



Millennium universal life insurance



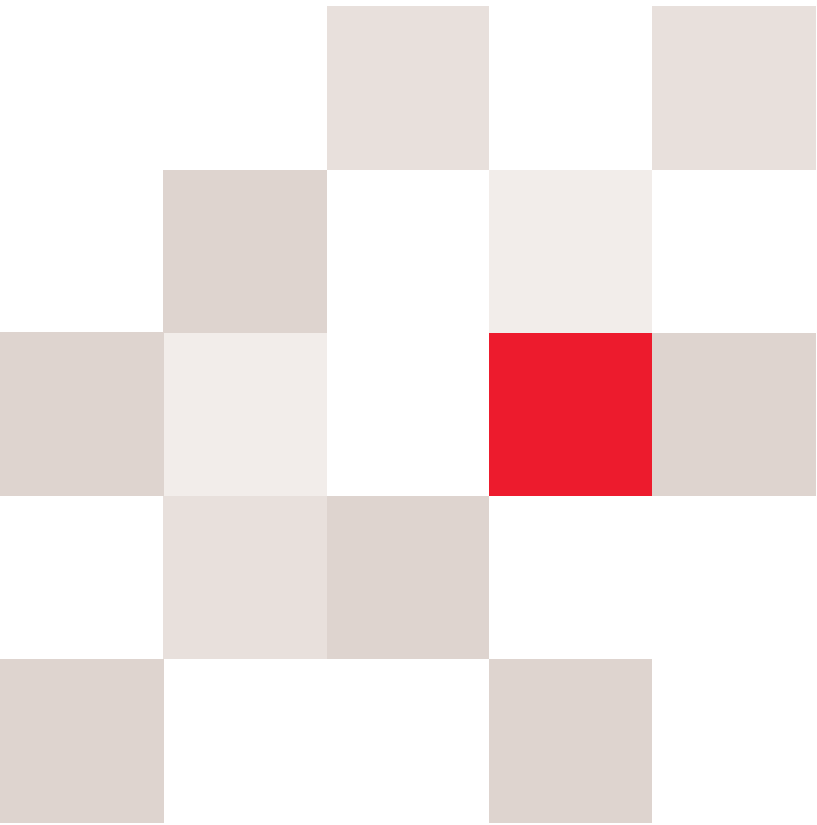
Risk profile questionnaire

Your interest option profile

Achieving your long-term savings goals is easy if you know where and how to invest your money. To assist you in selecting your interest options, Canada Life has developed a questionnaire to help determine the amount of risk you're comfortable with, while balancing it with your financial objectives and circumstances.

When selecting your interest options, you should consider the expected volatility of each option and the level of savings you expect to maintain.

Over time, your financial objectives, circumstances and the level of risk you're comfortable with will change. We recommend you periodically review your financial situation with your financial advisor.



Determining your profile

1. Answer the questions completely by circling the appropriate box.
2. Add up your points for each section (The points for each answer are located in the box).
3. Use your total score to determine your risk profile.

Once you know your risk profile, you can look at different interest options, including profile options designed for different risk profiles.

Section 1 – Your life insurance policy

Why have you applied for this life insurance policy?

(Circle the box to the right of your answer. This shows the number of points for this answer.)

- | | |
|---|----|
| Life insurance protection | 0 |
| Life insurance protection with some investment growth | 10 |
| Life insurance protection with maximum tax-deferred investment growth | 20 |

Total points for section 1:

Section 2 – Your investment horizon

A. When do you anticipate accessing the cash surrender value that may be available in your life insurance policy?

- | | |
|---------------------------------|----|
| Less than 10 years ¹ | 1 |
| 10 to 20 years | 15 |
| 21 years or longer or never | 20 |

B. How likely is it you'll need to access a portion of the cash surrender value earlier than anticipated?

- | | |
|-------------------------------|----|
| Less than 10 per cent | 25 |
| 10 to 20 per cent | 16 |
| 20 to 30 per cent | 8 |
| Over 30 per cent ¹ | 8 |

Total points for section 2:

Section 3 – Your investment experience

Which statement best describes your understanding of investments?

- | | |
|---|----|
| I have very little understanding and I rely exclusively on the recommendations of financial advisors. | 2 |
| I have limited understanding of stocks and bonds, but I don't follow financial markets. | 5 |
| I have a good working understanding of investments and I regularly follow financial markets. | 8 |
| I understand completely how different investment products work, including stocks and bonds, and I follow financial markets closely. | 10 |

Total points for section 3:

1. If you think you may require a significant amount of funds from the cash surrender value of a policy in the near future, accumulating funds within a permanent life insurance policy may not be appropriate for you at this time. We recommend you discuss your short-term needs with your financial advisor. Please note that surrender charges apply and provincial premium tax is deducted when the funds are deposited.

Section 4 – Your attitude towards risk

A. Which of the following statements most correctly describes your investment philosophy?

- I can't accept any fluctuation in principal. 5
- I can only accept minimal fluctuations and I prefer to invest in safer, lower-return investments. 10
- I'm willing to tolerate some ups and downs in the value of my investments to achieve overall higher returns in the long run. 20
- My main interest is high, long-term returns and I'm not concerned about short-term decreases in the value of my investments. 30

B. Assuming you're investing \$100,000 for the long term, what is the maximum drop in your portfolio's value you could comfortably tolerate in any given year?

- I'd be uncomfortable with any loss. 2
- A \$5,000 drop is all I could live with. 5
- A \$10,000 decline is something I could tolerate. 10
- A \$15,000 drop would be about all I could stand. 15
- A \$20,000 decline is pretty much my limit. 20
- I could live with a decline of more than \$20,000. 25

C. Realizing there will be downturns in the market, in the event of a significant loss, how long would you be prepared to hold your existing investments in the anticipation of a recovery in value?

- Less than three months 5
- Three to six months 8
- Six months to one year 10
- One to two years 15
- Two to three years 20
- Three years or more 25

D. Some investors are more willing than others to accept periodic declines in the value of their portfolio as a trade-off for potentially higher long-term returns. Which response best represents your feelings toward the following statement?

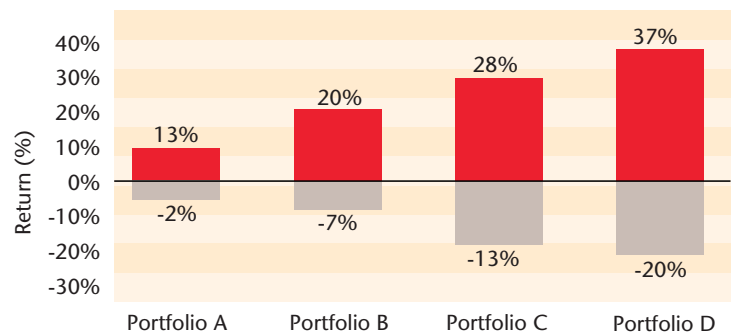
- I'm willing to accept potentially large and frequent declines in the value of my investment, if such risk will increase the likelihood of achieving higher long-term returns.*
- Strongly agree 20
- Agree 15
- Disagree 10
- Strongly disagree 5

Total points for section 4:

Section 5 – Portfolio volatility

A portfolio is a basket of different investments. The returns earned by a specific portfolio and the associated risks depend on the mix of investments that make up the portfolio.

The following graph shows the probable fluctuation range of returns (from best to worst) of four hypothetical portfolios over a one-year period. Which of these portfolios would you prefer to invest in?



- Portfolio A 5
- Portfolio B 10
- Portfolio C 20
- Portfolio D 30

Total points for section 5:

Section 6 – Your personal information

A. Which of the following ranges includes your age?

Under 30	15
30 to 39	15
40 to 49	15
50 to 59	10
60 to 69	5
70 to 79	3
Over 79	2

B. Which of the following ranges best represents your current annual family income, including pensions, before taxes?

\$30,000 or less	4
\$30,001 to \$60,000	6
\$60,001 to \$90,000	8
\$90,001 to \$120,000	10
Over \$120,000	10

C. After deducting any loan or mortgage balances, which of the following ranges best represents your immediate family's overall net worth?

\$30,000 or less	2
\$30,001 to \$50,000	4
\$50,001 to \$100,000	6
\$100,001 to \$200,000	8
\$200,001 to \$300,000	10
Over \$300,000	10

D. Which of the following best describes your investment style?

Conservative	2
Moderately conservative	6
Moderate	10
Moderately aggressive	15
Aggressive	20

Total points for section 6:

Determine your risk profile

1. Add up the points for each section to get your final total.

Total points for section 1:	<input type="text"/>
+ Total points for section 2:	<input type="text"/>
+ Total points for section 3:	<input type="text"/>
+ Total points for section 4:	<input type="text"/>
+ Total points for section 5:	<input type="text"/>
+ Total points for section 6:	<input type="text"/>
= Final total:	<input type="text"/>

2. Compare your final total with these suggested risk profiles.

Final total	Suggested risk profile
115 or less	Conservative profile
116 to 145	Moderate profile
146 to 170	Balanced profile
171 to 190	Advanced profile
191 or more	Aggressive profile

These are suggested risk profiles, based on the information gained from this questionnaire. They are intended as a guide only and not as a recommendation of a particular *Millennium universal life insurance* interest option.

Review the *Millennium universal life insurance interest options* brochure with your financial advisor to ensure that you're comfortable with the potential volatility of the returns for the interest options you elect.

Conservative profile

Security is your most important concern.

Millennium conservative profile – provides diversification and convenience

Target asset mix:

The designated funds invest in a broad range of fixed-income investments, including bonds, debentures, cash and short-term securities, and, to a lesser degree, in equities issued by a broad range of Canadian and foreign corporations.

This fund usually divides its investments as follows:

- 75 per cent fixed-income investments
- 25 per cent equity investments

Note the underlying funds used for the *Millennium* conservative profile option are subject to change at any time without notice, as determined by Canada Life.

Other interest options that may be considered for a portion of the asset mix:

- Guaranteed interest options – one, three, five and 10 years – to make the investment mix more conservative
- Bond-linked variable interest options – to make the investment mix more conservative
- Balanced or asset allocation fund-linked options
- Broadly based Canadian fund-linked equity options

Please discuss your options with your financial advisor and see the *Millennium universal life insurance interest options* brochure for more details.

Moderate profile

Security is important to you, but not your first priority.

Millennium moderate profile – provides income and long-term growth of investment

Target asset mix:

The designated funds invest in a broad range of fixed-income investments, including bonds and debentures, and equities issued by a broad range of Canadian and foreign corporations, and in cash and short-term securities.

This fund usually divides its investments as follows:

- 60 per cent fixed-income investments
- 40 per cent equity investments

Note the underlying funds used for the *Millennium* moderate profile option are subject to change at any time without notice, as determined by Canada Life.

Other interest options that may be considered for a portion of the asset mix:

- Guaranteed interest options – one, three, five and 10 years
- Variable interest options linked to bonds or Canadian equity
- Balanced or asset allocation fund-linked options
- Broadly based Canadian equity interest options

Please discuss your options with your financial advisor and see the *Millennium universal life insurance interest options* brochure for more details.

Balanced profile

You're willing to accept some risk for potential higher returns over time (20 years or more).

Millennium balanced profile – provides balance between income and long-term growth of investment

Target asset mix:

The designated funds invest in a broad range of fixed-income investments, including bonds and debentures, and equities issued by a broad range of Canadian and foreign corporations, and in cash and short-term securities.

This fund usually divides its investments as follows:

- 60 per cent equity investments
- 40 per cent fixed-income investments

Note the underlying funds used for the *Millennium* balanced profile option are subject to change at any time without notice, as determined by Canada Life.

Other interest options that may be considered for a portion of the asset mix:

- Guaranteed interest options – one, three, five and 10 years
- Bond, Canadian equity or U.S. equity-linked options

- Balanced or asset allocation fund-linked options
- Broadly based Canadian fund-linked equity options

Please discuss your options with your financial advisor and see the *Millennium universal life insurance interest options* brochure for more details.

Advanced profile

You're willing to accept risk for the potential of higher returns over time. You are looking for your investments to grow in value over time.

Millennium advanced profile – provides long-term growth of investment and some income

Target asset mix:

The designated funds invest in a broad range of equity investments, including common and other shares issued by Canadian and foreign corporations and, to a lesser degree, fixed-income investments including bonds and debentures, and in cash and short-term securities.

This fund usually divides its investments as follows:

- 80 per cent equity investments
- 20 per cent fixed-income investments

Note the underlying funds used for the *Millennium advanced profile* option are subject to change at any time without notice, as determined by Canada Life.

Other interest options that may be considered for a portion of the asset mix:

- If you choose not to use the profile, it's important to ensure that you achieve adequate diversification in your variable account selections.
- Certain index-linked options can provide some diversity.
- Consider a mixture of growth and value oriented funds to help increase diversity.
- Investments in narrow sectors (e.g., resources, technology) should be kept to a smaller part of your total asset mix.

Please discuss your options with your financial advisor and see the *Millennium universal life insurance interest options* brochure for more details.

Aggressive profile

You're comfortable with fluctuations in your investments, given the potential for higher long-term returns.

Millennium aggressive profile – provides long-term growth of investment

Target asset mix:

The designated funds invest in a broad range of equity investments, including common and other shares issued by Canadian and foreign corporations.

This fund usually divides its investments as follows:

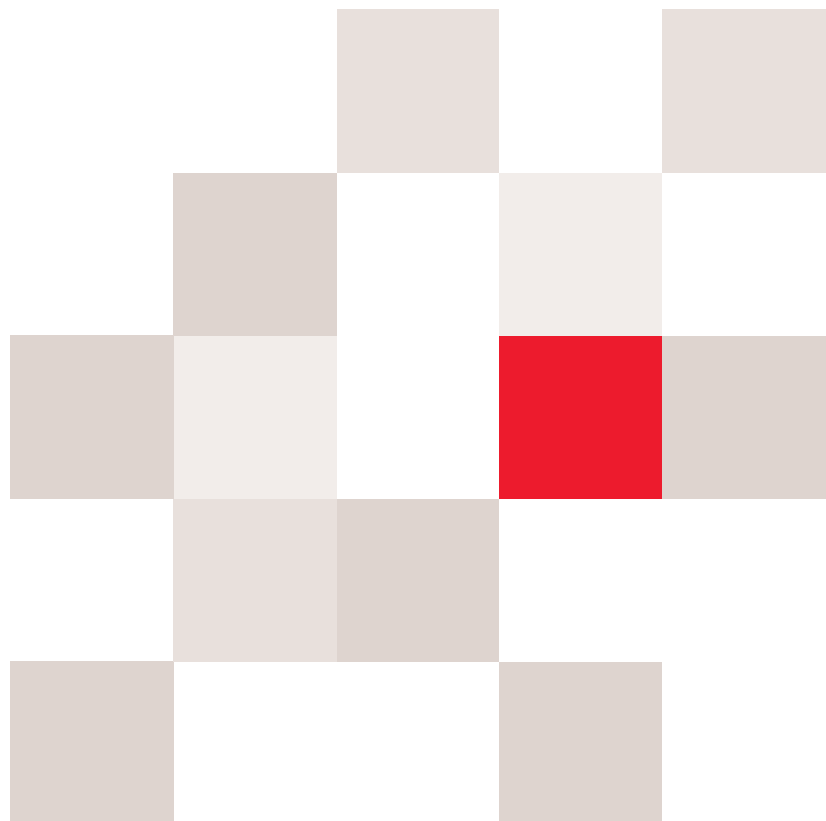
- 100 per cent equity investments

Note the underlying funds used for the *Millennium aggressive profile* option are subject to change at any time without notice, as determined by Canada Life.

Other interest options that may be considered for a portion of the asset mix:

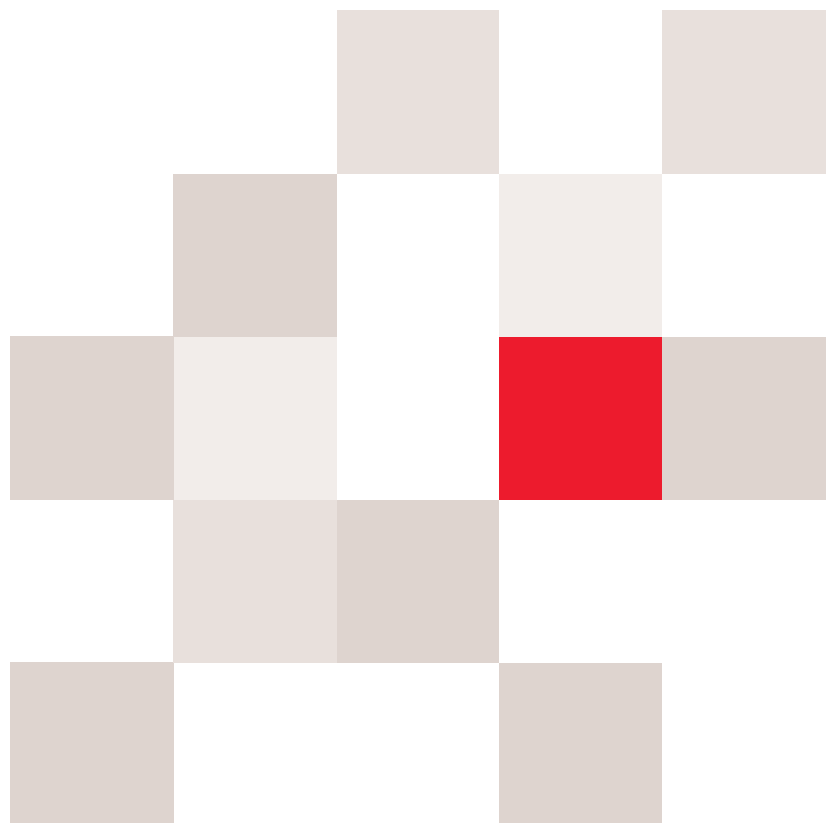
- Variable interest options linked to equity indexes
- Individual fund-linked options with a growth orientation

Please discuss your options with your financial advisor and see the *Millennium universal life insurance interest options* brochure for more details.





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