

# Advantages banks cannot provide

When it comes to choosing an investment product, sometimes it can all come down to the details. This document will explain some of the advantages that only life and health insurers can offer—and that are automatically included with Guarantee Advantage®.

## Guarantee Advantage® Market-linked term investments

### Benefits for your estate

#### PROMPT, HASSLE-FREE DEATH BENEFIT PAYOUT

If you name a beneficiary in your contract, the death benefit won't be part of your estate. That means we can make sure your beneficiary gets their payment in just a few business days<sup>1</sup> — as opposed to going through the estate settlement process, which can take months.

#### NO FEES PAYABLE AT DEATH

With Guarantee Advantage, the death benefit will always be paid out at no cost to your beneficiary, who will never pay any probate fees<sup>2</sup> or surrender charges. In a lot of cases, that can be a sizeable amount!

#### PROTECTION AGAINST MARKET DOWNTURNS

Guarantee Advantage includes a 100% deposit guarantee against market downturns in the event of death. Without this kind of guarantee, if the markets are down at the time of your death,<sup>3</sup> your estate may receive a lot less than what you invested.

### Benefits for your retirement

#### TAX BENEFITS FOR PENSION INCOME

If you're 65 or older, you may qualify<sup>4</sup> for pension income tax credits or be eligible for pension income splitting. But the only way to take advantage of these options for the **non-registered portion of your savings**<sup>5</sup> is to invest your money with a life and health insurer, like Desjardins Insurance.

#### BENEFITS IN CASE OF BANKRUPTCY OR A CIVIL LAWSUIT

Depending on who you name as your beneficiary, the money you invest in your contract may be exempt from seizure by creditors.<sup>6</sup> If you have your own business, this is an essential tool to protect your financial security.

#### BENEFICIARY? DEATH BENEFIT?

Your beneficiary is the person who will receive the value of your contract when you die.<sup>3</sup> This is what's called the death benefit.

<sup>1</sup> Some conditions apply, including receipt of necessary documentation (e.g., death certificate).

<sup>2</sup> Probate fees vary between provinces and do not apply in Quebec. The Beneficiary must be designated by name to enjoy this benefit.

<sup>3</sup> We assume that the client (Owner) and the Annuitant of the Contract are the same person.

<sup>4</sup> Please refer to the Canada Revenue Agency website for more information on pension income and eligibility for pension income splitting.

<sup>5</sup> With Guarantee Advantage, the eligible pension income is the accrued interest. Income earned from surrendering a Contract is not considered eligible income.

<sup>6</sup> Exemption from seizure rules can be complex and vary between provinces. Interested investors should consult a legal expert (lawyer or notary) for an assessment of their specific situation.

## Take a closer look!

Feature	Guarantee Advantage	Similar products issued by banks
<b>Beneficiary designation</b>	<b>Yes</b> Ensures prompt payment of the death benefit <sup>1</sup>	<b>No</b> The investment is part of the estate
<b>Protection from creditors and civil lawsuits</b>	<b>Yes</b> Certain beneficiary designations allow the contract to be exempt from seizure by creditors <sup>2</sup>	<b>No</b>
<b>Fees upon death</b>	<b>No</b> No probate <sup>3</sup> or redemption fees	Probate or redemption fees may be payable upon death
<b>Guaranteed death benefit</b>	<b>Yes</b> Deposit is 100% guaranteed upon the annuitant's death	
<b>Retirement tax benefits</b>	<b>Yes</b> Eligible for pension income tax credit and /or pension income splitting <sup>4</sup>	<b>No</b>
<b>Annuity settlement option</b>	<b>Yes</b> Allows the Contract Owner to decide that the Death Benefit will be paid out to Beneficiary as an annuity <sup>5</sup>	<b>No</b>
<b>Redeemable prior to maturity</b>	<b>Yes</b> Subject to a market value adjustment <sup>5</sup>	Generally can't be redeemed prior to maturity

<sup>1</sup> Some conditions apply, including receipt of necessary documentation (e.g., death certificate). A named Beneficiary must be designated.

<sup>2</sup> Exemption from seizure rules can be complex and vary between provinces. Interested investors should consult a legal expert (lawyer or notary) for an assessment of their specific situation.

<sup>3</sup> Probate fees vary between provinces and do not apply in Quebec. The Beneficiary must be designated by name to enjoy this benefit.

<sup>4</sup> Please refer to the Canada Revenue Agency website for more information on pension income and eligibility for pension income splitting. With Guarantee Advantage, the eligible pension income is the accrued interest. Income earned from surrendering a Contract is not considered eligible income.

<sup>5</sup> Please refer to the Term Investments Contract and Application for more information on the Market Value Adjustment.

[DesjardinsLifeInsurance.com/GuaranteeAdvantage](https://DesjardinsLifeInsurance.com/GuaranteeAdvantage)



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