

GIF Select[®]

Featuring
InvestmentPlus, IncomePlus and EstatePlus



With you for a
lifetime of protection

ADVISOR GUIDE

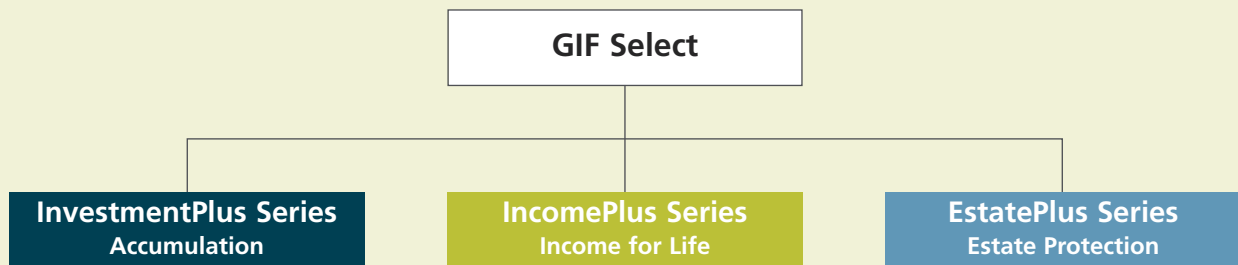
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This guide applies to GIF Select contracts sold on or after October 5th, 2009. The information pertaining to IncomePlus within this guide describes IncomePlus version 2 only, and does not apply to GIF Select IncomePlus contracts sold prior to October 5th 2009.

GIF Select at a Glance

GIF Select is unlike any other investment product currently offered in Canada. With GIF Select, you can customize your clients' investments with protection features that best suit their needs now and in the future, all within one contract.



- InvestmentPlus offers flexibility, the maximum growth potential of the markets, plus basic protection benefits, all at a low cost
- IncomePlus can help provide predictable, sustainable, and potentially increasing retirement income for life
- EstatePlus helps investors protect their legacy for beneficiaries

GIF SELECT: WITH YOU FOR A LIFETIME OF PROTECTION

	Wealth Builders (34-44)	Wealth Accumulators/ Accelerators (45-64)	Wealth Preservers (65+)
Accumulation	Maximum Growth Potential InvestmentPlus		
Income Protection		Lifetime Income Protection IncomePlus	
Estate Protection			100% Death Benefit Guarantee EstatePlus

One Contract – Three Investment Series

FEATURE	INVESTMENTPLUS	INCOMEPLUS	ESTATEPLUS
	ACCUMULATION	INCOME PROTECTION	ESTATE PROTECTION
Death Benefit Guarantee (DBG)	<ul style="list-style-type: none"> 75% of deposit value, reduced proportionally by withdrawals 	<ul style="list-style-type: none"> 100% of deposit value to the applicable Series, reduced proportionally by withdrawals 	
Maturity Guarantee	<ul style="list-style-type: none"> 75% of deposits to the applicable Series, reduced proportionally by withdrawals Available on December 31st of the annuitant's 100th year or earlier where required by legislation 		
Guaranteed Withdrawal Benefit (GWB) Benefit Base	N/A	<ul style="list-style-type: none"> Initially set to 100% of deposit value, increases with deposits, and is reduced proportionally for withdrawals exceeding the Lifetime Withdrawal Amount or withdrawals prior to the LWA eligibility date 	N/A
Lifetime Withdrawal Amount (LWA)	N/A	<p>Single Life Payout Option</p> <ul style="list-style-type: none"> Available at January 1st in the year the annuitant is age 65 or older 5% of the GWB Benefit Base annually (not eligible to continue after annuitant's death) <p>Joint Life Payout Option[†]</p> <ul style="list-style-type: none"> Based on the lives of the annuitant and Joint Life Available at January 1st in the year the younger spouse is 65 or older 4.5% of the GWB Benefit Base annually 	N/A
Guaranteed Withdrawal Benefit (GWB) Bonus (also referred to as income bonus)	N/A	<ul style="list-style-type: none"> Increase to GWB Benefit Base in each year that IncomePlus Series funds are held, if no withdrawals are taken. Available for the life of the contract Increase is equal to 5% of GWB Bonus Base, except in the initial year. For all deposits in the first calendar year, the bonus is pro-rated based on the month of the initial deposit Income bonuses are not cash deposits; they increase the basis for calculating guaranteed income 	N/A
Resets	None	<ul style="list-style-type: none"> Automatic reset of the DBG, GWB Benefit Base and the GWB Bonus Base to the market value, if higher, every third anniversary¹ 	<ul style="list-style-type: none"> Automatic reset of the DBG to the market value, if higher, every third anniversary¹

[†]The Joint Life must be the spouse [as defined in the Income Tax Act (Canada)] of the annuitant. ¹The last Death Benefit Guarantee reset on both IncomePlus and EstatePlus Series funds is on the annuitant's 80th birthday. GWB Benefit Base and GWB Bonus Base resets on IncomePlus Series funds are available until contract maturity.

ONE CONTRACT – THREE INVESTMENT SERIES

FEATURE	INVESTMENTPLUS	INCOMEPLUS	ESTATEPLUS
	ACCUMULATION	INCOME PROTECTION	ESTATE PROTECTION
Ability to Bypass Estate Costs (e.g. Probate)	✓	✓	✓
Potential for Creditor Protection	✓	✓	✓
Waiving Redemption Fees Upon Death	✓	✓	✓
Additional Guarantee Fees	<ul style="list-style-type: none"> No annual fee outside of the fund MER 	<ul style="list-style-type: none"> Fund MERs are the same as InvestmentPlus No fees paid in first calendar year Fees range from 0.35% to 0.85% per year The IncomePlus Fee is charged at the beginning of the calendar year and calculated using a formula involving a proportional weighting of funds, the risk level of the funds, and the GWB Benefit Base at the end of the previous year 	<ul style="list-style-type: none"> Fund MERs are the same as InvestmentPlus No fees paid in first calendar year Fees range from 0.15% to 0.45% per year The EstatePlus Fee is charged at the beginning of the calendar year and calculated using a formula involving a proportional weighting of funds, the risk level of the funds, and the Death Benefit Guarantee at the end of the previous year
Initial Deposit Minimum	<ul style="list-style-type: none"> \$2,500 or \$100 monthly PAC; \$1,000,000 for Elite pricing² 	<ul style="list-style-type: none"> \$25,000 or \$1,000,000 for Elite pricing² 	<ul style="list-style-type: none"> \$10,000 or \$1,000,000 for Elite pricing²
Subsequent Deposits ³	<ul style="list-style-type: none"> Minimum \$500 per fund per sales charge option to existing funds No deposits after December 31st in the year the annuitant turns age 90³ Deposits after December 31st in the year the annuitant turns age 75 will be restricted to Front End Load (FEL) and Low Load (LL) sales charge options only 	<ul style="list-style-type: none"> Minimum \$500 per fund per sales charge option to existing funds Deposits after December 31st in the year the annuitant turns age 75 will be restricted to level 3 funds and lower⁴ Deposits after December 31st in the year the annuitant turns age 75 will be restricted to FEL and LL sales charge options only⁴ Single Life Payout Option <ul style="list-style-type: none"> No deposits after December 31st in the year the annuitant turns age 80 Joint Life Payout Option <ul style="list-style-type: none"> No deposits after December 31st in the year the older spouse turns age 80 	<ul style="list-style-type: none"> Minimum \$500 per fund per sales charge option to existing funds Deposits after December 31st in the year the annuitant turns age 75 will be restricted to level 3 funds and lower⁴ Deposits after December 31st in the year the annuitant turns age 75 will be restricted to FEL and LL sales charge options only⁴ No deposits after December 31st in the year the annuitant turns age 80
PAC Deposits	<ul style="list-style-type: none"> Minimum \$100 per fund per sales charge option once contract minimums are reached 		

²Front-end Elite pricing deposits of \$1,000,000 or more receive a reduced MER. Minimum investment amounts for Elite pricing can be met by combining investments in certain situations. Please contact the Manulife Investments Customer Service Centre for these requests; all provinces 1 888 790 4387, Quebec 1 800 355 6776. ³Age 71 for locked-in plans in jurisdictions that require annuitization at age 80 or latest age to own under the Income Tax Act (Canada) for RRSPs, RLSP, LIRA, LIF. ⁴Applicable to new contract sales only.

FEATURE	INVESTMENTPLUS	INCOMEPLUS	ESTATEPLUS
	ACCUMULATION	INCOME PROTECTION	ESTATE PROTECTION
Maximum Deposit Age³	<ul style="list-style-type: none"> No deposits after December 31st in the year the annuitant turns age 90 Deposits after December 31st in the year the annuitant turns age 75 will be restricted to FEL and LL sales charge options 	<ul style="list-style-type: none"> Deposits after December 31st in the year the annuitant turns 75 will be restricted to level 3 funds and lower⁴ Deposits after December 31st in the year the annuitant turns age 75 will be restricted to FEL and LL sales charge options only⁴ <p>Single Life Payout Option</p> <ul style="list-style-type: none"> No deposits after December 31st in the year the annuitant turns age 80 <p>Joint Life Payout Option</p> <ul style="list-style-type: none"> No deposits after December 31st in the year the older spouse turns age 80 	<ul style="list-style-type: none"> Deposits after December 31st in the year the annuitant turns 75 will be restricted to level 3 funds and lower⁴ Deposits after December 31st in the year the annuitant turns age 75 will be restricted to FEL and LL sales charge options only⁴ No deposits after December 31st in the year the annuitant turns age 80
Fund Minimums	<ul style="list-style-type: none"> \$500 per fund per sales charge option \$5,000 minimum for Manulife Dollar Cost Averaging (DCA) Advantage Fund \$100,000 for Elite pricing² 		
Withdrawals	<ul style="list-style-type: none"> Ad hoc: \$500 per fund per sales charge option Scheduled: \$100 a month per fund per sales charge option 		
Funds Available	<ul style="list-style-type: none"> A broad selection of funds including money market, fixed income, balanced, Canadian equity, foreign equity, Simplicity Portfolios, and unique Fund Bundles Available in Deferred Sales Charge, Low-load and Front-end load sales charge options (see Maximum Deposit Age) 	<ul style="list-style-type: none"> A broad selection of funds including money market, fixed income, balanced, Simplicity Portfolios (excluding Aggressive), and unique Fund Bundles (see Maximum Deposit Age) Available in Deferred Sales Charge, Low-load and Front-end load sales charge options (see Maximum Deposit Age) 	
Fund Switches⁵	<ul style="list-style-type: none"> Ad hoc: \$500 per fund per sales charge option Scheduled: \$100 per fund per sales charge option Five free switches per calendar year 		

²Front-end Elite pricing deposits of \$1,000,000 or more receive a reduced MER. Minimum investment amounts for Elite pricing can be met by combining investments in certain situations. Please contact the Manulife Investments Customer Service Centre for these requests; all provinces 1 888 790 4387, Quebec 1 800 355 6776. ³Age 71 for locked-in plans in jurisdictions that require annuitization at age 80 or latest age to own under the Income Tax Act (Canada) for RRSPs, RLSP, LIRA, LIF. ⁴Applicable to new contract sales only. ⁵Withdrawals, fund switches or switching investment Series may result in tax consequences.

ONE CONTRACT – THREE INVESTMENT SERIES

FEATURE	INVESTMENTPLUS	INCOMEPLUS	ESTATEPLUS
	ACCUMULATION	INCOME PROTECTION	ESTATE PROTECTION
Fund Switch Information Fund switches within the same Series do not require a client signature	<ul style="list-style-type: none"> Switches between InvestmentPlus Series funds (within the same sales charge option) do not affect any of the guarantees Switches from the Manulife DCA Advantage GIF Select Fund to the Manulife Advantage GIF Select Fund are not allowed 	<ul style="list-style-type: none"> Switches between IncomePlus Series funds (within the same sales charge option) do not affect any of the guarantees Switches from the Manulife DCA Advantage GIF Select Fund to the Manulife Advantage GIF Select Fund are not allowed 	<ul style="list-style-type: none"> Switches between EstatePlus Series funds (within the same sales charge option) do not affect any of the guarantees Switches from the Manulife DCA Advantage GIF Select Fund to the Manulife Advantage GIF Select Fund are not allowed
Switching Investment Series⁵ Note: When moving to a new Series, i.e. to IncomePlus or EstatePlus from InvestmentPlus, new point-of-sale materials and client signatures are required	<ul style="list-style-type: none"> Switches are allowed from InvestmentPlus to IncomePlus or EstatePlus (if annuitant is under maximum issue age) 	<ul style="list-style-type: none"> Switches to other investment Series are not allowed 	
Maximum Deposits	<ul style="list-style-type: none"> Contact head office for deposits that will cause the market value to be greater than \$5,000,000 		

²Front-end Elite pricing deposits of \$1,000,000 or more receive a reduced MER. Minimum investment amounts for Elite pricing can be met by combining investments in certain situations. Please contact the Manulife Investments Customer Service Centre for these requests; all provinces 1 888 790 4387, Quebec 1 800 355 6776. ³Age 71 for locked-in plans in jurisdictions that require annuitization at age 80 or latest age to own under the Income Tax Act (Canada) for RRSPs, RLSP, LIRA, LIF. ⁴Applicable to new contract sales only. ⁵Withdrawals, fund switches or switching investments Series may result in tax consequences.

TIP With GIF Select InvestmentPlus, you can add income or estate protection features in the future if your client's needs change. Please note: when adding new protection features (IncomePlus or EstatePlus), new point-of-sale materials and client signatures are required.

GIF Select – InvestmentPlus

InvestmentPlus is an attractive option for clients seeking flexibility, the maximum growth potential of leading investment funds, plus the basic protection benefits of a segregated fund contract – all at a low cost.

INVESTMENT FLEXIBILITY

As your clients' needs change, they have the ability to move into the IncomePlus Series to help meet their retirement income needs, or the EstatePlus Series to help protect their legacy for beneficiaries.

FUND SELECTION

Investors can access a broad choice of investment funds from well-known fund managers, covering a wide variety of asset classes. Investment funds include money market, fixed income, balanced, Canadian equity, foreign equity, Simplicity Portfolios, and unique Fund Bundles.

In addition, investors benefit from free fund switching between funds and fund managers (moving across sales charge options may incur charges).

*Fees may apply

**Load types may be restricted depending on age

LIQUIDITY

Investors can access their savings at any time*. Multiple sales charge options are available: Front-end load (FEL), Low-load (LL), Deferred Sales Charges (DSC)**, and the Elite Front-end load for contracts of \$1,000,000 or more.

LOW-COST PROTECTION

The fund Management Expense Ratios (MERs) within the InvestmentPlus Series are competitive with most mutual funds, but InvestmentPlus offers the basic protection benefits of a segregated fund contract.

INVESTMENTPLUS KEY MESSAGE

InvestmentPlus can provide:

- Low-cost protection
- The maximum growth potential of investment funds
- The features and benefits of a segregated fund contract



CREDITOR PROTECTION

As an option under a segregated fund contract, InvestmentPlus has the potential to protect an investor's assets from creditors. This feature is ideal for professionals and small business owners looking to help protect their personal assets from professional liability.

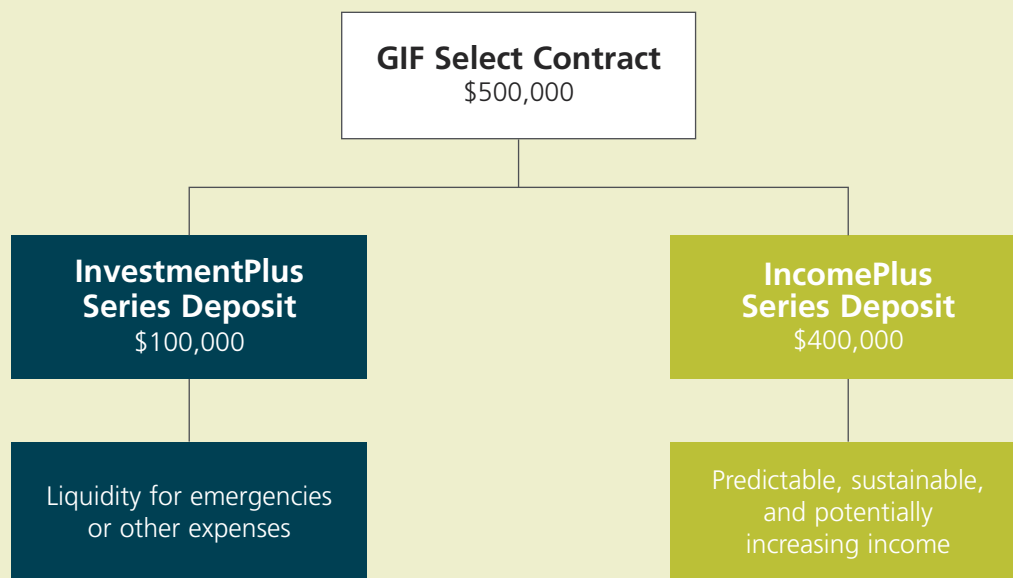
ABILITY TO BYPASS PROBATE

At death, the proceeds of the contract can privately pass directly to designated beneficiaries, without the time delay and expense of probate. The Death Benefit Guarantee is equal to 75% of deposits (proportionally reduced for withdrawals). Please refer to the Benefits of Bypassing Probate on page 33.

THE INVESTMENTPLUS OPPORTUNITY

Investors can take advantage of other benefits available within their GIF Select contract by combining the InvestmentPlus Series with other Series.

For example, by combining InvestmentPlus and IncomePlus within one contract, investors benefit from the liquidity offered by InvestmentPlus and the predictable, sustainable, and potentially increasing income available from IncomePlus. In accessing their savings from InvestmentPlus, perhaps for an emergency or unforeseen expense, they will not impact their income stream or their IncomePlus guarantees.

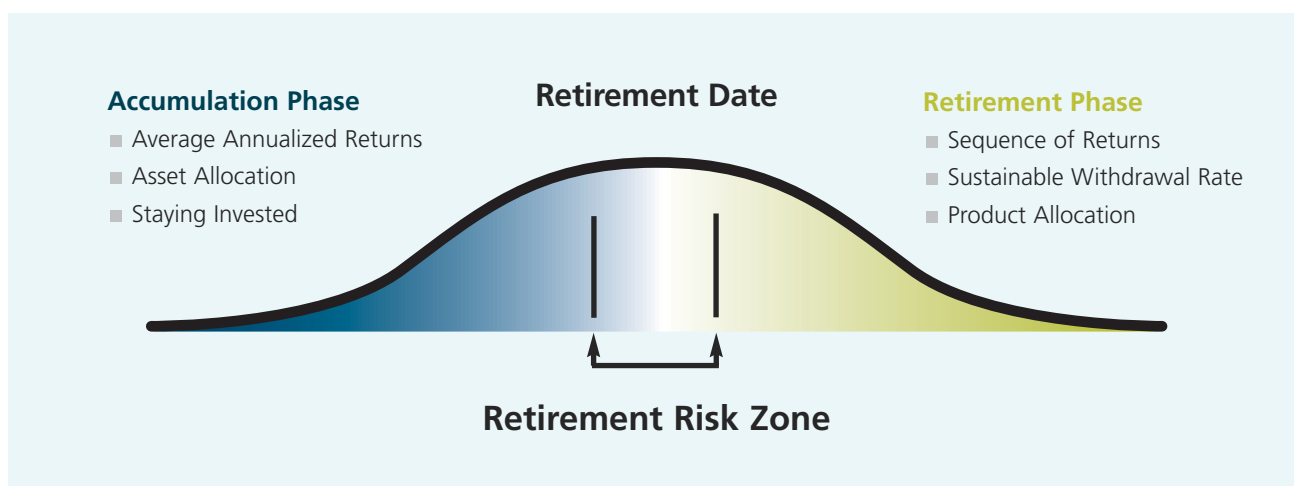


GIF Select – IncomePlus

IncomePlus is an ideal financial planning solution for investors who are in either the pre-retirement or early-retirement years of their lives. Analysis shows that the years just before and just after retirement are a critical phase for an investor's retirement nest egg.

This window of time is the Retirement Risk Zone. A downturn in the markets during this time could reduce savings to a level that will not provide sufficient retirement income, and there may not be enough time for investors to recover their losses.

The time period just before and just after retirement is called the Retirement Risk Zone



INCOMEPLUS KEY MESSAGE

To help navigate the Retirement Risk Zone, IncomePlus can provide:

- Predictable income guaranteed not to decrease no matter how markets perform

- Sustainable income that will last for life
- Potentially increasing guaranteed income to help keep pace with inflation

Exceeding the withdrawal thresholds may have a negative impact on future income payments. The Lifetime Withdrawal Amount becomes available on January 1st of the year the annuitant or the younger of the annuitant and the Joint Life (if applicable) turns age 65. Other conditions may apply. The Joint Life must be the spouse [as defined by the Income Tax Act (Canada)] of the annuitant at the time of election of the Joint Life Payout Option. Only one person can be named as the Joint Life and may not be changed.

INCOMEPLUS AT A GLANCE:

- Up to 5% guaranteed lifetime income available at age 65 (Joint Life option is available)
- Withdrawals can begin as soon as they are needed after age 65, and can be stopped or restarted at any time
- There is a five per cent income bonus* each calendar year no withdrawals are taken after the initial purchase of funds in the IncomePlus Series; income bonuses are not cash payments

- There is a reset of the GWB Benefit Base and GWB Bonus Base every three years for the life of the contract if the market value is higher
- The 100% Death Benefit Guarantee value, proportionally reduced by withdrawals, is automatically reset every three years if the market value is higher, with a final reset on the annuitant's 80th birthday

TIP IncomePlus comes with the same valuable 100% Death Benefit Guarantee as is offered with the EstatePlus Series.

* For all deposits made to IncomePlus in the first calendar year, the income bonus is pro-rated based on the month of the initial deposit.



GWB BENEFIT BASE

The GWB Benefit Base available through IncomePlus is the amount used to calculate the Lifetime Withdrawal Amount (LWA).

GWB BENEFIT BASE AT A GLANCE:

- The initial GWB Benefit Base is equal to the first deposit to the Series
- The GWB Benefit Base is increased by net additional deposits (deposits less any withdrawals, excluding the IncomePlus Fee) in each calendar year

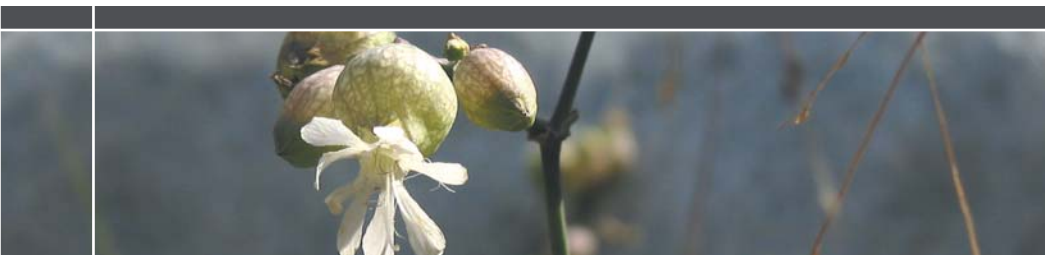
- The GWB Benefit Base is not decreased for withdrawals that are equal to or less than the LWA or to pay the IncomePlus Fee
- Withdrawals that exceed the LWA or are taken prior to age 65 will reduce the GWB Benefit Base proportionally

TIP Additional net deposits to the GWB Benefit Base will result in an immediate recalculation of the LWA.

The effect of deposits and withdrawals on the GWB Benefit Base:

Transaction	Amount (\$)
Initial Deposit	200,000
GWB Benefit Base (LWA of \$10,000)	200,000
Client Withdrawal	10,000
GWB Benefit Base after withdrawal	200,000

Assumes the client is 65 or older at the time of initial deposit and the Single Life Payout Option is chosen.



INCOME GUARANTEE

LIFETIME WITHDRAWAL AMOUNT (LWA)

Beginning at age 65, an LWA is available each calendar year to provide a guaranteed stream of income for life.

LWA at a Glance

- The LWA becomes available on January 1st of the year the annuitant reaches age 65 (for the Joint Life Payout Option, the younger spouse's age is used)
- When it becomes available, the LWA is calculated as five per cent of the GWB Benefit Base (or 4.5 per cent for the Joint Life Payout Option)
- The annual LWA is recalculated on December 31 each year and whenever there is an additional net deposit to the IncomePlus Series

TIP For all deposits made to IncomePlus in the first calendar year, the income bonus is pro-rated based on the month of the initial deposit.

BENEFITS OF THE JOINT LIFE PAYOUT OPTION

The Joint Life Payout Option is available for two lives: the annuitant and their spouse*. This option is ideal for couples looking to plan ahead and it can help ensure that, in the event of one spouse's death, the surviving spouse will continue to receive income for the balance of their life. Investors who elect the Joint Life Payout Option can be assured that the income can continue to the surviving spouse, uninterrupted.

*As defined by the Income Tax Act (Canada). Once named, the spouse cannot be changed.

HOW DOES THE JOINT LIFE PAYOUT OPTION WORK?

EXAMPLE

Spouse A is 67 years of age
Spouse B is 65 years of age
Initial Deposit = \$200,000
Initial GWB Benefit Base = \$200,000
Initial LWA at issue = \$9,000 or 4.5% of the initial GWB Benefit Base

This couple begins withdrawing an annual income of \$9,000 immediately (LWA is available January 1st of the year the younger spouse turns age 65). Spouse A passes away two years into the contract.

Spouse B will continue to receive \$9,000 annually for life. Should the GWB Benefit Base reset in the future to a higher amount, the surviving spouse would receive 4.5 per cent of the new GWB Benefit Base amount.

Upon the death of Spouse B, any remaining proceeds would then be payable to the designated beneficiary.

TIP The Joint Life Payout Option for LWA must be elected at the time of adding IncomePlus to the GIF Select contract. This option cannot be added at a later time.

INCOME BONUS – TO INCREASE GUARANTEED PAYMENTS

Ideally suited for clients looking ahead to their retirement years, but who have a few more years to go, this feature provides an annual five per cent income bonus added to the GWB Benefit Base any year after purchasing funds in the IncomePlus Series.

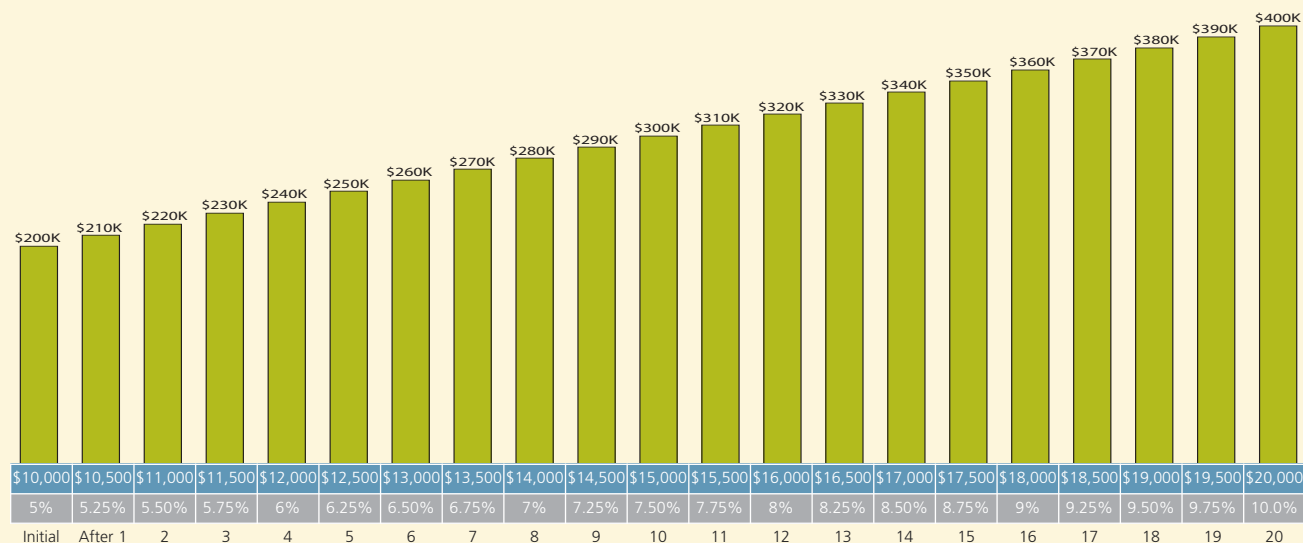
THE BONUS AT A GLANCE:

- Income bonuses are only available in the IncomePlus Series
- Available any year no withdrawal is taken. For example, if a withdrawal is taken in year five and seventeen, an income bonus is not available in those years
- Up to an annual five per cent income bonus each year
- For all deposits made to IncomePlus in the first calendar year, the income bonus is pro-rated based on the month of the initial deposit
- Deposits in subsequent calendar years receive a full five per cent bonus

BONUSES ON YOUR GUARANTEED INCOME

IT PAYS TO WAIT: AN EXTRA FIVE PER CENT CAN REALLY ADD UP

- Annual Guaranteed Income
- Percentage of Initial Deposit
- GWB Benefit Base



Five per cent income bonuses are added in years no withdrawals are taken. This example assumes an initial deposit date in January. After 20 years of income bonuses, the GWB Benefit Base will be double the initial deposit. At age 65, annual guaranteed income of \$20,000 (five per cent of the GWB Benefit Base) may be taken for life.

Assumes a deposit of \$200,000 was made in January and would receive a full five per cent income bonus in the first year. Based on Single Life Payout Option where the annuitant is age 45 at issue. LWA is not available until age 65.

Example for pro-rated income bonus in the first calendar year:

Date	Transaction	GWB Bonus Base	Income bonus amounts
May 15, 2009	Initial deposit - \$200,000	\$200,000	
July 10, 2009	Deposit - \$100,000	\$300,000	
December 31, 2009	Total income bonus		\$10,000 [(5% * \$300,000) * 8/12]

Formula for income bonus amount in initial year = [number of months (rounded up to the nearest full month) from Initial Deposit date/12 x 5%] x GWB Bonus Base

The income bonus is calculated and credited at the end of the calendar year if no withdrawals were made during that year. Income bonuses are not cash deposits; they increase the basis for calculating the guaranteed income.

This feature can guarantee an increase in the amount of the guaranteed payments your clients can receive to help ensure their savings last well into retirement.

TIP Withdrawals of any amount, other than the IncomePlus Fee, will make the IncomePlus Series ineligible for an income bonus in that calendar year.



INCOMEPLUS RESETS – TO INCREASE GUARANTEE VALUES

During periods of portfolio growth, the IncomePlus automatic reset feature has the potential to increase the total GWB Benefit Base, GWB Bonus Base, and the Death Benefit Guarantee.

RESETS AT A GLANCE:

- Resets of the GWB Benefit Base, GWB Bonus Base, and the Death Benefit Guarantee are automatic
- They occur every three years on the IncomePlus Anniversary Date, when the market value of the IncomePlus Series is higher than the current guaranteed value

- Resets of the GWB Benefit Base and GWB Bonus Base are available until contract maturity
- Resets of the Death Benefit Guarantee are available up to and including age 80, with a final reset on the annuitant's 80th birthday

TIP Although resets of the GWB Benefit Base are automatic and take place on the IncomePlus Anniversary Date, your client's new annual LWA is recalculated for the following year on December 31st, which may increase their guaranteed income.

INCOMEPLUS KEY MESSAGE

By incorporating features such as income bonuses and resets, IncomePlus may provide investors with the ability to increase the level of income they receive, to help keep pace with inflation.



INCOMEPLUS – HOW IT ALL WORKS

To help you understand how the features and benefits of IncomePlus work together to provide a highly effective retirement income planning solution, we have provided case studies of the two most common scenarios – income now and income later – that will illustrate how these features provide security when investing for income.

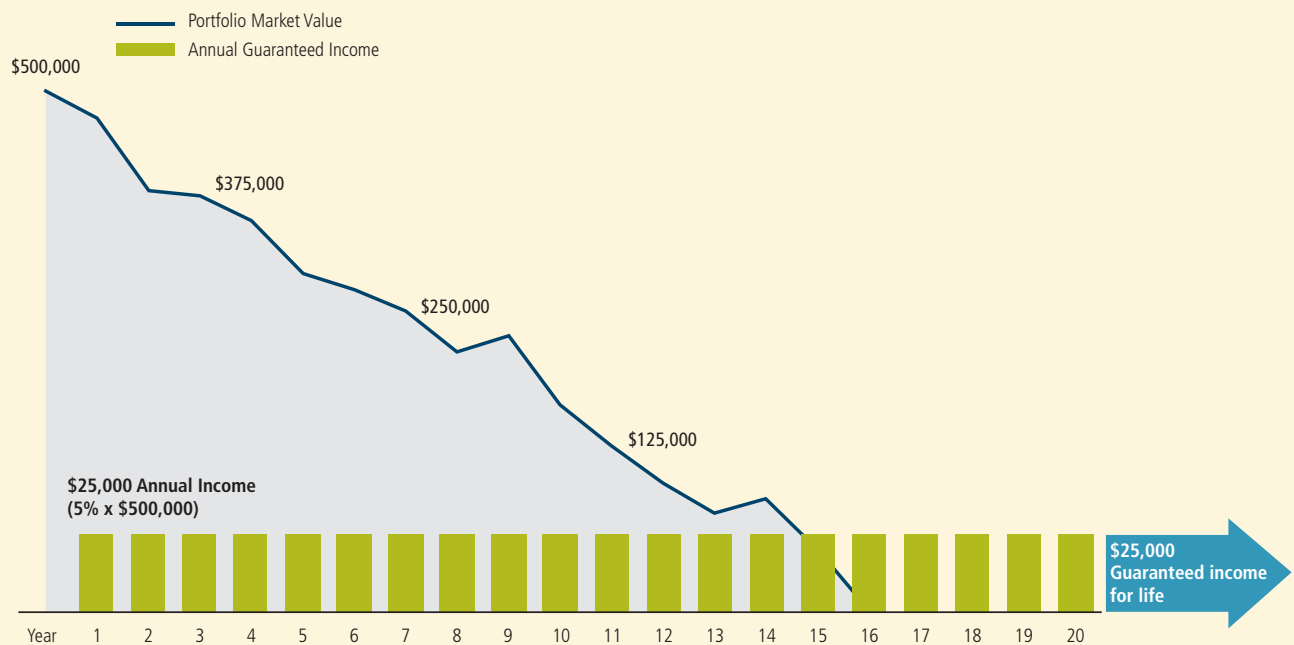
TAKING INCOME NOW IN A DOWN MARKET SCENARIO – WITH INCOMEPLUS AND THE SINGLE LIFE PAYOUT OPTION

Bob, age 65, has \$500,000 in retirement savings and needs to take income immediately. He invests \$500,000 in IncomePlus.

In this example, Bob's initial deposit establishes a GWB Benefit Base of \$500,000 and an annual

guaranteed income of \$25,000 (five per cent) of \$500,000. Within 16 years, his portfolio market value declines to zero. However, with IncomePlus he can continue to receive a guaranteed annual income of \$25,000 for the rest of his life.

INCOME NOW – DOWN MARKET SCENARIO



For illustration purposes only. Portfolio market value is hypothetical, and not indicative of future performance. Based on the Single Life Payout Option.

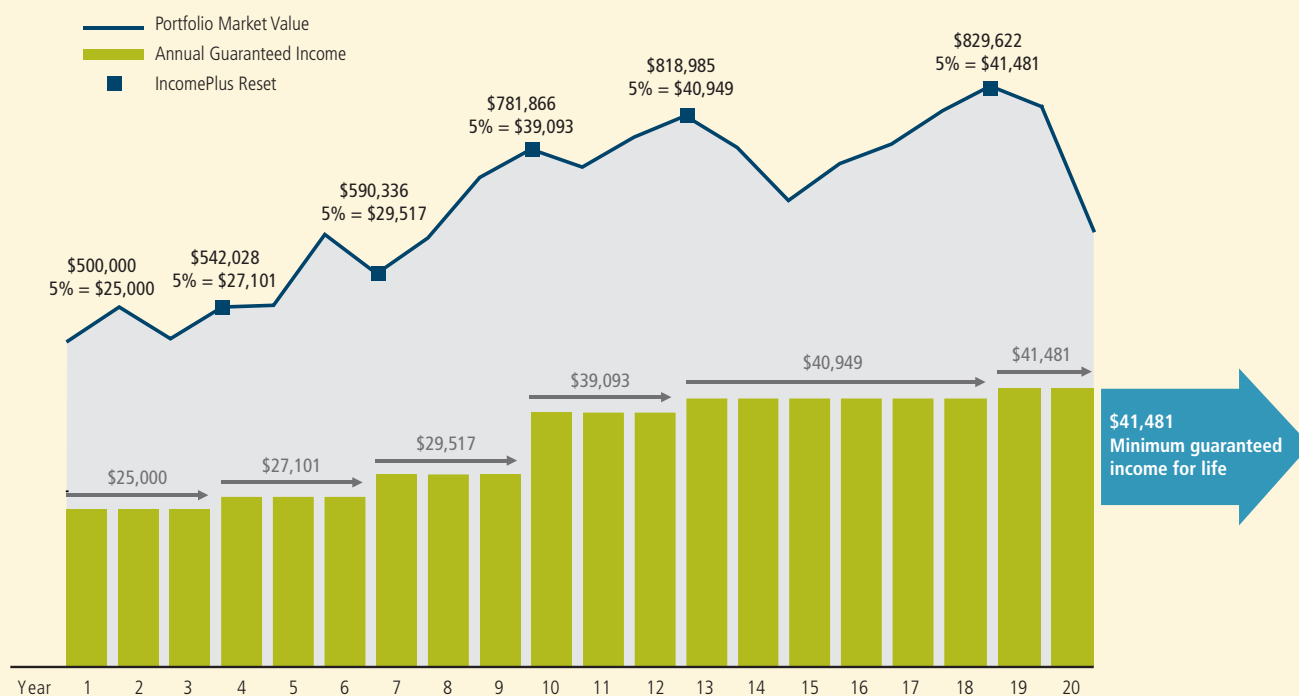
TAKING INCOME NOW IN AN UP MARKET SCENARIO – WITH INCOMEPLUS AND THE SINGLE LIFE PAYOUT OPTION

Bob can really benefit when he invests \$500,000 and the markets perform well.

IncomePlus resets can capture market growth and reset Bob's income to a higher value every three years. In this example resets have increased Bob's annual guaranteed income throughout the period. With the

reset in year 18, Bob's GWB Benefit Base becomes \$829,622 and his annual guaranteed income starting in year 19 is \$41,481 (five per cent of \$829,622). He will be able to withdraw at least this amount for the rest of his life. If markets continue to perform well, this amount could increase.

INCOME NOW – UP MARKET SCENARIO



For illustration purposes only. Based on the Single Life Payout Option. Hypothetical portfolio consists of 60% Globe Canadian Equity Peer Index and 40% Globe Canadian Bond Peer Index. Calendar year returns from 1989 to 2008. Returns have been adjusted for an annual IncomePlus fee of 0.65%. Performance histories are not indicative of future performance.

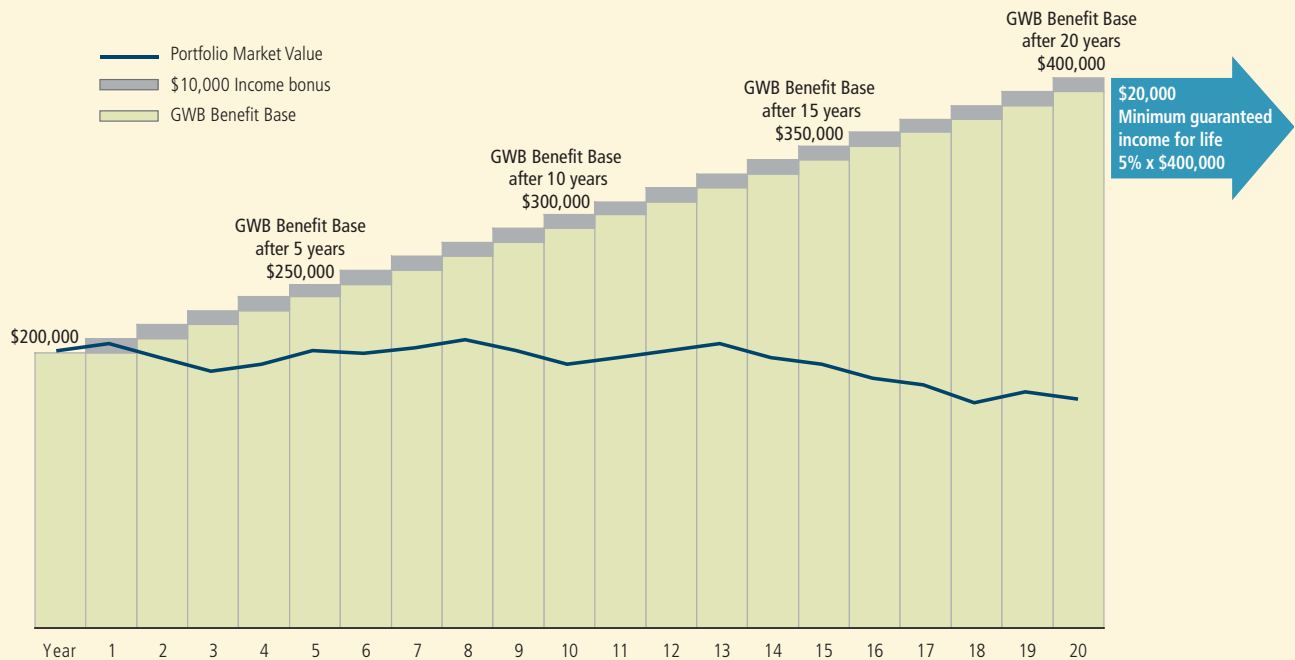
TAKING INCOME LATER IN A DOWN MARKET SCENARIO – WITH INCOMEPLUS AND THE SINGLE LIFE PAYOUT OPTION

Carol, age 50, is 20 years away from retirement and has \$200,000 to invest. Carol is concerned with experiencing poor market returns as she approaches retirement. Carol invests her \$200,000 in IncomePlus and waits to take income.

In this example, Carol’s initial deposit in January establishes a GWB Benefit Base of \$200,000. For every year that she does not take a withdrawal,

she will benefit from a five per cent income bonus. That means even in a down market, her GWB Benefit Base will grow to \$400,000 through annual income bonuses of \$10,000 accumulated over the 20 year period. The annual guaranteed income available to Carol when she retires at age 70 will be \$20,000 (five per cent of \$400,000). This amount will be available for the rest of her life.

INCOME LATER – DOWN MARKET SCENARIO



For illustration purposes only. Based on an initial deposit made in January. Portfolio market value is hypothetical, and not indicative of future performance. Based on the Single Life Payout Option.

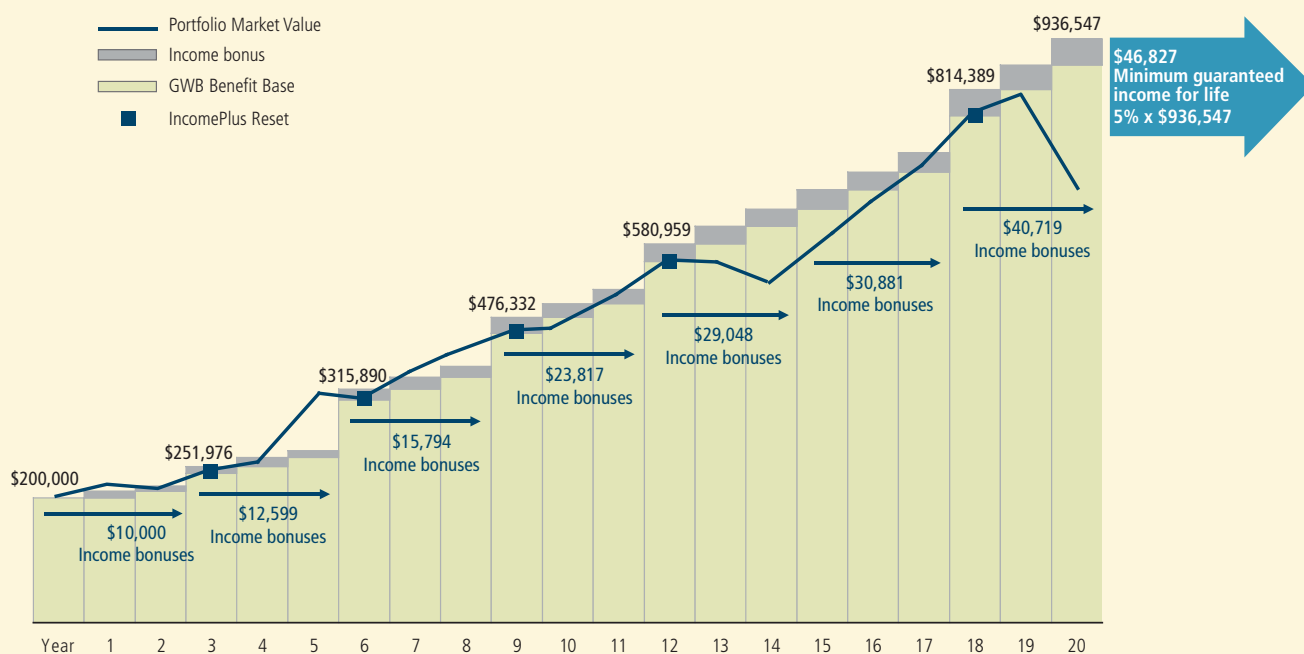
TAKING INCOME LATER IN AN UP MARKET SCENARIO – WITH INCOMEPLUS AND THE SINGLE LIFE PAYOUT OPTION

Carol really benefits from resets and income bonuses when she invests \$200,000 and the markets perform well.

In this example, Carol benefits from IncomePlus resets (as often as every three years), which capture market growth and increase her GWB Benefit Base. IncomePlus resets also increase the value of Carol’s income bonuses for future years. After 20 years,

when Carol is ready to retire, her GWB Benefit Base has grown to a total of \$936,547 (reset in year 18 to \$814,389, plus three income bonuses of \$40,719). Starting in year 21, Carol will be able to withdraw annual guaranteed income of at least \$46,827 (five per cent of \$936,547) for the rest of her life. If markets continue to perform well, this amount could increase.

INCOME LATER – UP MARKET SCENARIO



For illustration purposes only. Based on an initial deposit made on January 1 and the Single Life Payout Option. Hypothetical portfolio consists of 60% Globe Canadian Equity Peer Index and 40% Globe Canadian Bond Peer Index. Calendar year returns from 1989 to 2008. Returns have been adjusted for an annual IncomePlus fee of 0.65%. Performance histories are not indicative of future performance.

EFFECT OF TAKING WITHDRAWALS IN AN UP MARKET AND A DOWN MARKET BEFORE THE LWA BECOMES AVAILABLE

Up Market

Date	Transaction	Amount	GWB Benefit Base	LWA	Remaining LWA	GWB Bonus Base	DBG
Oct 23, 2009 (Age 63)	Initial Deposit	\$200,000	\$200,000	N/A	N/A	\$200,000	\$200,000
Dec 1, 2009	Market Value	\$210,000					
Dec 1, 2009	Withdrawal	\$10,000	\$190,476	N/A	N/A	\$190,476	\$190,476

Based on a Single Life Payout Option.

GWB Benefit Base now is \$190,476 = $(\$200,000 - [(\$10,000/\$210,000) * \$200,000]) = \$190,476$

Down Market

Date	Transaction	Amount	GWB Benefit Base	LWA	Remaining LWA	GWB Bonus Base	DBG
Oct 23, 2009 (Age 63)	Initial Deposit	\$200,000	\$200,000	N/A	N/A	\$200,000	\$200,000
Dec 1, 2009	Market Value	\$190,000					
Dec 1, 2009	Withdrawal	\$10,000	\$189,473	N/A	N/A	\$189,473	\$189,473

Based on a Single Life Payout Option.

GWB Benefit Base now is \$189,473 = $(\$200,000 - [(\$10,000/\$190,000) * \$200,000]) = \$189,473$

As the LWA is not available until January 1st in the year the annuitant turns age 65 (January 1st in the year the younger spouse turns age 65 for the Joint Life Payout Option), any withdrawal taken prior to that time will reduce the GWB Benefit Base, GWB Bonus Base, Maturity Guarantee, and Death Benefit Guarantee proportionally.

GUARANTEED PAYMENT PHASE

IncomePlus will be considered to be in the Guaranteed Payment Phase if the market value is zero and the GWB Benefit Base or LWA are greater than zero.

Payments of the LWA will continue for life.

Once the contract enters the Guaranteed Payment Phase, the IncomePlus Death Benefit Guarantee and the Maturity Guarantee will be set to zero.

TIP GUARANTEE GUARD SERVICE

Taking withdrawals in excess of the annual LWA may affect the predictable, sustainable, and potentially increasing retirement income benefits of IncomePlus. Guarantee Guard is a service that, when active, prevents the processing of any withdrawals requested prior to the LWA Eligibility Date or that would exceed the LWA.



INCOMEPLUS FEES

The fee structure for IncomePlus “unbundles” the fund MER from the fee charged for the enhanced guarantees.

INCOMEPLUS FEE AT A GLANCE:

- Calculated at the end of each calendar year
- Collected on an annual basis at the beginning of each following calendar year
- Paid through the automatic redemption of fund units
- Fee payments do not reduce any of the guarantee amounts
- No fee is collected in the first calendar year IncomePlus is purchased or in the Guaranteed Payment Phase

The annual fee calculation will be based on the:

- GWB Benefit Base at the end of the calendar year, not the market value of the funds
- Risk level of the funds held in the contract throughout the previous calendar year

INCOMEPLUS FEE EXAMPLE

\$200,000 invested in an IncomePlus Series Balanced Fund (50% Equities / 50% Bond) at the Level 3 Fund Fee Rate.

- Initial GWB Benefit Base = \$200,000
- IncomePlus Fund Fee Rate = 0.65%
- \$10,000 income bonus (five per cent of \$200,000) is credited at end of year increasing the GWB Benefit Base to \$210,000
- Market value of the fund at the end of the first calendar year = \$250,000

IncomePlus Fee = Fund Fee Rate x Year-end GWB Benefit Base

$$= 0.65\% \times \$210,000$$

$$= \$1,365$$

Important Note: If the guarantee costs were embedded in the fund MER (as is typical with most segregated funds), the guarantee charge for the calendar year would have been based on the year-end market value of the fund or 0.65 per cent x \$250,000 = \$1,625.

Fund Fee Rate Levels	Fund Fee Rates* (%)
Level 1	0.35
Level 2	0.45
Level 3	0.65
Level 4	0.85

*Fund fee rates can be increased by Manulife up to a maximum of 0.50% higher with prior notice.

INCOMEPLUS FEE – KEY BENEFITS

- The calculation of the IncomePlus Fee is based on guaranteed amounts, not market value; this can benefit your clients
- The cost of the guarantees is more transparent for both you and your clients
- Individual fund performance reports will more accurately reflect the investment performance of the underlying fund (where applicable)
- The underlying fund MERs can be more easily compared to other investment fund MERs

TIP Withdrawals to pay IncomePlus Fees do not affect the income bonus eligibility or reduce any of the guarantee values. Refer to the IncomePlus Information Folder and Contract (MK2280) for more information.

INCOMEPLUS RRIF/LIF/LRIF/PRIF/RLIF

RRIFs* are designed to provide retirement income, ideally for life, but few RRIF investments are able to ensure that security. IncomePlus is the exception – it’s one of the only products in Canada that provides guaranteed income for life.

Typically when investing in the IncomePlus Series, withdrawing more than the LWA will cause a reduction to the GWB Benefit Base. However, clients with RRIF contracts may exceed the LWA up to the RRIF minimum, without causing the GWB Benefit Base to decrease.

For more information, please refer to the **GIF Select Guarantee Scenario Guide available on Repsource.**

TIP An Adjusted IncomePlus RRIF Minimum Amount is available to both Client and Nominee Name contracts, which allows the LWA to be exceeded in order to take RRIF minimum withdrawals.

Example with a GIF Select contract holding only IncomePlus Series funds with a Single Life Payout Option:

GWB Benefit Base	\$100,000
LWA	\$5,000 (5% of GWB Benefit Base)
Year-end market value	\$110,000
RRIF Minimum (age 71)	7.38% of year-end market value

The investor may withdraw up to \$8,118 (7.38% x \$110,000) from the IncomePlus Series without impacting the GWB Benefit Base or the LWA.

*These features are also available in LIF/LRIF/PRIF/RLIF plans with additional restrictions on withdrawals.



GUARANTEED RRIF PAYMENTS THAT LAST FOR LIFE

IncomePlus presents RRIF clients with unique advantages:

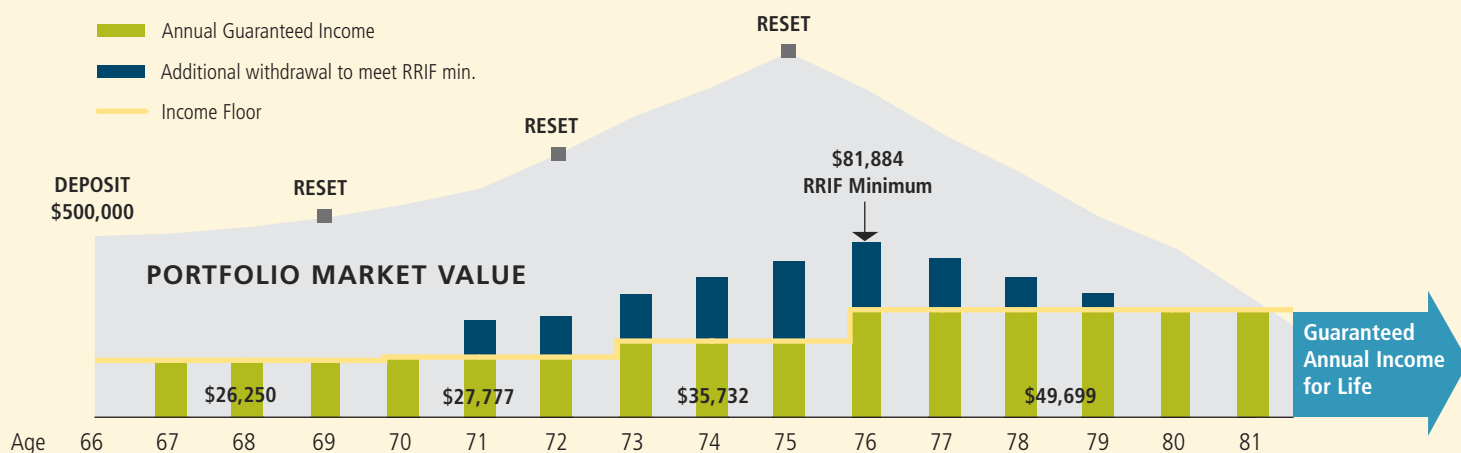
- A guaranteed five per cent income floor (Single Life Payout Option) throughout retirement even if the market value reduces to zero
- In the first year, when no RRIF income is taken, up to a five per cent income bonus increases the guaranteed annual income, giving retirement income a boost

- Flexibility to withdraw more than the annual LWA to meet the required RRIF minimum without affecting their future guaranteed stream of payments

For all deposits made to IncomePlus in the first calendar year, the income bonus is pro-rated based on the month of the initial deposit

For more information, refer to RRIF Payments for Life – Guaranteed (MK2143).

RRIF PAYMENTS FOR LIFE – GUARANTEED!



For illustration purposes only. Assumes initial deposit is made in January and a Single Life Payout Option. Assumes no withdrawal is made in the first year, resulting in an income bonus of \$25,000 and an LWA of \$26,250 available at age 67.

INCOMEPLUS TAXATION

IncomePlus offers several tax advantages including: a tax efficient stream of income, potential relief from income-tested benefits and tax credits as well as simplified tax reporting.

This chart illustrates how \$10,000 of income, from different sources, is reported on a tax return and how much is remaining after-tax. For further details on the tax treatment of IncomePlus, please refer to MK2022E.

CONSIDER THE AFTER-TAX INCOME

GROSS INCOME: \$10,000

Source of Income	Inclusion Rate (%)	Income Reported (Line 234)* (\$)	After-tax Income (MTR 40%) (\$)
Dividends ¹	144	14,400	7,500
GIC/Bond/RRIF/Salary	100	10,000	6,000
Capital Gains	50	5,000	8,000
Income Fund with ROC ²	≈ 45	4,500	8,550
Prescribed Life Annuity ³	≈ 25	2,500	9,000
Mutual/Segregated fund SWP (IncomePlus) ⁴	≈ 2.5	250	9,900

* Line 275 for Quebec.

MTR is Marginal Tax Rate.

≈ means approximately.

¹Assumes an effective tax rate of 25%. Will vary by province. Dividends paid by public corporations qualify as "eligible dividends" and are included at 144% for 2010, 141% for 2011 and 138% for 2012 and beyond. Non-eligible dividends are included at 125%.

²The amount will vary by income fund and from year to year.

³Taxable portion will vary depending on age.

⁴Assumes \$200,000 invested, 5% annual rate of return (\$10,000 growth) and a Systematic Withdrawal Payment (SWP) of \$10,000.

Represents results for Year one and does not take into account year-end allocations.

SYSTEMATIC WITHDRAWAL PLANS (SWP) AND THE TAX TREATMENT OF INCOMEPLUS

- From an income inclusion perspective, receiving income in this manner is very efficient since only a small portion of the income stream is taxable
- In a down market, this type of income withdrawal will generally erode capital. GIF Select with IncomePlus can help ensure lifetime income continues if withdrawal thresholds are not exceeded

THE GUARANTEED PAYMENT PHASE AND THE TAX TREATMENT OF INCOMEPLUS

When the market value of the IncomePlus Series reduces to zero, clients enter the Guaranteed Payment Phase. The taxation of these payments is not certain at this time. Please consult your tax advisor for further information. We will report any payments during the Guaranteed Payment Phase based on our understanding of tax legislation and CRA assessing practices at that time.

The Policyowner is responsible for any tax liability arising from any change in law interpretation, or CRA assessing practice.

INCOMEPLUS AS AN INVESTMENT FOR CORPORATIONS

IncomePlus may be an appropriate investment for Canadian corporations depending on their situation and investment goals:

- If the corporation wants to invest to generate a guaranteed income stream immediately, or in the future – e.g. to use dividends from the corporation to fund retirement income
- If the owner is sensitive to risk and currently investing in fixed income instruments – IncomePlus guarantees may provide the confidence to invest in equities, providing more tax efficient income plus the potential for greater investment growth

For full details on the corporate tax treatment of IncomePlus, please refer to Investments Owned By Private Corporations (MK2206E).



GIF SELECT INCOMEPLUS ILLUSTRATION SYSTEM

The GIF Select IncomePlus Illustration System is a web-based tool that helps investors and advisors understand how the features and benefits of IncomePlus work together to provide retirement income.

The illustration system allows you to:

- Create a personalized client report that includes the illustration as well as an overview of IncomePlus; you can print and leave this with investors
- Choose from a variety of pre-populated sequences of returns – including the Globe Canadian Balanced Peer Index, blends of the Globe Canadian Equity Peer and Globe Canadian Bond Peer indices – or create and save your own personalized sequence
- Save illustrations for access at a later time
- Show potential after-tax income for non-registered plans, and compare this to after-tax income from a GIC/Bond
- Illustrate up to 60 years
- Illustrate the Joint Life Payout Option for LWA

The illustration output shows all the key IncomePlus values in an easy to read table, including:

- Rates of return – annual values as well as an average annual return for the period illustrated
- Gross annual and net scheduled income
- Reset date and year-end market values
- IncomePlus Fee
- Bonus information – annual bonus, plus a total of the bonuses accumulated over the period illustrated
- Guarantee values – GWB Benefit Base, LWA, and the Death Benefit Guarantee

Visit Repsource at www.manulifeinvestments.ca to access the GIF Select IncomePlus Illustration System.



GIF Select – EstatePlus

EstatePlus helps investors protect their financial legacy for beneficiaries, but also combines the long-term growth potential of investment funds and the unique protection benefits of a segregated fund contract. The result is a highly effective estate planning solution.

100% DEATH BENEFIT GUARANTEE

EstatePlus offers a 100% Death Benefit Guarantee, which means that beneficiaries are guaranteed to receive 100% of all deposits to the Series (reduced proportionally by withdrawals) even after market downturns.

RESETS

Death Benefit Guarantee resets occur automatically every three years on the EstatePlus Anniversary Date, with a final reset on the annuitant's 80th birthday. If the market value is higher than the previous guarantee, clients can potentially see their Death Benefit Guarantee increase with the growth in the markets.

ABILITY TO BYPASS PROBATE

In the event of death, the proceeds of the contract can privately pass directly to designated beneficiaries, without the time delay and expense of probate.

FUND SELECTION

Investors can access a broad choice of investment funds from well-known fund managers, covering a wide variety of asset classes. Investment funds include money market, fixed income, balanced, Simplicity Portfolios (excluding Aggressive), and unique Fund Bundles.

In addition, investors benefit from free fund switching between funds and fund managers (moving across sales charge options may incur charges).

LIQUIDITY

Investors can access their savings at any time.* Multiple sales charge options are available: Front-end load (FEL), Low-load (LL), Deferred Sales Charges (DSC)**, and the Elite Front-end load for contracts of \$1,000,000 or more.

CREDITOR PROTECTION

As an option under a segregated fund contract, EstatePlus has the potential to protect an investor's assets from creditors. This feature is ideal for professionals and small business owners looking to help protect their personal assets from professional liability.

*Fees may apply

**Load types may be restricted depending on age

ESTATEPLUS RESETS AT A GLANCE:

- Resets to the Death Benefit Guarantee are automatic
- They occur every three years on the EstatePlus Anniversary Date, when the market value of the EstatePlus Series is higher than the current Death Benefit Guarantee value
- Resets of the Death Benefit Guarantee are available up to and including age 80, with a final reset on the annuitant's 80th birthday

Jim also wants the potential to increase this amount and ensure an easy, cost-effective transfer of the assets to his beneficiaries. EstatePlus can provide all of these benefits and more.

In this example, Jim invests \$200,000 in EstatePlus with an initial Death Benefit Guarantee of \$200,000 (100% of his deposit value). On the 3rd anniversary date, the portfolio market value is \$252,717, resulting in an increase of Jim's Death Benefit Guarantee to \$252,717. Jim's Death Benefit Guarantee resets every three years when the market value is greater than the previous guarantee. On Jim's 80th birthday (January 1st), Jim's guarantee is reset a last time, resulting in a final guarantee of \$854,602.

ESTATEPLUS RESETS IN ACTION:

Jim, age 62, wants to protect \$200,000 that he has set aside for his family in the event of his death.



Deposit date and date of birth based on January 1st. For illustration purposes only. Hypothetical portfolio consists of 60% Globe Canadian Equity Peer Index and 40% Globe Canadian Bond Peer Index. Calendar year returns from 1989 to 2008. Returns have been adjusted for an annual EstatePlus Fee of 0.35%. Performance histories are not indicative of future performance.

ESTATEPLUS FEES

The fee structure for EstatePlus “unbundles” the fund MER from the fee charged for the enhanced guarantees.

ESTATEPLUS FEE AT A GLANCE:

- Calculated at the end of each calendar year
- Collected on an annual basis at the beginning of each following calendar year
- No fee in first calendar year EstatePlus is purchased
- Paid through the redemption of fund units
- Fee payments do not reduce the Death Benefit or Maturity Guarantee amounts
- MER “unbundled” from the fee charged for the enhanced Death Benefit Guarantee

The annual fee calculation will be based on the:

- Death Benefit Guarantee at the end of the calendar year, not the market value of the funds

- Risk-level of the funds held in the contract throughout the previous year

ESTATEPLUS FEE EXAMPLE:

- \$200,000 invested in an EstatePlus Series Balanced Fund (50 percent Equities / 50 percent Bond) at the Level 3 Fund Fee Rate
- Initial Death Benefit Guarantee = \$200,000
- EstatePlus Fund Fee Rate = 0.35 per cent
- Market Value of the fund at end of 1st calendar year = \$250,000

$$\begin{aligned} \text{EstatePlus Fee} &= \text{EstatePlus Fund Fee} \times \text{Death Benefit Guarantee} \\ &= 0.35 \text{ per cent} \times \$200,000 \\ &= \$700 \end{aligned}$$

Important Note: If the guarantee costs were embedded in the fund MER (as is typical with most segregated funds), the guarantee charge for the calendar year would have been based on the year-end market value of the fund or $0.35 \text{ per cent} \times \$250,000 = \$875$.

Fund Fee Rate Levels	Fund Fee Rates* (%)
Level 1	0.15
Level 2	0.25
Level 3	0.35
Level 4	0.45

*Fund fee rates can be increased by Manulife up to a maximum of 0.50% higher with prior notice.



ESTATEPLUS FEE – KEY BENEFITS

- Calculating guarantee fees based on the Death Benefit Guarantee as compared to the market value can be more reasonable to your clients
- The cost of the guarantees is more transparent for both you and your clients

- Individual fund performance reports will more accurately reflect the investment performance of the underlying fund (where applicable)
- The underlying fund MERs can be more easily compared to other investment fund MERs

TIP EstatePlus Fee withdrawals do not impact EstatePlus Death Benefit or Maturity Guarantees.

EFFECT OF TAKING WITHDRAWALS ON THE ESTATEPLUS DEATH BENEFIT GUARANTEE:

When withdrawals are taken from the EstatePlus Series, the Death Benefit Guarantee will be reduced proportionally.

EXAMPLE:

- January 1st - Initial Deposit of \$200,000
- January 1st - Initial Death Benefit Guarantee of \$200,000
- September 3rd - Market Value of \$215,000 prior to the time of withdrawal
- September 3rd - Withdrawal of \$15,000 from Market Value

New Death Benefit Guarantee = \$186,046
 $\$200,000 - [(\$15,000/\$215,000)*\$200,000]$



Benefits of Bypassing Probate

Ensuring the smooth transfer of investment proceeds to beneficiaries can be a challenge for a number of reasons:

- Time – the process of obtaining probate can be lengthy, frequently taking months or even years if the will is challenged
- Probate and estate fees may significantly erode the value of an estate, diminishing the amount of money beneficiaries receive
- The probate process leaves the details of an estate open to public scrutiny
- Finally, it is a very emotional process

However, GIF Select contracts offer the ability to name a beneficiary(ies). When a beneficiary other than your estate is named, the proceeds of the contract bypass your estate, and therefore probate, and are paid directly to the beneficiary*, helping to eliminate some of the above mentioned challenges. In addition, any Deferred Sales Charges outstanding upon death will be waived.

This example compares the settlement of proceeds from a typical investment fund with the proceeds from a GIF Select contract and illustrates the true benefit of bypassing probate.

As demonstrated in the illustration below, the ability to bypass probate can provide real benefits and help protect the value of an estate.

	Typical Investment Fund (\$)	GIF Select (\$)
Original Investment	200,000	200,000
Fair Market Value in Third Year	180,000	180,000
Value of Death Benefit Top Up	N/A	20,000 (IncomePlus or EstatePlus)
Deferred Sales Charge Fee (4.5%)	-9,000	N/A
Probate and Estate Fees (7%)	-11,970	N/A
Net Proceeds	159,030	200,000

For illustration purposes only. Probate fees may differ by province. Costs can vary depending on the complexity of the estate and the length of time the assets were held in the investment. Assumes a 100% Death Benefit Guarantee. Assumes probate fees will cost 1%; executor, legal, and accounting fees cost 2%.

*In Saskatchewan, jointly held property and insurance policies with a named beneficiary are included on the application for probate despite the fact that these assets do not flow through the estate and are not subject to probate fees.

Investment Management

Investment Management Services (IMS)

manages Manulife's common investment platform – a broad array of best-of-class investment options that span every major asset class and investment style. Chosen from the world's leading asset managers, our investment platform gives you access to an elite and diversified set of investment tools.

i-Watch can be a valuable resource for you and your clients when making investment decisions. To ensure our funds are best of class, we use a stringent selection and review process called i-Watch. It's our commitment to you that we are managing our managers on your behalf.

FUND MANAGERS AVAILABLE WITH GIF SELECT



What are you doing after work?



BUY. HOLD. AND PROSPER.®



Why Manulife

Manulife Investments, a division of Manulife Financial, is a leading provider of personal wealth management solutions to Canadians. With over \$30.3 billion in funds under management¹, Manulife Investments benefits from strong Canadian roots and the growing global presence of Manulife Financial.

Today more than one in five Canadians are served by Manulife's leading businesses that provide individual life and health insurance, wealth management, banking, group benefits, group savings plans, plus services to alumni and professional associations across the country.

FINANCIAL STRENGTH

- Funds under management by Manulife Financial and its subsidiaries are over Cdn\$405 billion²
- Helping Canadians and investors around the world achieve their financial objectives through sound corporate investing
- Strong presence in the international financial community

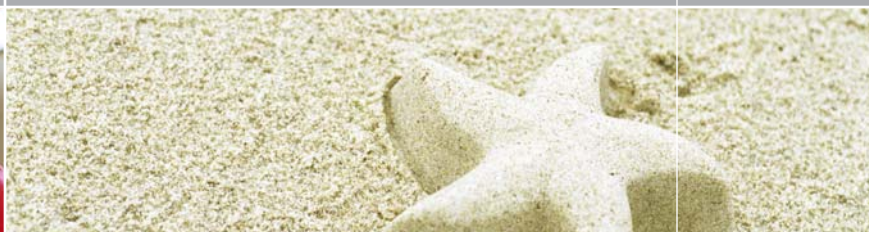
HIGHLY REGARDED

- Manulife was incorporated in 1887 with Sir John A. Macdonald, Canada's first Prime Minister, as President
- 120 year history in Canada
- Track record of growth, leading corporate governance practices and strong management teams
 - Exceptional performance over time, led by continued focus on organic growth and opportunistic acquisitions
 - Corporate governance practices have ranked #1 in Canada in 4 of the last 7 years³
- Holds among the highest ratings of all agencies
- Is the largest insurance company in Canada

¹At December 31st, 2008

²At December 31st, 2008

³Source: Report on Business November 10, 2008



Glossary of Terms

The following is a list of terms used throughout the Advisor Guide. For full definitions of these terms with all calculations and dependencies, please refer to the GIF Select Information Folder and Contract (MK2002) including to the applicable Series provisions.

FEATURE	DEFINITION
General Terms	
Annuitant	The annuitant is the measuring life of the contract. Unless the contract is based on an annuitant and a Joint Life, the contract will terminate on the death on the annuitant.
Death Benefit Guarantee (DBG)	The DBG is determined at the time of deposit to be an amount paid upon the death of the annuitant, or for the Joint Life Payout Option, the last surviving of the annuitant or Joint Life. The death benefit paid is the greater of the DBG for the Series or the market value for the Series. The DBG is reduced proportionally by withdrawals.
Terms related to IncomePlus	
Guaranteed Withdrawal Benefit (GWB) Benefit Base	The GWB Benefit Base is the total of all deposits adjusted by resets, income bonuses and/or withdrawals. It is the basis for calculating the LWA.
Lifetime Withdrawal Amount (LWA)	The maximum amount guaranteed to be available for withdrawal from the IncomePlus Series each calendar year. The LWA becomes available on January 1st of the year the annuitant or the younger of the annuitant and the Joint Life (if applicable) turns age 65, provided annual maximums are not exceeded. The LWA will depend on the Payout Option chosen (Single Life Payout Option or Joint Life Payout Option).
Single Life Payout Option	Guaranteed income stream based on the life of the annuitant and is not eligible to continue after the annuitant's death. The LWA rate for this option is five per cent of the GWB Benefit Base annually.
Joint Life Payout Option	Guaranteed income stream based on the lives of the annuitant and the Joint Life. The LWA rate for this option is 4.5 per cent of the GWB Benefit Base annually.
Joint Life	The person whose life is used in the Joint Life Payout Option calculation. They must be the annuitant's spouse as defined by the Income Tax Act (Canada) at the time of election of the Joint Life Payout Option. Only one person can be named as the Joint Life and may not be changed.
Reset of the GWB Benefit Base	An upward adjustment to the GWB Benefit Base performed every 3rd IncomePlus Anniversary Date, only if the market value of the IncomePlus Series is greater than the current GWB Benefit Base.
Reset of the GWB Bonus Base	An upward adjustment to the GWB Bonus Base performed every 3rd IncomePlus Anniversary Date, only if the market value of the IncomePlus Series is greater than the current GWB Bonus Base.
IncomePlus and EstatePlus Death Benefit Guarantee Reset	An upward adjustment to the Death Benefit Guarantee performed every 3rd Anniversary Date up to and including the annuitant's 80th birthday if the market value is greater than the current DBG on that date.
Guarantee Withdrawal Benefit (GWB) Bonus (also referred to as income bonus)	An amount added to the GWB Benefit Base at the end of any calendar year, if no withdrawals are taken. For all deposits in the first calendar year the income bonus is pro-rated based on the month of the initial deposit.
Guaranteed Withdrawal Benefit (GWB) Bonus Base	The amount used to calculate the income bonus at the end of the calendar year.

For more information, please contact your
Manulife Investments Sales Team and visit
www.manulifegifselect.ca



FOR ADVISOR USE ONLY

Bonuses are not cash deposits; they increase the basis for calculating guaranteed income. The bonus is available each year following the initial deposit to the IncomePlus Series, provided no withdrawals are taken. For all deposits to IncomePlus in the first calendar year, the bonus is pro-rated based on the month of the initial deposit. Exceeding the withdrawal thresholds may have a negative impact on future income payments. The Lifetime Withdrawal Amount (LWA) becomes available on January 1st of the year the annuitant or the younger of the annuitant and the Joint Life (if applicable) turns age 65. The Joint Life must be the spouse (as defined by the Income Tax Act (Canada)) of the annuitant at the time of election of the Joint Life Payout Option. Only one person can be named as the Joint Life and may not be changed. Withdrawals proportionally decrease Maturity and Death Benefit Guarantees. Withdrawals in excess of the LWA or prior to the LWA eligibility date will reduce the GWB Benefit Base proportionally. Other conditions may apply. The Manufacturers Life Insurance Company is the issuer of the Manulife GIF Select insurance contract which offers the IncomePlus, EstatePlus and InvestmentPlus Series and the guarantor of any guarantee provisions therein. InvestmentPlus and EstatePlus are trademarks, i-Watch, GIF Select IncomePlus, Manulife and the block design are registered service marks and trademarks of The Manufacturers Life Insurance Company and are used by it and its affiliates including Manulife Financial Corporation.