



**Tick tock, tick tock.** There are less than four months left to qualify for the next Canada Life™ Platinum conference in London, England, May 13 to 18, 2016.

**FIND IT**

For more information, visit Canada Life RepNet™ under Home > Events > Platinum conference.

# Help your clients achieve certainty and security in retirement with income annuities

With a life income annuity, Canada Life will pay clients a regular income for the rest of their lives, no matter how long they live. You can help your clients customize an income annuity that's right for them.

## Income annuities can be the right income choice for clients who are:

- Near or in retirement
- Concerned about outliving their money
- Concerned that poor financial markets may reduce their retirement savings
- Seeking a steady income stream to help cover essential expenses
- In need of income until their Canada Pension Plan (CPP) or Quebec Pension Plan (QPP) and Old Age Security (OAS) payments begin

## Types of income annuities

- Lifetime income for one person from a single-life annuity OR for a couple from a joint-life annuity
- Regular income for a specific period from a term annuity

## Customize annuities for your clients

There are various options and features available to meet your client's retirement income needs.

Here are some of them (refer to the income annuity advisor guide (#46-9486) for more options and full descriptions):

## An income annuity can provide valuable benefits in retirement:

- **Guaranteed income payments for life or a fixed term, regardless of market performance or changes in interest rates, similar to a pension plan**
- **Supplements other income**
- **Access to cash (when the cashable feature is available)**

continued next page →

A new retirement  
income program  
coming this month



### Protect clients' beneficiaries

Are your clients worried about not being able to leave money behind for their beneficiaries?

With the **cash refund guarantee options**, your client's beneficiaries can receive a death benefit up to the initial purchase amount, depending on when the annuitant passes away.

### Protect clients' retirement income from the effects of inflation

Selecting the **annual payment increase option (indexing)** may help your client counter the effects of inflation, as they can have their income payments increase at a fixed annual rate of up to four per cent for registered and up to six per cent for non-registered annuities.

### Access to money

If your clients need sudden access to cash, the **cashable feature** (automatically and only available with a non-registered annuity with accrual taxation) will allow them to withdraw some (or all) of their guaranteed income payments. This can be done up to the end of the guaranteed period. This will stop or reduce their income payments until the end of the guaranteed period, then payments will start or increase again.

## Exclusive annuity options from Canada Life

### For providing a financial cushion to beneficiaries

#### Extended death benefit option

This option provides a lump sum that's paid out to the beneficiary when the last annuitant dies after the guaranteed period. The lump-sum amount is six months' worth of income payments or one annual income payment (depending on the income payment frequency chosen).

#### Income transition period (joint-life) option

If a joint-life annuity is selected where income payments are

reduced when one of the annuitants dies after the guaranteed period, your client's income reduction will be delayed by six months or by one annual payment, depending on the income frequency.

### For greater flexibility in clients choosing their income payment start date

#### Flexible income start date option

With this option, your clients can change the date income payments begin at any time before they receive their first income payment.

### For greater income should rates increase

#### Short-term rate protection option

With this option, if on the initial six- or 12-month anniversary of your client's annuity policy (depending on the option chosen), the increase in the Government of Canada 10-year bond rate is higher than a specified percentage, your client will receive larger income payments.

You can be the advisor who provides certainty for clients with a Canada Life™ income annuity, to help them retire the worry. Now, wouldn't that be nice?

Some options do not apply to every type of annuity. Please consult your Canada Life regional marketing centre for more information.

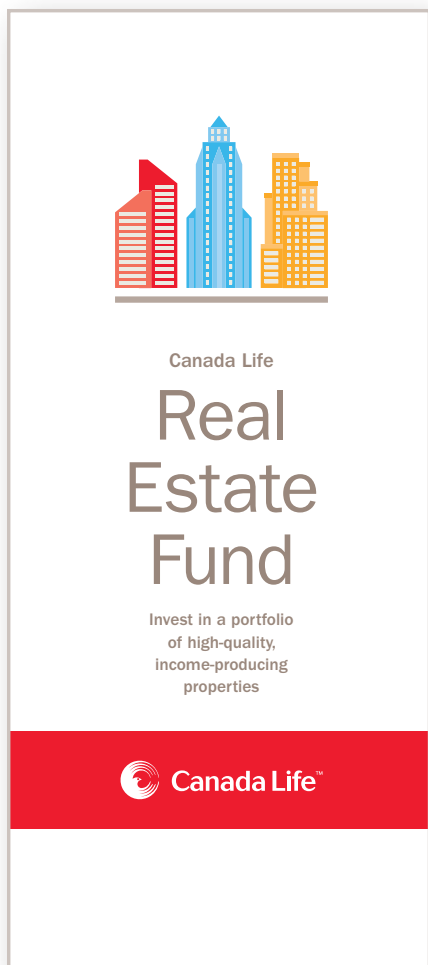
HelloLife™ was created to help you meet the retirement needs of clients entering and in retirement. Find out more about how HelloLife can provide your clients a mix of both guaranteed income and potential growth at [CL.HelloOpportunity.ca](http://CL.HelloOpportunity.ca)



# Talking to clients about investing in the Canada Life Real Estate Fund

Updated real estate fund brochure helps clients explore ways to diversify their portfolio

The Canada Life™ Real Estate Fund was launched in 2005 and invests in high-quality, income-producing properties diversified by type and location. The fund's objective is to provide investors with stable income returns and the opportunity for long-term capital appreciation.



## Why real estate funds?

Real estate funds allow investors to participate in the profits from large-scale commercial real estate enterprises, such as corporate office parks and skyscrapers. They also provide the usual benefits of professional management and diversification.

## Why the Canada Life Real Estate Fund?

The fund has performed well over time and continues to be an excellent component of a well-balanced portfolio due to:

- A unique diversifier that provides less exposure to wide swings of equity markets
- A history of stable returns
- Long-term income from properties it holds
- Professional fund management

## Who is it right for?

Real estate sector funds are a good choice for clients who understand the specific risks and rewards offered by the real estate market and are willing to stay in for the long haul. As part of a well-diversified portfolio, the Canada Life Real Estate Fund continues to be appropriate for unitholders with a longer-term investment horizon. We generally recommend having 20 per cent or less in your overall portfolio. Clients should always make decisions based on their individual needs.



## FIND IT

The updated *Canada Life Real Estate Fund* brochure (form 46-6913) can be found on Canada Life RepNet™ under Products & tools > Investments > Marketing materials > Marketing catalogues > Canada Life Real Estate Fund promotional materials, and can be ordered from supply.

A description of the key features of the segregated funds policy is contained in the information folder.

**Any amount that is allocated to a segregated fund is invested at the risk of the policyowner and may increase or decrease in value.**

While the real estate fund offers several unique benefits, it also presents a unique risk. The fund manager maintains a sufficient level of cash within the fund to cover daily operating expenses and a normal amount of transfer and withdrawal requests. However, if requests suddenly increase, the fund manager may need to sell some properties to meet the demand. To give the fund manager enough time to select and sell properties in a way that maintains the value of the fund, it is possible that transfer and withdrawal requests could be temporarily suspended. This protects the interests of all investors in the fund. Although the risk of a suspension is low, investors should hold no more than 20 per cent of their investment portfolio in the real estate fund.

< *Canada Life Real Estate Fund* brochure (form 46-6913)

# Offer preferred pricing to new and existing clients

Here's a great way to help grow your business with affluent clients – provide them with preferred pricing on Canada Life™ segregated funds policies, with Canada Life preferred series.

Clients qualify for Canada Life preferred series once they have \$500,000 or more in qualifying household assets with Canada Life and \$100,000 or more to invest across any number of policies.

Qualifying clients enjoy lower fees on their segregated funds, which apply to every dollar invested in the series, beginning with dollar one. They also enjoy the usual benefits offered by segregated funds policies, including estate protection with a named beneficiary, principal protection and potential creditor protection.

## Business-building strategies

Providing preferred pricing on segregated funds to affluent clients increases your chance of becoming their advisor of choice. Proactive conversations

with clients about Canada Life preferred series can prevent competing advisors from disrupting your client relationships.

Talk to existing clients about the advantages of Canada Life preferred series. When meeting with prospective clients, consider whether they might qualify.

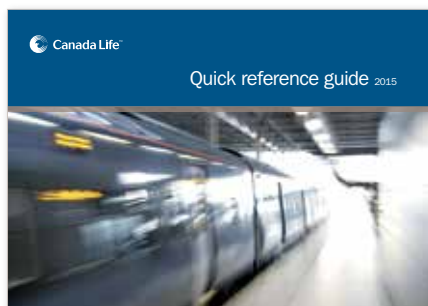


### FIND IT

For more details on Canada Life preferred series, visit Canada Life RepNet™ under Products & tools > Investments > Segregated funds > Product details > Segregated funds preferred series catalogue.

## NEWSLINK | REMINDERS AND UPDATES

### ■ Updated Quick reference guide now available



Your 2015 edition of the *Quick reference guide* (form 46-9661) is now available. This catalogue of financial data is assembled to provide the information you need to work with clients every day.

The materials are compiled from a selection of investment concepts to give you consolidated information including performance charts, diversification ideas, RRSPs, RESPs, tax and estate planning and more.



### FIND IT

Your *Quick reference guide* can now be ordered from supply, downloaded from WealthCentre or accessed on RepNet under Products & tools > Investments > Marketing materials > Advisor guides.

### ■ RRSP or TFSA? Save more two ways – updated brochure now available



The *RRSP or TFSA? Save more two ways* brochure (form 46-9844) is now updated to contain the new annual TFSA limit of \$10,000 as well as the 2015 contribution limits and deadlines for RRSPs.



### FIND IT

The brochure is available in supply and on RepNet under Products & tools > Investments > Marketing materials > Marketing catalogues > TFSA Marketing catalogue or RRSP catalogue.

# Competitive improvements in the disability insurance grad market



Capturing new graduate business hasn't always been easy – but that's about to

change. With exciting improvements to the 2015/2016 StartRight disability insurance grad program, you can feel more confident than ever in our offer. Take some time to review the competitive changes we've made to the program and see how you can create new opportunities for clients and your business.

## We're serious about this market

We don't just want to compete – we want to lead. That's why we've made a number of improvements to our offering, like increasing premium reductions by up to 30 per cent and increasing maximum issue limits for select professions.

We're also excited to add naturopathic doctors and nurse practitioners to the program's occupations. These fast-growing occupations offer you an excellent opportunity to tap into new markets and expand your business.

## The changes don't stop there

In order to make the Canada Life™ disability insurance StartRight grad program even better, we've:

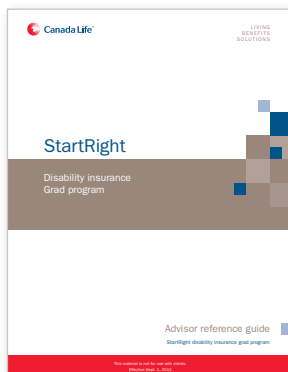
- Waived the \$50.00 annual policy fee
- Postponed the future insurability option (FIO) premium for physician graduates up to three years after the disability insurance policy is issued
- Relaxed the underwriting requirements – no paramedical, blood or urine tests required for most graduates
- Increased the life amount offering from \$500,000 to \$1,000,000 and expanded the offer window from six months to one year

## Further savings with the combined premium reduction promotion

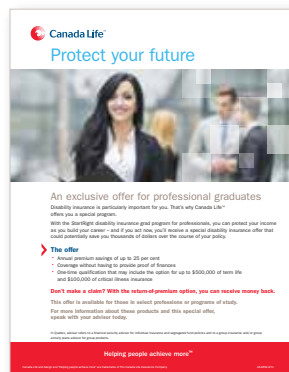
For a limited time, your clients can benefit from even more savings with the combined premium reduction promotion. Effective Sept. 1, 2015, **all** your living benefits clients, **not only professional grads**, will receive an additional five per cent premium reduction on their critical illness insurance policy premium when purchased together with a lifestyle protection plan disability insurance policy. If a client is applying for both disability and critical illness insurance outside of the grad program, the five per cent premium reduction applies to both products.

## Enhance your conversations

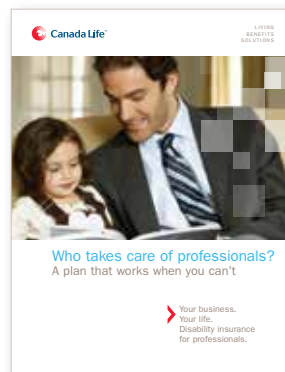
We have a variety of materials to support you with your grad program conversations:



2015-2016 StartRight disability insurance grad program advisor reference guide (form 46-8142) provides further details on the program offer, eligibility and limitations



Protect your future: an exclusive offer for professional graduates (form 46-9652) provides an overview of the program for prospective clients



Who takes care of professionals: a plan that works when you can't (form 46-8605) helps clients understand the need for disability insurance



## FIND IT

These are available in supply and on Canada Life RepNet™ under Products & tools > Living benefits > Marketing materials > Disability insurance > Advisor material catalogue and Client material catalogue.

# Get back to the basics of insurance

New and updated insurance material now available to use with your clients

Your average Canadian faces many challenges when it comes to purchasing insurance:

- They don't know much about it
- Insurance can be intimidating
- They have many other competing financial priorities

It should come as no surprise that when they think about insurance, their thoughts tend to be negative – frustration, anxiety or even boredom. Statistics show\*:

- 40 per cent are confused by language used by insurance companies
- 34 per cent don't feel engaged with their insurance company

Clearly, Canadians think insurance is complicated, but it doesn't have to be.

The following new and updated materials can help you have clearer conversations with clients about insurance – getting back to the basics of what can make insurance a valuable product to help protect families and maintain assets. These pieces show how insurance can help cover basic client needs, whether they're individuals, families or business owners.

## New critical illness insurance material

NEW



### Advisor tool

*You have the power: the critical illness insurance advantage*

A new interactive advisor resource that helps you prepare to meet with clients to talk about critical illness insurance. It includes strategies and scripts that show the value of critical illness insurance and how it can help meet client needs and ease concerns.



**FIND IT** on Canada Life RepNet™ under: Products & tools > Living benefits > Sales strategies > Critical illness

NEW



*Coverage as unique as you are*  
(form 46-10053)

Explores options clients have to customize their critical illness insurance coverage, outlines available riders and helps clients understand how they work.



**FIND IT** on RepNet under: Products & tools > Marketing materials > Critical illness > Client material catalogue

**Chinese version** (form 46-10053 CH) also available on RepNet in the Chinese marketing materials catalogue

\*Source: Umbach, Maria. "Flirting with the uninterested: Innovation in a "sold not bought" category – The insurance language gap." Maddock Douglas, Inc., 2012.



## Updated living benefits claims material

(up-to-date with 2014 statistics)

### UPDATED

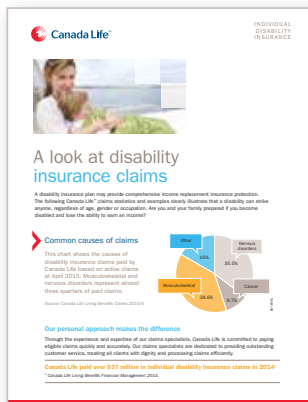


A look at critical illness insurance claims (form 233 CAN)

**FIND IT** on Canada Life RepNet™ under: Products & tools > Marketing materials > Critical illness > Client material catalogue

**Chinese version** (form 233 CH) also available on RepNet in the Chinese marketing materials catalogue

### UPDATED

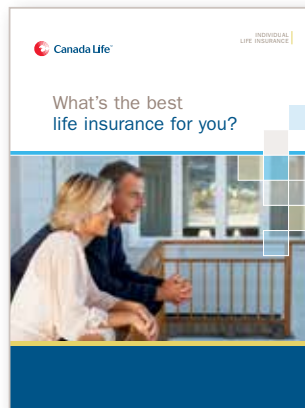


A look at disability insurance claims (form 232 CAN)

**FIND IT** on RepNet under: Products & tools > Living benefits > Marketing materials > Disability insurance > Client material catalogue

## New and updated life insurance brochures

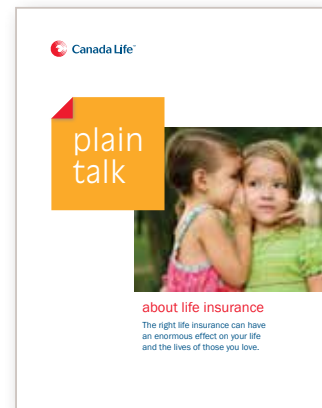
### NEW



What's the best life insurance for you? (form 46-10022)

**FIND IT** on RepNet under: Products & tools > Life insurance > Marketing materials > Marketing catalogues

### UPDATED



Plain talk about life insurance (form 46-5379)

**FIND IT** on RepNet under: Products & tools > Life insurance > Marketing materials > Marketing catalogues

### UPDATED



Protect your wealth with life insurance (form 46-4597)

**FIND IT** on RepNet under: Products & tools > Life insurance > Sales strategies > Individual > Insured inheritance catalogue

### UPDATED



Unlock your corporate investments (form 46-4340)

**FIND IT** on RepNet under: Products & tools > Life insurance > Sales strategies > Corporate > Corporate estate transfer catalogue

# Protect your assets with critical illness insurance

A new strategy and tool for everyone

Not knowing if you will experience a health interruption is scary. Not knowing if you can afford to pay for the costs associated with it can be just as scary.

We're making it easier for you to help clients see that critical illness insurance is an affordable option, whether they're mid-market, affluent or business owners.

## One strategy. One tool. Three markets.

In this strategy, clients can redirect some of their regular savings contributions to purchase LifeAdvance™ critical illness insurance. Whether a client gets sick or not, spending a small amount of money to buy a policy can help protect their financial plans.

With the new *Critical illness to protect your assets* tool, you can show clients the cost-effectiveness of

critical illness insurance compared to drawing from registered, non-registered or corporate investments.

This strategy is most suitable for:

- Mid-market clients with RRSP savings
- Affluent clients with non-registered investments
- Business owners with corporate investments
  - The shareholder must be a Canadian resident, for tax purposes



### FIND IT

The tool is available to download from Canada Life RepNet™ under Products & tools > Living benefits > Sales strategies > Critical illness.

# Funding a buy/sell agreement

A new tool to help protect the value of the business

**B**usiness owners want to know that when they die or become disabled there's a plan that outlines the terms under which their business interests will be sold. After all, their business is key to supporting their lifestyle today and accumulating wealth for their future.

But what's the best way to fund a buyout?

Generally, the most cost-effective method is through life or disability insurance.

## New tool

Showing the advantages of funding a buy/sell agreement with insurance just got easier.

With the new, easy-to-use *Funding a buy/sell agreement* tool, you can show clients how insurance stacks up against using future business profits or a loan. This allows clients to see the difference in premium payments, death benefit and their out-of-pocket costs.

The tool also shows how the value of their company can grow over time and what the buyout obligation is likely to be in the future.

## Who are the target clients?

This strategy is for business owners who want to understand the following, should they die or become disabled:

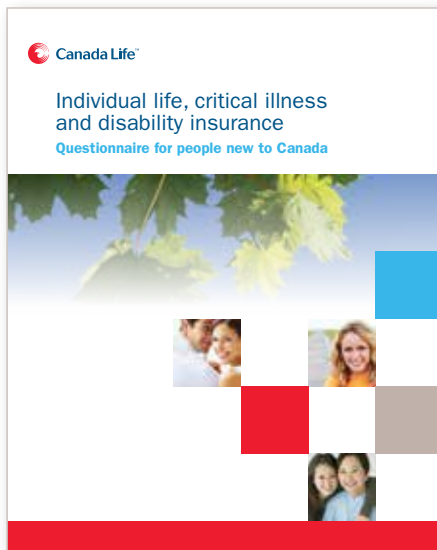
- What happens to the shares of the business?
- Is there a secured market/buyer for each shareholder's interest?
- How can they ensure heirs don't inherit shares by default?



### FIND IT

The tool is available to download from RepNet under Products & tools > Life insurance > Sales strategies > Individual > Funding a buy/sell agreement, and under Products & tools > Living benefits > Sales strategies > Disability insurance > Funding a buy/sell agreement.





## Updated *Questionnaire for people new to Canada*

The *Questionnaire for people new to Canada* (form 46-8525) has been updated to include underwriting requirements for those applying for insurance under the Post-Graduation Work Permit Program, as well as other required updates.



### FIND IT

The questionnaire is located on Canada Life RepNet™ under Forms & procedures > Field underwriting guide > Field underwriting guide – Life insurance.

< *Questionnaire for people new to Canada* (form 46-8525)



## Updated *Estate planning guide*



### FIND IT

The *Estate planning guide* (form 46-7780) has been updated and is located on RepNet under Products & tools > Estate & tax planning > Marketing materials > Estate planning catalogue.

< *Estate planning guide* (form 46-7780)



## Set your children up for success brochure now available in Chinese

The *Set your children up for success* brochure (form 46-9649 CH) explains how life and critical illness insurance can set a child up for success.



### FIND IT

It can be found in the Chinese marketing materials catalogue on RepNet and can be ordered from supply.

< *Set your children up for success brochure* (form 46-9649 CH)

## Updated Chinese materials: showcase the value of participating life insurance

Having the right discussion is essential to meeting client needs. Canada Life's participating life insurance marketing materials can support you in your conversations with clients. The following brochures reinforce the value of our participating life insurance and can help you explain details of the participating account with clients.



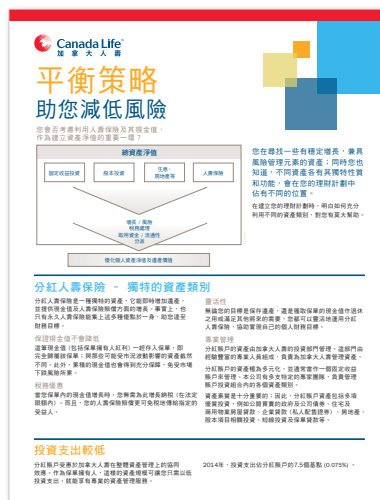
### FIND IT

These Chinese marketing materials are now updated to include data for year-end 2014. They are available in supply and on Canada Life RepNet™ in the Chinese marketing materials catalogue.



Canada Life participating life insurance – historical performance (form 46-6401 CH)

Canada Life's participating account dividend scale interest rate has remained stable throughout economically uncertain times, compared with many other financial instruments and indexes. This piece contains information on year-by-year returns from 1950 to 2014.



Balancing to reduce risk (form 46-8372 CH)

Help clients understand how different asset classes can be used to complement their overall financial plan. This piece showcases the benefits of participating life insurance as a unique asset class and illustrates how it can fit into a client's portfolio.



Canada Life participating life insurance financial facts 2014 (form 46-4758 CH)

### WE'RE HERE TO HELP.

FOR MORE INFORMATION, CONTACT YOUR MGA, BRANCH OFFICE OR REGIONAL MARKETING CENTRE.

Please direct all comments and inquiries to: [Tim\\_Silcox@canadalife.com](mailto:Tim_Silcox@canadalife.com)

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In Quebec, advisor refers to a financial security advisor for individual insurance and segregated funds policies and to an advisor in group insurance/annuity plans for group products.

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RepNet: <https://repnet1.canadalife.com>

Web: [canadalife.com](http://canadalife.com)

Eastern RMC: 514-874-0868 | 1-800-361-0860

British Columbia RMC: 604-685-7364 | 1-800-663-0413

Ontario RMC: 416-552-3100 | 1-877-594-1100

Prairie RMC: 403-266-8912 | 1-888-578-8083

# Individually owned life insurance and beneficiary designations – part one



Designating a beneficiary of a life insurance policy can help ensure that the death

benefit is paid to the appropriate person/entity. However, naming a beneficiary can be tricky, and if a mistake is made, the death benefit may not be available for the person(s) it was intended to protect. The discussion below assumes the same individual is the policyowner and life insured.

## No beneficiary designation

If no beneficiary is designated, the insurance rules in most Canadian provinces and territories provide that the death benefit is payable to the deceased policyowner's estate. This could be costly for the following reasons:

- The death benefit becomes part of the deceased's estate and may be subject to probate/estate administration taxes and other costs/fees, if any.
- The death benefit may not be distributed to the estate beneficiary(ies) until the will has been probated.
- The death benefit may be exposed to claims by creditors of the estate.
- Unless the will clearly specifies, the death benefit may not be distributed in the way the deceased might have preferred or intended.

So, naming a beneficiary and keeping beneficiary designations up to date may be preferable in most cases. The following are some of the points to consider when naming a beneficiary.

## Points to consider when making a beneficiary designation(s)

### > Revocable or irrevocable

If the beneficiary designation is revocable, the policyowner can change the beneficiary at any time without advising the beneficiary. If the beneficiary designation is irrevocable, the written consent of the irrevocable beneficiary is required before making beneficiary changes. In Quebec, if a spouse is named as beneficiary, such designation is automatically irrevocable, unless it's specifically made revocable.

In addition, a revocable beneficiary designation helps the policyowner retain control over the policy and permits the policyowner to make changes to the policy he/she desires without the need to obtain the beneficiary's consent. Consequently, if you have lent money to or are receiving child support/alimony from the insured-owner, you might want to consider being named as irrevocable beneficiary for the policy intended to protect you in the event the debtor or person required to pay the child support/alimony dies. This ensures

*continued*

## National estate and tax consultants

*Innovative and customized solutions for business owners, professionals and affluent clients*

### British Columbia regional marketing centre

**Brenda McEachern,**  
B.Comm., LL.B., TEP

National Estate and Tax Consultant  
1-800-663-0413 or 604-443-8209

### Prairie regional marketing centre

**Jos Herman, B. Comm., CPA, CA, CFP**  
National Estate and Tax Consultant  
1-855-311-1211 or 306-382-0572

**Patrick Uzan, BA, CPA, CA, TEP**  
National Estate and Tax Consultant  
1-888-578-8083 or 403-663-2509

### Ontario regional marketing centre

**Bryan McNulty, LL.B., TEP**  
National Estate and Tax Consultant  
1-877-594-1100 ext. 5470 or  
416-552-5470

**Steve McLeod, LL.B.**  
National Estate and Tax Consultant  
1-877-594-1100 ext. 3049 or  
416-552-3049

**Sandra Napoletano, CPA, CA**  
National Estate and Tax Consultant  
1-877-594-1100 ext. 3084 or  
416-552-3084

### Eastern regional marketing centre

**Chris Britton, CPA, CA**  
National Estate and Tax Consultant  
1-888-346-0444 or 902-450-5564

**Suzanne Désy, LL.B., D.D.N.**  
National Estate and Tax Consultant  
1-800-361-0860 ext. 2290 or  
514-874-0868 ext. 2290

that generally no change is made to the policy without your consent, but would not protect you if the policyowner failed to pay premiums and let the policy lapse.

### > Per stirpes or per capita (not applicable in Quebec)

*Per stirpes* means the proceeds are divided by beneficiary. If the beneficiary predeceases the insured, his/her shares devolve to or are taken by his/her lineal descendants (e.g., family branch). *Per capita* means the proceeds are also divided by surviving beneficiaries on the generational line. The beneficiary has to be living to receive or take his/her benefit (i.e., if predeceased his/her lineal descendants cannot receive or take that share or benefit). It's important for the insured-owner to understand how the proceeds will be distributed under per stirpes and per capita distributions.

Let's look at an example. Assume that the insured has a son and a daughter. The son has one child and the daughter has three children. If the son and daughter are named beneficiaries per stirpes and survive the life insured, the insurance proceeds will be divided equally between the son and daughter – i.e., the son and daughter will each receive 50 per cent of the death benefit.

However, let's change the facts and assume that in the above example the son and daughter are named beneficiaries per capita, and the daughter dies before the insured. In this case, if the proceeds are to be distributed per capita, the proceeds will be distributed entirely to the son. The daughter's children who survived her will not take or share in the death benefit. So, the son will get 100 per cent of the insurance proceeds.

If both the son and daughter die before the insured, then under per stirpes distribution the son's child will receive half of the death benefit while daughter's children will share the other half of the death benefit (i.e., each of the daughter's children will receive one-sixth of the death benefit).

In complex family cases, it would help to draw the family tree chart and seek legal advice in designating beneficiaries to help ensure the intention of the insured owner can be accomplished.

### > Contingent beneficiary

If the primary beneficiary predeceases the insured, unless a contingent beneficiary is named, the death benefit will be paid to the estate of the policyowner.

### > Creditor protection

While the policyowner is alive, the policy, and therefore the cash surrender value (CSV) of the policy, may be accessible to the owner's creditors. There are two designations that may help protect the policy from the policyowner's creditors:

1. Name an irrevocable beneficiary. In this case, the policyowner may not make changes to the policy while the irrevocable beneficiary is alive, unless the beneficiary

consents. With an irrevocable beneficiary designation in place, the insurance rules of most provinces and territories in Canada provide that the insurance money remains inaccessible to the policyowner's creditors and does not form part of their estate, or

2. Name certain family members in relation to the life insured under the policy (referred to as within the protected class – e.g., a parent, spouse, child, or grandchild) as beneficiary. This rule applies in the common law provinces and territories in Canada. On the other hand, in Quebec, this protection is available if the protected class beneficiary is related to the policyowner, not the life insured. When such a family member(s) is designated as beneficiary(ies), the policy is potentially exempt from seizure. If maintaining creditor protection is important, consideration should also be given to naming a contingent (protected class) beneficiary or irrevocable beneficiary, in case the primary protected class or irrevocable beneficiary dies before the life insured. Some professionals also suggest naming an individual from the protected class (or someone else as irrevocable) beneficiary for a small percentage of the total benefit, since these designations may help protect the entire death benefit even if, for example, the remaining benefit is payable to an individual/entity that is not within the protected class or is not designated irrevocably (e.g., a corporation).

It's important to note that creditor protection is not absolute.\* Creditor protection may be lost in cases such as: a fraudulent conveyance, support claims by dependant persons, family or matrimonial property claims arising from marriage breakdown, certain preferential claims by tax authorities or constructive trust claims.

### > Provide clear instructions

What may appear clear to the policyowner (or applicant for insurance), may be vague and unclear for the insurer. For example, while designating that the death benefit should be paid to his/her children may be clear to the applicant, this raises questions for the insurer including: How many children does the policyowner have? Is the death benefit to be paid to some or all of the children? Are future children eligible for the benefit? Does it include adopted children, step-children, or children born outside of marriage? What amount or percentage is to be paid to each child?

Clear instructions are important to ensure that the death benefit is paid as the policyowner intended.

There are many factors to consider when naming a beneficiary. Stay tuned for further discussion in the next issue.

\*Creditor protection depends on court decisions and applicable legislation and can be subject to change and can vary from each province; it can never be guaranteed. Clients should talk to their lawyer/notary to find out more about the potential for creditor protection for their specific solution.

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