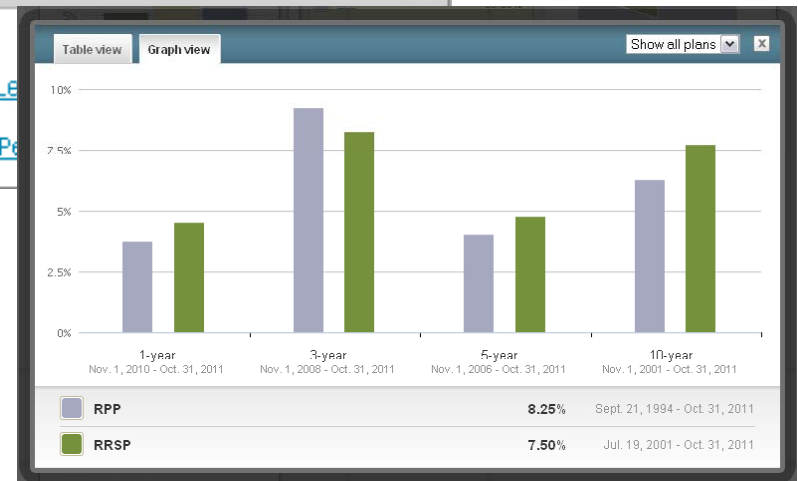
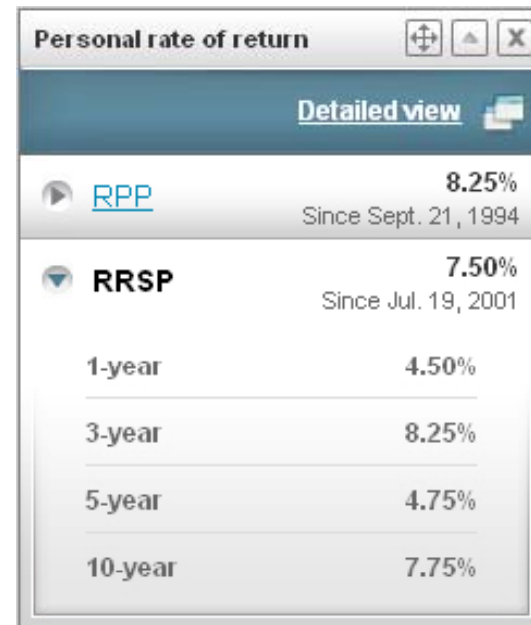
The screenshot shows the Great-West Life GRS Access web portal. At the top, there's a navigation bar with links for Home, Client & member details, Investments, Tools & resources, About GRS Access, and Forms. Below this is a section for Important messages with a table of messages. The main content area is divided into several sections: Fund performance (with a bar chart for 1-year return), Your current investments (showing a portfolio balance of \$13,184.02 and a pie chart of asset classes), Quick links, and promotional banners for 'My 1 per cent advantage' and 'Smart tools'. The footer contains the slogan 'Envision your retirement' and copyright information.

From	Subject	Date
✉ Lorem ipsum	Lorem ipsum dolor sit amet, consetetur sadipscing elitr, sed diam lorem ipsum	Dec. 14, 2010
✉ Lorem ipsum	Lorem ipsum dolor sit amet, consetetur sadipscing elitr, sed diam lorem ipsum	Nov. 12, 2010
⚠ Lorem ipsum	Lorem ipsum dolor sit amet, consetetur sadipscing elitr, sed diam lorem ipsum	Oct. 17, 2010

Asset classes	Percentage
Canadian equity	86.97%
Balanced funds	9.92%
Guaranteed	1.60%
Foreign equity	1.52%

Personal rate of return widget

- Offers a quick picture of your one-, three-, five- and 10-year personal rates of return
- Can help you determine how your investment decisions affect your group retirement and savings plan balance
- Move, close, or collapse this new widget to suit your preference



*personal rate of return is not indicative of future performance

my 1 PERCENT ADVANTAGE

Saving just one per cent more today can make a difference to your future retirement income.

Saving just one per cent more today can make a difference to your future retirement income. Don't believe it? This calculator shows you how much that difference could be. It even demonstrates how increasing your monthly contribution through payroll deduction can give you an immediate tax break.



Current contribution: 2 %
 Contribution increase: 4 %
 Salary: \$ 35,000
 Age: 30 Yrs
 Age at retirement: 65 Yrs
 Pre-retirement rate of return: 5 %

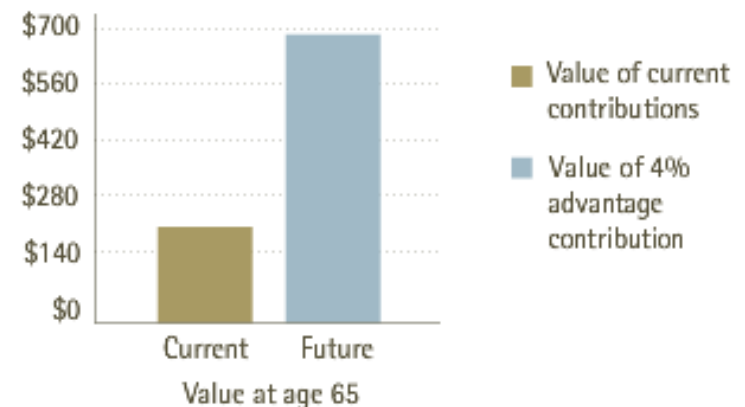
4 per cent increase per month

\$175

Net effect on take home pay

\$131

Monthly retirement income



[Assumptions](#)

[Print report](#)

If you'd like to increase your monthly contribution or if you have any questions contact your group retirement plan administrator.

Access Line

Client Service Centre

- 1-800-724-3402 to reach a client service representative

You can:

- Make transactions
- Update information
- Get assistance with your application
- Reach our investment and retirement specialists

Your Investment and Retirement Specialist

Alberto Isidro 1-866-788-1293 x5787



Statements

- Mailed quarterly
- Present a picture of your progress
- Help you monitor your plan
- Use in combination with other tools
- Available on *GRS Access*





Questions

Your feedback is important

- Your input helps us improve the education we provide
- Be sure the date, group number and presenter name are filled in
- Once complete, simply seal and give to the presenter or drop it in the mail

Policy Number 37080–06

Presenter: Wendy G-Allan