

IAG Savings and Retirement Plan



Product Summary



For advisor use only

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The IAG Savings and Retirement Plan includes several series of segregated funds designed to meet the needs of all types of investors.

Your clients can benefit from a comprehensive savings plan that combines all of their goals: investing, saving for special projects, retirement savings or retirement income.

Investing in segregated funds also means:

- Taking advantage of market growth
- Retaining profits even if there is a drop in the markets
- Obtaining a quick and confidential settlement at death
- Enjoying protection from creditors

The IAG Savings and Retirement Plan ensures your clients' peace of mind not only during retirement, but also throughout their working/active life.

Plans offered

- Non-registered savings plans
- TFSA: Tax-Free Savings Account
- RRSP: Registered Retirement Savings Plan
- LIRA: Locked-In Retirement Account
- Locked-In RRSP
- RRIF: Registered Retirement Income Fund
- LIF: Life Income Fund

Other investment options*

- RRSP loan (up to \$50,000)
- Investment loan (\$500,000 maximum)
- Dollar Cost Averaging (DCA): The contract holder invests the initial premium in the Money Market Fund. Every month, an amount pre-determined by the holder is automatically transferred from the Money Market Fund to be invested in funds the client has chosen. These transfers are made for a fixed 6- to 12-month period.

* These options are not included in the Income Stage of the FORLIFE Series.

Maximum age at issue¹

	Maximum age at issue
Non-registered savings plans/TFSA	90 ²
RRSP and LIRA	71
RRIF and LIF (if transferred from an RRSP/LIRA)	71
RRIF and LIF (if transferred from a RRIF/LIF)	90 ²

¹ The maximum age at issue may vary according to applicable legislation. For more information, see the *Information Folder* (F13-772A).

² The maximum age at issue for the Savings Stage of the FORLIFE Series is age 80.

Investment vehicles

Segregated funds

The IAG Savings and Retirement Plan consists of several series of segregated funds, each with its own guarantees and choice of funds:

Fund series

- Classic Series 75/75
- Classic Series 75/75 Prestige
- Series 75/100
- Series 75/100 Prestige
- Ecoflex Series 100/100
- FORLIFE Series

To see the list of funds offered in each series and the fund codes, please refer to the *F13-1000A: Fund Codes and Management Expense Ratios*.

Fund line-up

- Income funds
- Canadian and global diversified funds
- Canadian and global hybrid funds
- Canadian, American and international equity funds
- Specialty funds
- Index funds (including the Indexia funds)*
- Lifetime guaranteed income funds

* Each portfolio is composed of many underlying funds.

Guaranteed Interest Funds

- Fixed-Rate Guaranteed Interest Funds for terms of:
 - 1 month (automatically renewable)
 - 1 to 5 years
 - 10 years
- Progressive Rate Guaranteed Interest Funds of:
 - 5 years

High Interest Savings Account

Daily Interest Fund+ (DIF+)

Information on interest rates

Applicable interest rates and returns are available at ia.ca.

Minimum investment in the funds

	Classic Series 75/75	Series 75/100	Ecoflex Series 100/100	FORLIFE Series	
				Savings Stage	Income Stage
Minimum initial investment	\$100	\$100	\$100	\$100	\$25,000
Subsequent minimum investments	\$100	\$100	\$100	\$100	\$100
Minimum per fund	\$25	\$25	\$25	\$25	\$100
Minimum PAC	\$25	\$25	\$25	\$25	n/a
RRIF and LIF contracts – Minimum initial investment					
– FORLIFE Series – Income Stage: \$25,000		– Other series: \$10,000	– Lump-sum payments or transfers: \$500		
Guaranteed Interest Funds					
– Minimum initial investment: \$500					

Unit value

The unit value of each fund is determined every business day and is available on our website and in the Advisor Centre.

Management Expense Ratio (MER)

Management expense ratios are based on the series selected and each fund's risk level. For details on each fund's MER, refer to document *F13-1000A: Fund Codes and Management Expense Ratios*, available in the Document Centre of the Advisor Centre.

Fees

Fees are calculated on December 31 of each year, after all transactions have been processed. One quarter of the fees is paid to the company quarterly, on the anniversary date of the series (or on the first Valuation Date following that date), through a surrender of the series' units. The series fee rate is based on the volatility of the funds.

Category of fee rate	Fee rate	Fee rate	Fee rate
	Series 75/100 and Series 75/100 Prestige	Ecoflex Series 100/100	FORLIFE Series – Savings Stage
Category 1	0.10%	0.25%	0.10%
Category 2	0.20%	0.40%	0.25%
Category 3	0.30%	0.50%	0.40%
Category 4	-	0.65%	0.50%
Category 5	-	0.75%	-

Sales Charge Options

Deferred Sales Charge (client fee)

Year units were surrendered	Client fee as a percentage of the market value
1st year	5.5%
2nd and 3rd years	5.0%
4th and 5th years	4.0%
6th year	3.0%
7th year	2.0%
8th and subsequent years	0%

Charge Back over 3 or 5 years (advisor fee)

There is no client fee. The charge back is applied to the advisor during the first 3 or 5 years, and the percentage decreases each month. For more details, please refer to your commission schedule.

Front-End Load (no surrender fee)

A sales charge of up to 5% of the premium to be invested in the funds is negotiated by the policyholder and paid to his/her advisor.

Surrenders

- Minimum \$100 per surrender.
- If the Deferred Sales Charge (DSC) option is selected, surrender fees may apply, except for surrenders made over the course of a calendar year which do not exceed the greater of: 1) 10% of the market value of the contract, on the last business day of the previous year, plus 10% of the premiums invested in the contract during the current year;* or 2) the annual minimum RRIF withdrawal that must be made under the contract as prescribed by the *Income Tax Act* (Canada).

* The fee waiver on the 10% does not apply to surrenders made for transfer to another institution.

Refer to the *Information Folder and contract* (F13-772A) for more information on fees applicable to Guaranteed Interest Funds.

Transfers between funds

Transfers between funds within the same series are allowed with no transaction or surrender fees.

Transfer options upon death

Upon the annuitant's death, the contract can be maintained in force for the legal or common-law spouse. The spouse may elect to become the surviving annuitant even if not specifically designated as such in the contract. The **Inheritance Your Way** option allows the death benefit to be paid in the form of a life annuity, an annuity certain, a lump-sum payment or a combination of the three based on a formula adapted to each heir.

Documents and forms

<i>Application</i>	F17A
<i>Electronic Application</i>	F17EA
<i>Your Investor Profile</i>	F51-122A
<i>Information Folder and Contract</i>	F13-772A
<i>Funds Facts</i>	F14-10A

Four series available, each offering unique guarantees under one single contract

Guarantees	Classic Series 75/75 Classic Series 75/75 Prestige	Series 75/100 Series 75/100 Prestige	Ecoflex Series 100/100	FORLIFE Series
Maturity Date of the Guarantee	Set automatically to December 31 of the year in which the annuitant reaches age 100	Set automatically to December 31 of the year in which the annuitant reaches age 100	If the policyholder's age is 57 or over at the time of the initial investment: The maturity date is automatically set to 15 years from the initial investment date If the policyholder's age is under 57 at the time of the initial investment: The maturity date can be chosen by the policyholder and must: – fall between age 60 and 71, and – be at least 15 years from the initial investment date in the series	Set automatically to December 31 of the year in which the annuitant reaches age 100
Guaranteed Value at Maturity The highest between the market value and:	– 75% of all premiums invested in the funds ⁽¹⁾	– 75% of all premiums invested in the funds ⁽¹⁾	– Over 15 years to maturity: 100% of deposits ⁽¹⁾ (75% if annuitant is ≥ age 72 ⁽¹⁾) – 15 years or less to maturity: 75% of new deposits ⁽¹⁾	75% of all premiums invested in the funds ⁽¹⁾
Death Benefit Guarantee The highest between the market value and:	– 75% of all premiums invested in the funds ⁽¹⁾	– 100% of deposits made before age 80 ⁽¹⁾ – 75% of deposits made at or after age 80 ⁽¹⁾	– 100% of deposits made before age 80 ⁽¹⁾ – 75% of deposits made at or after age 80 ⁽¹⁾	– 100% of deposits made before age 80 ⁽¹⁾ – 75% of deposits made at or after age 80 ⁽¹⁾
Income Guarantee Investments in the Savings Stage for 10 years or more	n/a	n/a	n/a	Savings Stage Minimum income guarantee: 100% of all premiums invested for 10 years + + 75% of all premiums invested for – 10 years } x Minimum Income Rate ⁽²⁾ Minimum income rate of 5% at age 65 Income Stage FORLIFE Income = The greater of: Minimum income guarantee Or Market value x Current income rate ⁽³⁾
Income Guarantee No investment in the Savings Stage for 10 years or more or Investments directly into the Income Stage	n/a	n/a	n/a	Savings Stage No minimum income guarantee applies Income Stage FORLIFE Income: Market value x Current income rate ⁽³⁾
Resets of the Guarantees	No resets allowed	Guarantee at maturity – No resets allowed Guarantee at death – Client may request one reset per year up to age 80	Guarantee at maturity – Over 15 years to maturity: Increases up to four times per year if resets are requested by the client – 15 years to maturity: Automatic reset – Less than 15 years to maturity: No resets allowed Guarantee at death – Over 15 years to maturity: Client can request resets up to four times per year – 15 years to maturity: Automatic reset – Less than 15 years to maturity: Client can request a reset one time per year up to age 80	Guarantee at maturity No resets allowed Guarantee at death – Savings Stage: Client may request one reset per year up to age 80 Income guarantee – Income Stage: Automatic resets every three years

⁽¹⁾ Reduced in proportion to surrenders

⁽²⁾ Varies based on the age your client begins receiving income. The minimum income rate schedule is fixed and included in the contract.

⁽³⁾ The current income rate is reviewed periodically and is determined based on age, gender and interest rate levels. Once income payments have begun, income may only be adjusted upwards as a result of resets.

For more details, please see the *Information Folder and Individual Variable Annuity Contract* (F13-772A) or the *Product Guide* available in the Document Centre of the Advisor Centre.

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