



GENESIS

UNIVERSAL LIFE

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HOW TO PROTECT YOUR WEALTH AND *Designate Your Own* HEIRS

RETIREMENT



TODAY...

You have worked hard throughout the course of your life and made many sacrifices in order to build your wealth to where it is today. Your estate has allowed you to secure your current and future financial situation as well as that of those closest to you.

Your estate consists of all of your assets:

- Non-registered investments: shares, GICs (guaranteed investment certificates), mutual funds, bonds, etc.
- Registered investments: RRSP, RRIF, LIRA, LIF, etc.
- Real estate: residence(s), rental property, land, etc.
- All other property you own

There are several ways to attenuate the financial impact of your death on your estate, such as:

- Begin accumulating a large sum right away in anticipation of the taxes that will be payable at death (this option is costly and uncertain since the time of death is unforeseeable)
- Obligate your estate to liquidate a portion of your belongings upon your death
- Obligate your estate to borrow the necessary amount upon your death
- Purchase life insurance so that your estate can use the tax-free benefit to cover payable taxes

WHEN YOU'RE GONE...

Did you know that upon your death, a significant portion of your estate could be passed down to an unexpected heir..?

TAX AUTHORITIES: AN UNWANTED HEIR!

Upon your death, the totality of your registered investments as well as the gains generated by your non-registered investments must be included in the calculation of your income in the year of your death. These amounts generally translate into a significant amount of taxes which must be paid from your estate. If your property is transferred to your spouse however, taxes only become payable upon his/her death.



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AN ATTRACTIVE
Solution!

The **Estate Protection** financial strategy is an effective solution to the dilemma faced by many heirs when the time comes to settle the deceased's final tax bill.

Once integrated in your overall financial plan, this strategy will help to maximize the value of your assets and provide your heirs with the funds necessary to pay the taxes due upon your death, all for just a fraction of the amount!

This innovative concept makes use of a flexible financial vehicle with several tax advantages: **GENESIS** universal life insurance.

PUT THE ESTATE PROTECTION FINANCIAL STRATEGY TO WORK FOR YOU!

- Subscribe to a **GENESIS** universal life insurance policy.
- As the insured, you can also obtain joint coverage in order to reduce insurance costs.
- As the contractholder, you can name the beneficiaries of your choice.
- With the help of your financial security advisor, decide how much protection you need to cover the projected amount of taxes that will be payable upon your death.
- At the time of death, the life insurance proceeds are paid to your heirs tax-free. This amount is then used to pay off the outstanding taxes, either in part or in full.



RETIREMENT

CHOOSE WHO WILL INHERIT
Your Assets:

WITHOUT Estate Protection

Registered investments



Your heirs

Secondary residence and non-registered investments



Your heirs

WITH Estate Protection

Your estate



Your heirs

END RESULT

The **Estate Protection** financial strategy considerably increases the value of the inheritance being left to your heirs by partially or totally covering the taxes that will be payable by your estate upon your death.

CONTACT YOUR FINANCIAL SECURITY ADVISOR TODAY

to find out just how the **Estate Protection** financial strategy can help to preserve the value of your legacy.