

Introducing segregated fund fee rebates



Management fee rebates



- Clients with holdings over \$100,000 qualify for a fee rebate
- The rebate amount will be used to purchase additional units that can help clients grow their total investment

Rebate eligible products



- Standard series, Partner series, Preferred series 1, and Preferred partner series administered on the new segregated fund platform are eligible for a management fee rebate
- Estate Protection is included in aggregation but excluded from receiving rebates
- Era 1 and Era 2 LIB policies are eligible for fee rebates; however, the rebates are not considered subsequent premiums and it will not increase the BIB, LIWB or LIA

How is the fee rebate calculated?



For Standard series and Partner series

Tier	% of total assets (A)	Management fee rate (B)	Management fee rate reduction amount (A x B)
First (\$0 - 100,000)	% of assets less than \$100,000	Nil	Nil
Second (\$100,000+)	% of assets exceeding \$100,000	<ul style="list-style-type: none">• Short-term bond 0.10%• Money Market NIL• All funds not noted above 0.20%	This rate will be calculated by multiplying the % of assets over \$100,000 (A) by the specified fee rate based on fund (B)

Management fee rebates begin when total new aggregated segregated platform assets (associated under a SIN and a dealer/rep) exceed \$100,000. No fee rebates apply during the period when the market value falls below this amount.

Note – The rebate calculation is performed for each fund; not one calculation for the entire policy.

How is the fee rebate calculated?



For Preferred series 1 and Preferred partner series

Fund	Band 1 \$0 - \$499,999	Band 2 \$500,000 \$999,999	Band 3 \$1,000,000 \$2,499,999	Band 4 \$2,500,000 \$4,999,999	Band 5 \$5,000,000 +
<ul style="list-style-type: none">All funds (unless otherwise noted below)	nil	nil	nil	0.05%	0.10%
<ul style="list-style-type: none">Money Market (Portico)Fixed Income funds -other than Mortgage (Portico)	nil	nil	0.05%	0.10%	0.15%

Legacy products



- The management fee rebate is not available on Legacy products:
 - It's up to the advisor to discuss with client if, when, and how they should move to products on the new platform
 - Consideration should be given to any tax consequences associated with making such a move

Please review the fee rebate Q&A document which will cover aspects of the fee rebate program in more depth.

