

# Insured Retirement Plan

A financial strategy to supplement your retirement income

New Client

**Prepared by:**

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Life and Health Insurance Advisor

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Desjardins Insurance refers to Desjardins Financial Security  
Life Assurance Company

**YOUR CURRENT SITUATION** You've maxed out your RRSP and TFSA contribution limits. Yet you're concerned that these amounts won't provide you with the retirement income you need to maintain your lifestyle.

Meanwhile, you also need permanent life insurance coverage to meet your estate planning goals.

That's why you want a financial planning strategy that addresses your need for supplemental retirement income and permanent life insurance. To meet both of these needs, we offer the Insured Retirement Plan (IRP).

## WHAT IS THE INSURED RETIREMENT PLAN?

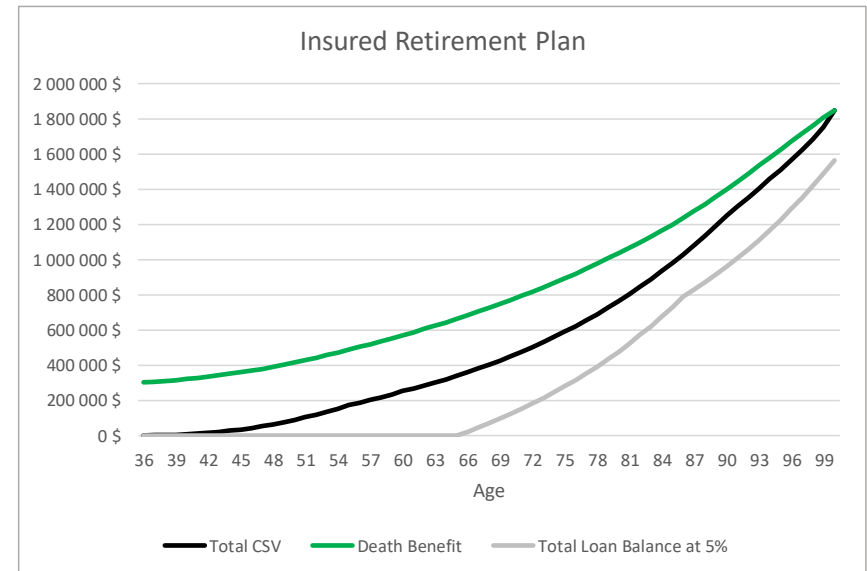
The Insured Retirement Plan is a financial strategy that uses your permanent life insurance policy as collateral for a tax-free financial institution loan - typically structured as a line of credit - to supplement your retirement income. Unlike traditional loans, it is repaid after your passing by using part of the proceeds from your life insurance policy. After that, the balance remaining on your life insurance policy is paid to your chosen beneficiaries to ensure their financial well-being.

## HOW DOES THIS STRATEGY WORK?

You purchase a permanent life insurance policy. Over time, your policy accumulates cash value, which is an amount growing year after year. The cash value remains tax-preferred as long as it's not withdrawn from your life insurance policy.

In the future, you can use your policy's cash value as collateral to obtain a loan from a financial institution. The borrowed funds are paid to you tax-free enhancing your income during retirement. If you use the borrowed funds for investment purposes, such as to earn income from a business or property (excluding registered plans), the interest may be tax-deductible. In addition, some or all of your premiums may be deductible if the financial institution requires your permanent life insurance policy to be assigned as collateral for the loan arrangement <sup>1</sup>.

Upon your death, the proceeds from your permanent life insurance policy are used to repay your loan, and its accumulated interest. The balance is then paid tax-free to your chosen beneficiaries.



<sup>1</sup> Conditions apply. Please consult your tax advisor for more information.

# INSURED RETIREMENT PLAN

## WHO IS THIS STRATEGY FOR?

This strategy is right for you if:

- You have maxed out your RRSP and TFSA contribution limits
- You want to supplement your retirement income to maintain your lifestyle
- You have a need for life insurance and qualify for it
- You want to leave a tax-free legacy to your loved ones

### DURING LIFETIME – On retirement (age 65)

CUMULATIVE PREMIUMS  
OR DEPOSITS



\$ 154,280



LIFE INSURANCE  
Cash surrender value



\$ 339,113



FINANCIAL INSTITUTION  
Tax-free loan amount



\$21,054

From ages  
65 to 85

### ON DEATH – At life expectancy (age 82)

BENEFICIARIES  
Net estate value



\$ 508,771



LIFE INSURANCE  
Death benefit



\$ 1,130,678



FINANCIAL INSTITUTION  
Loan repayment



\$ 621,908

# THE BENEFITS OF INSURED RETIREMENT

## FOR TODAY



### *Coverage*

When you buy permanent life insurance, you create an immediate tax-free estate enhancement for your beneficiaries.



### *Tax-preferred growth during your lifetime*

The growth of the policy's cash value is tax-free as long as it remains in the policy. This may reduce your yearly taxable income and result in greater asset growth.

## FOR YOUR RETIREMENT



### *Supplemental retirement income*

In the future, access the additional cash for your retirement by using the Insured Retirement Plan.



### *Tax savings through collateral assignment*

Under the current Canadian income tax legislation, using your permanent life insurance policy as collateral to secure borrowings from a lending institution will generally not result in taxation. It could help reduce income taxes when accessing wealth during your lifetime.



### *Tax deductibility through a collateral loan*

If the borrowed funds are for investment purposes, the interest may be deductible against your taxable income <sup>1</sup>.



### *Alternative income options*

The Insured Retirement Plan illustrates the benefits of using a collateral loan to obtain supplemental income. However, you can access the accumulated cash value of your life insurance policy through other means. For example, you can access a policy's cash value through a policy loan, a partial withdrawal of the policy's cash value, or a total surrender of the policy. When a policyowner accesses the cash value of their life insurance policy, it may result in taxable income in that same year.

## FOR YOUR HEIRS



### *Tax-free amount payable at death*

After you pass, the tax-free life insurance policy proceeds will pay off the loan and any accumulated interest. The balance will be paid to your chosen beneficiaries.

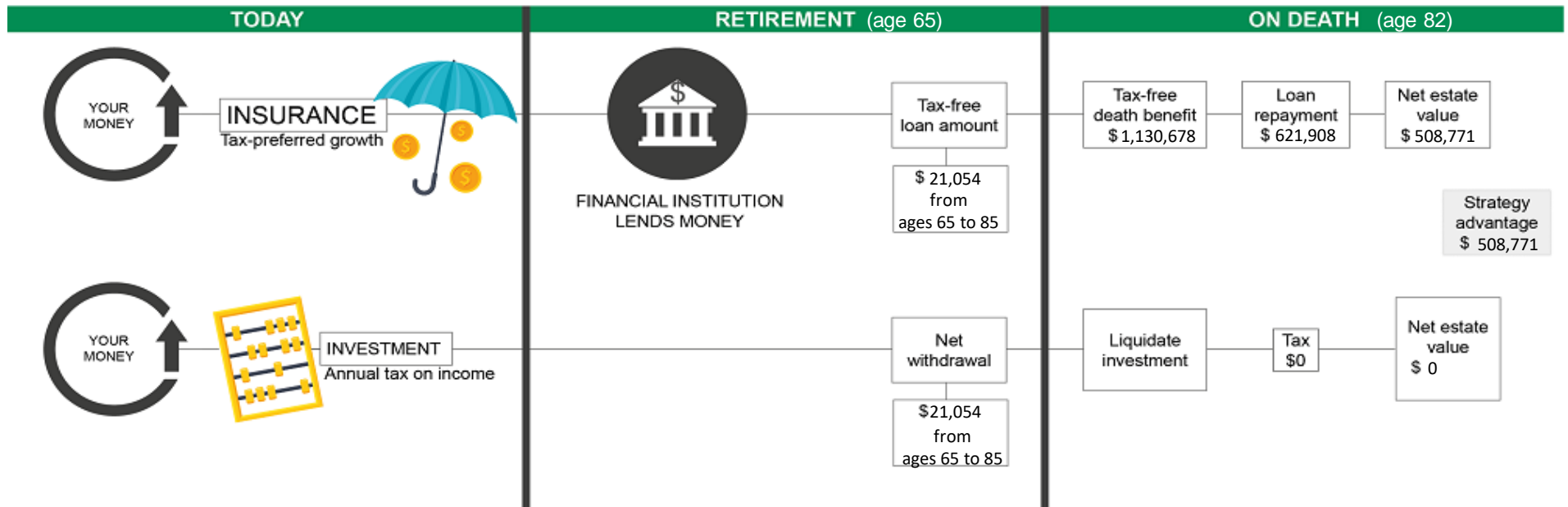
<sup>1</sup> Conditions apply. Please consult your tax advisor for more information.

# INSURED RETIREMENT PLAN

## Alternative investment comparison

The Insured Retirement Plan can be an effective way to maximize your estate's value upon death. See how in the scenario below at life expectancy age.

### Comparison of the Insured Retirement Plan and taxable investment



# SCENARIOS AND ASSUMPTIONS

## Insured

New Client (Male, 35, Preferred / Non-smoker)	
Life Expectancy	82

## Policyowner

New Client (Male, 35, Preferred / Non-smoker)

## Illustration

Product	Participating Life Insurance
Coverage Category	Permanent Life
Coverage Type	Individual
Coverage	Estate Enhancer – 20 Pay
Amount	\$300,000
Annual Premium	\$7,714.00

## Dividend Option

Paid-Up Additions (PUA)

## Dividend scenario

Current

## Premium Offset

No

## Tax Information (British Columbia)

Initial Deposit	\$7,714.00
Marginal Tax Rate	53.50%
Dividend Tax Rate	48.90%

## Investment Portfolio

	Allocation	Rate of Return
Interest	100.00%	5.00%
Dividend	0.00%	0.00%
Realized Capital Gain	0.00%	0.00%

## Loan

Loan Interest Rate	5.00%
Loan Index Rate	0.00%
Loan Start Age	65
Loan End Age	85
Max. Ratio Loan / CSV	85.00%

# SUMMARY

## Life Insurance PAR @ PUA

## Loan Information

End of Year	Age	Total Premium	Total CSV	Death Benefit	Tax-free Loan Amount (Indexed at 0%)	Total Loan Balance at 5%	Loan Balance / CSV Ratio at 5%	Net Cancellation Value (During Lifetime)	Net Estate Value on Death	Net Return on Investment on Death
1	36	7 714 \$	633 \$	302 637 \$	0 \$	0 \$	0.0%	633 \$	302 637 \$	3823.22%
2	37	7 714 \$	1 494 \$	306 045 \$	0 \$	0 \$	0.0%	1 494 \$	306 045 \$	481.85%
3	38	7 714 \$	2 593 \$	310 183 \$	0 \$	0 \$	0.0%	2 593 \$	310 183 \$	203.52%
4	39	7 714 \$	3 944 \$	315 037 \$	0 \$	0 \$	0.0%	3 944 \$	315 037 \$	119.56%
5	40	7 714 \$	7 725 \$	320 616 \$	0 \$	0 \$	0.0%	7 725 \$	320 616 \$	81.42%
6	41	7 714 \$	11 627 \$	326 907 \$	0 \$	0 \$	0.0%	11 627 \$	326 907 \$	60.25%
7	42	7 714 \$	16 357 \$	333 899 \$	0 \$	0 \$	0.0%	16 357 \$	333 899 \$	47.01%
8	43	7 714 \$	21 938 \$	341 599 \$	0 \$	0 \$	0.0%	21 938 \$	341 599 \$	38.08%
9	44	7 714 \$	27 310 \$	349 994 \$	0 \$	0 \$	0.0%	27 310 \$	349 994 \$	31.70%
10	45	7 714 \$	33 210 \$	359 097 \$	0 \$	0 \$	0.0%	33 210 \$	359 097 \$	26.97%
11	46	7 714 \$	42 954 \$	368 894 \$	0 \$	0 \$	0.0%	42 954 \$	368 894 \$	23.34%
12	47	7 714 \$	53 492 \$	379 381 \$	0 \$	0 \$	0.0%	53 492 \$	379 381 \$	20.49%
13	48	7 714 \$	64 862 \$	390 550 \$	0 \$	0 \$	0.0%	64 862 \$	390 550 \$	18.21%
14	49	7 714 \$	77 116 \$	402 419 \$	0 \$	0 \$	0.0%	77 116 \$	402 419 \$	16.35%
15	50	7 714 \$	90 299 \$	414 996 \$	0 \$	0 \$	0.0%	90 299 \$	414 996 \$	14.81%
16	51	7 714 \$	104 449 \$	428 280 \$	0 \$	0 \$	0.0%	104 449 \$	428 280 \$	13.53%
17	52	7 714 \$	119 621 \$	442 253 \$	0 \$	0 \$	0.0%	119 621 \$	442 253 \$	12.45%
18	53	7 714 \$	135 864 \$	456 938 \$	0 \$	0 \$	0.0%	133 366 \$	456 938 \$	11.52%
19	54	7 714 \$	153 231 \$	472 322 \$	0 \$	0 \$	0.0%	145 022 \$	472 322 \$	10.73%
20	55	7 714 \$	171 785 \$	488 437 \$	0 \$	0 \$	0.0%	157 178 \$	488 437 \$	10.04%
21	56	0 \$	186 243 \$	504 005 \$	0 \$	0 \$	0.0%	163 245 \$	504 005 \$	9.55%
22	57	0 \$	201 507 \$	519 929 \$	0 \$	0 \$	0.0%	169 611 \$	519 929 \$	9.12%
23	58	0 \$	217 617 \$	536 226 \$	0 \$	0 \$	0.0%	176 290 \$	536 226 \$	8.74%
24	59	0 \$	234 591 \$	552 894 \$	0 \$	0 \$	0.0%	183 277 \$	552 894 \$	8.41%
25	60	0 \$	252 476 \$	569 999 \$	0 \$	0 \$	0.0%	190 584 \$	569 999 \$	8.10%
26	61	0 \$	268 160 \$	587 537 \$	0 \$	0 \$	0.0%	196 751 \$	587 537 \$	7.83%
27	62	0 \$	284 633 \$	605 530 \$	0 \$	0 \$	0.0%	203 155 \$	605 530 \$	7.59%
28	63	0 \$	301 939 \$	624 030 \$	0 \$	0 \$	0.0%	209 799 \$	624 030 \$	7.37%
29	64	0 \$	320 088 \$	643 025 \$	0 \$	0 \$	0.0%	216 673 \$	643 025 \$	7.16%
30	65	0 \$	339 113 \$	662 567 \$	0 \$	0 \$	0.0%	223 773 \$	662 567 \$	6.98%

# SUMMARY

## Life Insurance PAR @ PUA

## Loan Information

End of Year	Age	Total Premium	Total CSV	Death Benefit	Tax-free Loan Amount (Indexed at 0%)	Total Loan Balance at 5%	Loan Balance / CSV Ratio at 5%	Net Cancellation Value (During Lifetime)	Net Estate Value on Death	Net Return on Investment on Death
31	66	0 \$	359 049 \$	682 685 \$	21 054 \$	22 106 \$	6.2%	208 988 \$	660 578 \$	6.66%
32	67	0 \$	379 920 \$	703 397 \$	21 054 \$	45 318 \$	11.9%	193 306 \$	658 078 \$	6.36%
33	68	0 \$	401 754 \$	724 728 \$	21 054 \$	69 691 \$	17.3%	176 661 \$	655 037 \$	6.09%
34	69	0 \$	424 558 \$	746 662 \$	21 054 \$	95 282 \$	22.4%	158 973 \$	651 380 \$	5.83%
35	70	0 \$	448 384 \$	769 261 \$	21 054 \$	122 152 \$	27.2%	140 178 \$	647 109 \$	5.58%
36	71	0 \$	474 312 \$	792 542 \$	21 054 \$	150 366 \$	31.7%	120 683 \$	642 176 \$	5.35%
37	72	0 \$	501 382 \$	816 535 \$	21 054 \$	179 991 \$	35.9%	99 948 \$	636 544 \$	5.13%
38	73	0 \$	529 632 \$	841 261 \$	21 054 \$	211 097 \$	39.9%	77 884 \$	630 164 \$	4.92%
39	74	0 \$	559 085 \$	866 687 \$	21 054 \$	243 758 \$	43.6%	54 400 \$	622 929 \$	4.72%
40	75	0 \$	589 820 \$	892 891 \$	21 054 \$	278 053 \$	47.1%	29 420 \$	614 838 \$	4.53%
41	76	0 \$	621 863 \$	919 837 \$	21 054 \$	314 062 \$	50.5%	2 845 \$	605 775 \$	4.34%
42	77	0 \$	655 277 \$	947 540 \$	21 054 \$	351 872 \$	53.7%	- 25 415 \$	595 668 \$	4.16%
43	78	0 \$	690 147 \$	976 017 \$	21 054 \$	391 572 \$	56.7%	- 55 441 \$	584 445 \$	3.98%
44	79	0 \$	726 564 \$	1 005 279 \$	21 054 \$	433 257 \$	59.6%	- 87 314 \$	572 023 \$	3.80%
45	80	0 \$	764 641 \$	1 035 346 \$	21 054 \$	477 026 \$	62.4%	- 121 111 \$	558 320 \$	3.63%
46	81	0 \$	804 453 \$	1 066 150 \$	21 054 \$	522 984 \$	65.0%	- 148 913 \$	543 167 \$	3.45%
47	82	0 \$	845 980 \$	1 097 847 \$	21 054 \$	571 239 \$	67.5%	- 177 859 \$	526 608 \$	3.28%
48	83	0 \$	889 213 \$	1 130 678 \$	21 054 \$	621 908 \$	69.9%	- 208 424 \$	508 771 \$	3.11%
49	84	0 \$	934 194 \$	1 164 700 \$	21 054 \$	675 110 \$	72.3%	- 240 709 \$	489 590 \$	2.93%
50	85	0 \$	981 006 \$	1 199 968 \$	21 054 \$	730 972 \$	74.5%	- 274 804 \$	468 996 \$	2.75%
51	86	0 \$	1 029 809 \$	1 236 628 \$	21 054 \$	789 627 \$	76.7%	- 310 765 \$	447 002 \$	2.57%
52	87	0 \$	1 080 654 \$	1 274 657 \$	0 \$	829 108 \$	76.7%	- 326 604 \$	445 549 \$	2.50%
53	88	0 \$	1 133 780 \$	1 314 223 \$	0 \$	870 563 \$	76.8%	- 343 356 \$	443 659 \$	2.44%
54	89	0 \$	1 189 402 \$	1 355 408 \$	0 \$	914 092 \$	76.9%	- 361 020 \$	441 317 \$	2.37%
55	90	0 \$	1 247 896 \$	1 398 300 \$	0 \$	959 796 \$	76.9%	- 379 525 \$	438 504 \$	2.30%
56	91	0 \$	1 298 912 \$	1 442 609 \$	0 \$	1 007 786 \$	77.6%	- 403 792 \$	434 823 \$	2.24%
57	92	0 \$	1 350 677 \$	1 487 802 \$	0 \$	1 058 175 \$	78.3%	- 430 110 \$	429 626 \$	2.16%
58	93	0 \$	1 403 241 \$	1 533 455 \$	0 \$	1 111 084 \$	79.2%	- 458 577 \$	422 371 \$	2.08%
59	94	0 \$	1 456 493 \$	1 579 389 \$	0 \$	1 166 638 \$	80.1%	- 489 369 \$	412 751 \$	1.99%
60	95	0 \$	1 510 600 \$	1 625 521 \$	0 \$	1 224 970 \$	81.1%	- 522 541 \$	400 551 \$	1.90%



# SUMMARY

## Life Insurance PAR @ PUA

## Loan Information

End of Year	Age	Total Premium	Total CSV	Death Benefit	Tax-free Loan Amount (Indexed at 0%)	Total Loan Balance at 5%	Loan Balance / CSV Ratio at 5%	Net Cancellation Value (During Lifetime)	Net Estate Value on Death	Net Return on Investment on Death
61	96	0 \$	1 565 821 \$	1 671 483 \$	0 \$	1 286 219 \$	82.1%	- 558 112 \$	385 264 \$	1.78%
62	97	0 \$	1 622 986 \$	1 716 981 \$	0 \$	1 350 530 \$	83.2%	- 595 841 \$	366 452 \$	1.65%
63	98	0 \$	1 683 781 \$	1 761 663 \$	0 \$	1 418 056 \$	84.2%	- 635 098 \$	343 607 \$	1.50%
64	99	0 \$	1 751 716 \$	1 805 220 \$	0 \$	1 488 959 \$	85.0%	- 674 411 \$	316 261 \$	1.32%
65	100	0 \$	1 847 503 \$	1 847 503 \$	0 \$	1 563 407 \$	84.6%	- 704 318 \$	284 096 \$	1.10%

# COMPARISON SUMMARY

## Insured Retirement Plan

## Taxable Investment

End of Year	Age	Total Premium	Tax-free Loan Amount (Indexed at 0%)	Net Estate Value	Net Return on Investment on Death	Total Deposit	Net Withdrawals	Net Estate Value	Net Return on Investment on Death	IRP Advantage
1	36	7 714 \$	0 \$	302 637 \$	3823.22%	7 714 \$	0 \$	7 893 \$	2.33%	294 744 \$
2	37	7 714 \$	0 \$	306 045 \$	481.85%	7 714 \$	0 \$	15 970 \$	2.33%	290 074 \$
3	38	7 714 \$	0 \$	310 183 \$	203.52%	7 714 \$	0 \$	24 235 \$	2.33%	285 948 \$
4	39	7 714 \$	0 \$	315 037 \$	119.56%	7 714 \$	0 \$	32 692 \$	2.33%	282 345 \$
5	40	7 714 \$	0 \$	320 616 \$	81.42%	7 714 \$	0 \$	41 345 \$	2.33%	279 271 \$
6	41	7 714 \$	0 \$	326 907 \$	60.25%	7 714 \$	0 \$	50 200 \$	2.33%	276 707 \$
7	42	7 714 \$	0 \$	333 899 \$	47.01%	7 714 \$	0 \$	59 260 \$	2.33%	274 639 \$
8	43	7 714 \$	0 \$	341 599 \$	38.08%	7 714 \$	0 \$	68 531 \$	2.33%	273 067 \$
9	44	7 714 \$	0 \$	349 994 \$	31.70%	7 714 \$	0 \$	78 018 \$	2.33%	271 976 \$
10	45	7 714 \$	0 \$	359 097 \$	26.97%	7 714 \$	0 \$	87 725 \$	2.33%	271 372 \$
11	46	7 714 \$	0 \$	368 894 \$	23.34%	7 714 \$	0 \$	97 658 \$	2.33%	271 236 \$
12	47	7 714 \$	0 \$	379 381 \$	20.49%	7 714 \$	0 \$	107 822 \$	2.33%	271 558 \$
13	48	7 714 \$	0 \$	390 550 \$	18.21%	7 714 \$	0 \$	118 222 \$	2.33%	272 328 \$
14	49	7 714 \$	0 \$	402 419 \$	16.35%	7 714 \$	0 \$	128 864 \$	2.33%	273 555 \$
15	50	7 714 \$	0 \$	414 996 \$	14.81%	7 714 \$	0 \$	139 754 \$	2.33%	275 243 \$
16	51	7 714 \$	0 \$	428 280 \$	13.53%	7 714 \$	0 \$	150 897 \$	2.33%	277 383 \$
17	52	7 714 \$	0 \$	442 253 \$	12.45%	7 714 \$	0 \$	162 298 \$	2.33%	279 955 \$
18	53	7 714 \$	0 \$	456 938 \$	11.52%	7 714 \$	0 \$	173 965 \$	2.33%	282 973 \$
19	54	7 714 \$	0 \$	472 322 \$	10.73%	7 714 \$	0 \$	185 903 \$	2.33%	286 419 \$
20	55	7 714 \$	0 \$	488 437 \$	10.04%	7 714 \$	0 \$	198 119 \$	2.33%	290 319 \$
21	56	0 \$	0 \$	504 005 \$	9.55%	0 \$	0 \$	202 725 \$	2.33%	301 280 \$
22	57	0 \$	0 \$	519 929 \$	9.12%	0 \$	0 \$	207 438 \$	2.33%	312 490 \$
23	58	0 \$	0 \$	536 226 \$	8.74%	0 \$	0 \$	212 261 \$	2.33%	323 965 \$
24	59	0 \$	0 \$	552 894 \$	8.41%	0 \$	0 \$	217 196 \$	2.33%	335 698 \$
25	60	0 \$	0 \$	569 999 \$	8.10%	0 \$	0 \$	222 246 \$	2.33%	347 752 \$
26	61	0 \$	0 \$	587 537 \$	7.83%	0 \$	0 \$	227 413 \$	2.33%	360 123 \$
27	62	0 \$	0 \$	605 530 \$	7.59%	0 \$	0 \$	232 701 \$	2.33%	372 829 \$
28	63	0 \$	0 \$	624 030 \$	7.37%	0 \$	0 \$	238 111 \$	2.33%	385 919 \$
29	64	0 \$	0 \$	643 025 \$	7.16%	0 \$	0 \$	243 647 \$	2.33%	399 377 \$
30	65	0 \$	0 \$	662 567 \$	6.98%	0 \$	0 \$	249 312 \$	2.33%	413 255 \$

# COMPARISON SUMMARY

## Insured Retirement Plan

## Taxable Investment

End of Year	Age	Total Premium	Tax-free Loan Amount (Indexed at 0%)	Net Estate Value	Net Return on Investment on Death	Total Deposit	Net Withdrawals	Net Estate Value	Net Return on Investment on Death	IRP Advantage
31	66	0 \$	21 054 \$	660 578 \$	6.66%	0 \$	21 054 \$	233 565 \$	1.92%	427 013 \$
32	67	0 \$	21 054 \$	658 078 \$	6.36%	0 \$	21 054 \$	217 452 \$	1.52%	440 626 \$
33	68	0 \$	21 054 \$	655 037 \$	6.09%	0 \$	21 054 \$	200 965 \$	1.12%	454 073 \$
34	69	0 \$	21 054 \$	651 380 \$	5.83%	0 \$	21 054 \$	184 094 \$	0.72%	467 287 \$
35	70	0 \$	21 054 \$	647 109 \$	5.58%	0 \$	21 054 \$	166 831 \$	0.31%	480 278 \$
36	71	0 \$	21 054 \$	642 176 \$	5.35%	0 \$	21 054 \$	149 166 \$	-0.13%	493 010 \$
37	72	0 \$	21 054 \$	636 544 \$	5.13%	0 \$	21 054 \$	131 091 \$	-0.59%	505 453 \$
38	73	0 \$	21 054 \$	630 164 \$	4.92%	0 \$	21 054 \$	112 596 \$	-1.11%	517 568 \$
39	74	0 \$	21 054 \$	622 929 \$	4.72%	0 \$	21 054 \$	93 670 \$	-1.69%	529 258 \$
40	75	0 \$	21 054 \$	614 838 \$	4.53%	0 \$	21 054 \$	74 305 \$	-2.40%	540 533 \$
41	76	0 \$	21 054 \$	605 775 \$	4.34%	0 \$	21 054 \$	54 489 \$	-3.31%	551 286 \$
42	77	0 \$	21 054 \$	595 668 \$	4.16%	0 \$	21 054 \$	34 213 \$	-4.64%	561 456 \$
43	78	0 \$	21 054 \$	584 445 \$	3.98%	0 \$	21 054 \$	13 465 \$	-7.28%	570 981 \$
44	79	0 \$	21 054 \$	572 023 \$	3.80%	0 \$	13 465 \$	0 \$	NA	572 023 \$
45	80	0 \$	21 054 \$	558 320 \$	3.63%	0 \$	0 \$	0 \$	NA	558 320 \$
46	81	0 \$	21 054 \$	543 167 \$	3.45%	0 \$	0 \$	0 \$	NA	543 167 \$
47	82	0 \$	21 054 \$	526 608 \$	3.28%	0 \$	0 \$	0 \$	NA	526 608 \$
48	83	0 \$	21 054 \$	508 771 \$	3.11%	0 \$	0 \$	0 \$	NA	508 771 \$
49	84	0 \$	21 054 \$	489 590 \$	2.93%	0 \$	0 \$	0 \$	NA	489 590 \$
50	85	0 \$	21 054 \$	468 996 \$	2.75%	0 \$	0 \$	0 \$	NA	468 996 \$
51	86	0 \$	21 054 \$	447 002 \$	2.57%	0 \$	0 \$	0 \$	NA	447 002 \$
52	87	0 \$	0 \$	445 549 \$	2.50%	0 \$	0 \$	0 \$	NA	445 549 \$
53	88	0 \$	0 \$	443 659 \$	2.44%	0 \$	0 \$	0 \$	NA	443 659 \$
54	89	0 \$	0 \$	441 317 \$	2.37%	0 \$	0 \$	0 \$	NA	441 317 \$
55	90	0 \$	0 \$	438 504 \$	2.30%	0 \$	0 \$	0 \$	NA	438 504 \$
56	91	0 \$	0 \$	434 823 \$	2.24%	0 \$	0 \$	0 \$	NA	434 823 \$
57	92	0 \$	0 \$	429 626 \$	2.16%	0 \$	0 \$	0 \$	NA	429 626 \$
58	93	0 \$	0 \$	422 371 \$	2.08%	0 \$	0 \$	0 \$	NA	422 371 \$
59	94	0 \$	0 \$	412 751 \$	1.99%	0 \$	0 \$	0 \$	NA	412 751 \$
60	95	0 \$	0 \$	400 551 \$	1.90%	0 \$	0 \$	0 \$	NA	400 551 \$

# COMPARISON SUMMARY

## Insured Retirement Plan

## Taxable Investment

End of Year	Age	Total Premium	Tax-free Loan Amount (Indexed at 0%)	Net Estate Value	Net Return on Investment on Death	Total Deposit	Net Withdrawals	Net Estate Value	Net Return on Investment on Death	IRP Advantage
61	96	0 \$	0 \$	385 264 \$	1.78%	0 \$	0 \$	0 \$	NA	385 264 \$
62	97	0 \$	0 \$	366 452 \$	1.65%	0 \$	0 \$	0 \$	NA	366 452 \$
63	98	0 \$	0 \$	343 607 \$	1.50%	0 \$	0 \$	0 \$	NA	343 607 \$
64	99	0 \$	0 \$	316 261 \$	1.32%	0 \$	0 \$	0 \$	NA	316 261 \$
65	100	0 \$	0 \$	284 096 \$	1.10%	0 \$	0 \$	0 \$	NA	284 096 \$

# TAXABLE INVESTMENT SUMMARY

End of Year	Age	Total Deposit	Annual After-Tax Withdrawals (Beginning of Year)	Annual Taxable Growth	Annual Tax Payable	Net Estate Value	Net Return on Investment
1	36	7 714 \$	0 \$	386 \$	206 \$	7 893 \$	2.33%
2	37	7 714 \$	0 \$	780 \$	417 \$	15 970 \$	2.33%
3	38	7 714 \$	0 \$	1 184 \$	634 \$	24 235 \$	2.33%
4	39	7 714 \$	0 \$	1 597 \$	855 \$	32 692 \$	2.33%
5	40	7 714 \$	0 \$	2 020 \$	1 081 \$	41 345 \$	2.33%
6	41	7 714 \$	0 \$	2 453 \$	1 312 \$	50 200 \$	2.33%
7	42	7 714 \$	0 \$	2 896 \$	1 549 \$	59 260 \$	2.33%
8	43	7 714 \$	0 \$	3 349 \$	1 792 \$	68 531 \$	2.33%
9	44	7 714 \$	0 \$	3 812 \$	2 040 \$	78 018 \$	2.33%
10	45	7 714 \$	0 \$	4 287 \$	2 293 \$	87 725 \$	2.33%
11	46	7 714 \$	0 \$	4 772 \$	2 553 \$	97 658 \$	2.33%
12	47	7 714 \$	0 \$	5 269 \$	2 819 \$	107 822 \$	2.33%
13	48	7 714 \$	0 \$	5 777 \$	3 091 \$	118 222 \$	2.33%
14	49	7 714 \$	0 \$	6 297 \$	3 369 \$	128 864 \$	2.33%
15	50	7 714 \$	0 \$	6 829 \$	3 653 \$	139 754 \$	2.33%
16	51	7 714 \$	0 \$	7 373 \$	3 945 \$	150 897 \$	2.33%
17	52	7 714 \$	0 \$	7 931 \$	4 243 \$	162 298 \$	2.33%
18	53	7 714 \$	0 \$	8 501 \$	4 548 \$	173 965 \$	2.33%
19	54	7 714 \$	0 \$	9 084 \$	4 860 \$	185 903 \$	2.33%
20	55	7 714 \$	0 \$	9 681 \$	5 179 \$	198 119 \$	2.33%
21	56	0 \$	0 \$	9 906 \$	5 300 \$	202 725 \$	2.33%
22	57	0 \$	0 \$	10 136 \$	5 423 \$	207 438 \$	2.33%
23	58	0 \$	0 \$	10 372 \$	5 549 \$	212 261 \$	2.33%
24	59	0 \$	0 \$	10 613 \$	5 678 \$	217 196 \$	2.33%
25	60	0 \$	0 \$	10 860 \$	5 810 \$	222 246 \$	2.33%
26	61	0 \$	0 \$	11 112 \$	5 945 \$	227 413 \$	2.33%
27	62	0 \$	0 \$	11 371 \$	6 083 \$	232 701 \$	2.33%
28	63	0 \$	0 \$	11 635 \$	6 225 \$	238 111 \$	2.33%
29	64	0 \$	0 \$	11 906 \$	6 369 \$	243 647 \$	2.33%
30	65	0 \$	0 \$	12 182 \$	6 518 \$	249 312 \$	2.33%

# TAXABLE INVESTMENT SUMMARY

End of Year	Age	Total Deposit	Annual After-Tax Withdrawals (Beginning of Year)	Annual Taxable Growth	Annual Tax Payable	Net Estate Value	Net Return on Investment
31	66	0 \$	21 054 \$	11 413 \$	6 106 \$	233 565 \$	1.92%
32	67	0 \$	21 054 \$	10 626 \$	5 685 \$	217 452 \$	1.52%
33	68	0 \$	21 054 \$	9 820 \$	5 254 \$	200 965 \$	1.12%
34	69	0 \$	21 054 \$	8 996 \$	4 813 \$	184 094 \$	0.72%
35	70	0 \$	21 054 \$	8 152 \$	4 361 \$	166 831 \$	0.31%
36	71	0 \$	21 054 \$	7 289 \$	3 900 \$	149 166 \$	-0.13%
37	72	0 \$	21 054 \$	6 406 \$	3 427 \$	131 091 \$	-0.59%
38	73	0 \$	21 054 \$	5 502 \$	2 943 \$	112 596 \$	-1.11%
39	74	0 \$	21 054 \$	4 577 \$	2 449 \$	93 670 \$	-1.69%
40	75	0 \$	21 054 \$	3 631 \$	1 942 \$	74 305 \$	-2.40%
41	76	0 \$	21 054 \$	2 663 \$	1 424 \$	54 489 \$	-3.31%
42	77	0 \$	21 054 \$	1 672 \$	894 \$	34 213 \$	-4.64%
43	78	0 \$	21 054 \$	658 \$	352 \$	13 465 \$	-7.28%
44	79	0 \$	13 465 \$	0 \$	0 \$	0 \$	NA
45	80	0 \$	0 \$	0 \$	0 \$	0 \$	NA
46	81	0 \$	0 \$	0 \$	0 \$	0 \$	NA
47	82	0 \$	0 \$	0 \$	0 \$	0 \$	NA
48	83	0 \$	0 \$	0 \$	0 \$	0 \$	NA
49	84	0 \$	0 \$	0 \$	0 \$	0 \$	NA
50	85	0 \$	0 \$	0 \$	0 \$	0 \$	NA
51	86	0 \$	0 \$	0 \$	0 \$	0 \$	NA
52	87	0 \$	0 \$	0 \$	0 \$	0 \$	NA
53	88	0 \$	0 \$	0 \$	0 \$	0 \$	NA
54	89	0 \$	0 \$	0 \$	0 \$	0 \$	NA
55	90	0 \$	0 \$	0 \$	0 \$	0 \$	NA
56	91	0 \$	0 \$	0 \$	0 \$	0 \$	NA
57	92	0 \$	0 \$	0 \$	0 \$	0 \$	NA
58	93	0 \$	0 \$	0 \$	0 \$	0 \$	NA
59	94	0 \$	0 \$	0 \$	0 \$	0 \$	NA
60	95	0 \$	0 \$	0 \$	0 \$	0 \$	NA

# TAXABLE INVESTMENT SUMMARY

End of Year	Age	Total Deposit	Annual After-Tax Withdrawals (Beginning of Year)	Annual Taxable Growth	Annual Tax Payable	Net Estate Value	Net Return on Investment
61	96	0 \$	0 \$	0 \$	0 \$	0 \$	NA
62	97	0 \$	0 \$	0 \$	0 \$	0 \$	NA
63	98	0 \$	0 \$	0 \$	0 \$	0 \$	NA
64	99	0 \$	0 \$	0 \$	0 \$	0 \$	NA
65	100	0 \$	0 \$	0 \$	0 \$	0 \$	NA

# LOAN RATE SENSITIVITY ANALYSIS

End of Year	Age	Total CSV	Tax-free loan amount	Total Loan Balance at 5%	Loan Balance / CSV Ratio at 5%	Total Loan Balance at 6%	Loan Balance / CSV Ratio at 6 %	Total Loan Balance at 7%	Loan Balance / CSV Ratio at 7%
31	66	359 049 \$	21 054 \$	22 106 \$	6.16%	22 317 \$	6.22%	22 528 \$	6.27%
32	67	379 920 \$	21 054 \$	45 318 \$	11.93%	45 973 \$	12.10%	46 632 \$	12.27%
33	68	401 754 \$	21 054 \$	69 691 \$	17.35%	71 048 \$	17.68%	72 424 \$	18.03%
34	69	424 558 \$	21 054 \$	95 282 \$	22.44%	97 628 \$	23.00%	100 021 \$	23.56%
35	70	448 384 \$	21 054 \$	122 152 \$	27.24%	125 803 \$	28.06%	129 550 \$	28.89%
36	71	474 312 \$	21 054 \$	150 366 \$	31.70%	155 668 \$	32.82%	161 146 \$	33.97%
37	72	501 382 \$	21 054 \$	179 991 \$	35.90%	187 325 \$	37.36%	194 954 \$	38.88%
38	73	529 632 \$	21 054 \$	211 097 \$	39.86%	220 882 \$	41.70%	231 128 \$	43.64%
39	74	559 085 \$	21 054 \$	243 758 \$	43.60%	256 452 \$	45.87%	269 835 \$	48.26%
40	75	589 820 \$	21 054 \$	278 053 \$	47.14%	294 156 \$	49.87%	311 251 \$	52.77%
41	76	621 863 \$	21 054 \$	314 062 \$	50.50%	334 122 \$	53.73%	355 566 \$	57.18%
42	77	655 277 \$	21 054 \$	351 872 \$	53.70%	376 487 \$	57.45%	402 983 \$	61.50%
43	78	690 147 \$	21 054 \$	391 572 \$	56.74%	421 393 \$	61.06%	453 719 \$	65.74%
44	79	726 564 \$	21 054 \$	433 257 \$	59.63%	468 993 \$	64.55%	508 007 \$	69.92%
45	80	764 641 \$	21 054 \$	477 026 \$	62.39%	519 450 \$	67.93%	566 095 \$	74.03%
46	81	804 453 \$	21 054 \$	522 984 \$	65.01%	572 934 \$	71.22%	628 249 \$	78.10%
47	82	845 980 \$	21 054 \$	571 239 \$	67.52%	629 627 \$	74.43%	694 754 \$	82.12%
48	83	889 213 \$	21 054 \$	621 908 \$	69.94%	689 722 \$	77.57%	765 915 \$	86.13%
49	84	934 194 \$	21 054 \$	675 110 \$	72.27%	753 422 \$	80.65%	842 056 \$	90.14%
50	85	981 006 \$	21 054 \$	730 972 \$	74.51%	820 944 \$	83.68%	923 528 \$	94.14%
51	86	1 029 809 \$	21 054 \$	789 627 \$	76.68%	892 518 \$	86.67%	1 010 702 \$	98.14%
52	87	1 080 654 \$	0 \$	829 108 \$	76.72%	946 069 \$	87.55%	1 081 452 \$	100.07%
53	88	1 133 780 \$	0 \$	870 563 \$	76.78%	1 002 833 \$	88.45%	1 157 153 \$	102.06%
54	89	1 189 402 \$	0 \$	914 092 \$	76.85%	1 063 003 \$	89.37%	1 238 154 \$	104.10%
55	90	1 247 896 \$	0 \$	959 796 \$	76.91%	1 126 784 \$	90.29%	1 324 825 \$	106.16%
56	91	1 298 912 \$	0 \$	1 007 786 \$	77.59%	1 194 391 \$	91.95%	1 417 562 \$	109.13%
57	92	1 350 677 \$	0 \$	1 058 175 \$	78.34%	1 266 054 \$	93.73%	1 516 792 \$	112.30%
58	93	1 403 241 \$	0 \$	1 111 084 \$	79.18%	1 342 017 \$	95.64%	1 622 967 \$	115.66%
59	94	1 456 493 \$	0 \$	1 166 638 \$	80.10%	1 422 538 \$	97.67%	1 736 575 \$	119.23%
60	95	1 510 600 \$	0 \$	1 224 970 \$	81.09%	1 507 891 \$	99.82%	1 858 135 \$	123.01%



# LOAN RATE SENSITIVITY ANALYSIS

End of Year	Age	Total CSV	Tax-free loan amount	Total Loan Balance at 5%	Loan Balance / CSV Ratio at 5%	Total Loan Balance at 6%	Loan Balance / CSV Ratio at 6%	Total Loan Balance at 7%	Loan Balance / CSV Ratio at 7%
61	96	1 565 821 \$	0 \$	1 286 219 \$	82.14%	1 598 364 \$	102.08%	1 988 205 \$	126.98%
62	97	1 622 986 \$	0 \$	1 350 530 \$	83.21%	1 694 266 \$	104.39%	2 127 379 \$	131.08%
63	98	1 683 781 \$	0 \$	1 418 056 \$	84.22%	1 795 922 \$	106.66%	2 276 296 \$	135.19%
64	99	1 751 716 \$	0 \$	1 488 959 \$	85.00%	1 903 677 \$	108.67%	2 435 636 \$	139.04%
65	100	1 847 503 \$	0 \$	1 563 407 \$	84.62%	2 017 898 \$	109.22%	2 606 131 \$	141.06%

## SECURING a loan with a permanent LIFE INSURANCE policy (COLLATERAL FINANCING)

1. You can use your permanent life insurance policy as collateral for different types of loans, such as a personal loan or line of credit. These loans are granted in the form of a lump sum or a series of payments over a specific period of time. For more information about these different types of loans, please speak to your advisor.
2. Once you have used your policy as collateral for a loan with a financial institution, your rights under the insurance contract become limited. For instance, you cannot withdraw policy values, apply for a policy loan or make certain changes to your policy as long as you have not repaid your loan.
3. The collateral required by the financial institution generally depends on the net cash surrender value of your permanent life insurance policy or the amount payable upon your death.
4. The financial institution can demand the immediate repayment of the loan at any time that the loan conditions have not been met. It can also force you to surrender the permanent life insurance policy in order to apply the cash surrender value to your loan balance. For example, you could be asked to repay the loan if the amount of the loan, including the principal and interest, exceeds pre-established ratios between the loan balance and the policy's cash surrender values.
5. The interest rate payable on your loan can vary from one financial institution to another. The interest rate can also be based on the daily loan balance, including the unpaid principal and interest.
6. Loan interest payment options can vary from one financial institution to another. For example, variable rates of interest may be payable monthly, or you could pay a fixed amount, including the principal and interest. The interest could also be capitalized; in that case, the loan value, including the principal and interest, could be limited to a specified percentage of the policy's cash surrender values. If the loan value, including the principal and interest, exceeds this percentage, an interest payment may be required in order to maintain this maximum ratio, and the financial institution may demand the repayment of the loan.
7. The financial institution determines the terms and conditions for early repayment of the loan.
8. When all or a portion of the loan is used for investment purposes, your advisor is required to review the issues that may arise with the use of leveraging by individual investors and must provide you with the written warning required by investment regulators about the use of leverage. This warning describes the higher risk of loss associated with the use of leverage.

9. The interest paid on the loan may be deductible only if all the conditions set out in the Income Tax Act (Canada), as amended from time to time, have been satisfied. Where applicable, Quebec's Taxation Act limits the annual deduction of interest to the year's investment income. If the financial institution requires the collateral assignment of your life insurance policy as a condition of granting you the loan, you may be eligible for premium deductibility if all the conditions under the tax rules in force at the time of the loan have been satisfied. Under the current tax rules, your deduction in a year would be limited to the lesser of the life insurance premiums and the year's Net Cost of Pure Insurance (NCPI). Over the period of the loan, the amount you may be entitled to deduct will vary based on the year's NCPI and the ratio between the loan balance (or the used balance of a line of credit) and the life insurance policy's death benefit. Under current tax regulations, assigning a life insurance policy as collateral for a loan is not considered a disposition for tax purposes. However, governments can amend tax laws. The tax treatment may be changed without contracts or loans already in place benefitting from vested rights. Desjardins Insurance strongly recommends that you obtain additional information on these subjects from a qualified tax advisor or accountant.
10. This illustration is complete only if all the pages are included. It must also be accompanied by the appropriate Desjardins Insurance product illustration, whose assumptions can be found in the "Scenarios and Assumptions" section.
11. This illustration was prepared for information purposes only and is not and will not be part of any insurance contract. It is used to illustrate the features of the Insured Retirement Plan based on specified assumptions. It is not an offer of insurance nor an insurance contract, nor is it a legal or tax opinion.
12. This illustration applies only when an individual assigns a life insurance policy as collateral for a personal loan and does not apply in a corporate context. The scope of the benefits illustrated are based on specific assumptions which may or may not be achieved depending on actual performance and are not guaranteed. For individual circumstances, consult with your tax, accounting, and legal professional advisors.
13. Our comments on the legal and tax implications of implementing an IRP do not cover all possible situations. The legal and tax implications may be different in the event of changes to legislation or administrative policies. For individual circumstances, consult with your tax, accounting, and legal professional advisors.