

## ESTATE PLANNING: DO YOU KNOW YOUR PARENTS' WISHES?

Here are some tips to make this important conversation easier and to reduce the financial stress associated with the death of your parents



*“Throughout their lives, Stephanie and Julian’s parents always talked them through challenging issues and gave them sound advice. But as they get older, roles have been switching. After bringing up the delicate issue of estate planning with their parents, Stephanie and Julian now have peace of mind, knowing that they won’t have to go through the financial upheaval their cousins experienced when their father passed away and money was short.”*

<sup>1</sup> Through the resets available in the 75/100, 100/100 and FORLIFE Series

<sup>2</sup> Possible through a beneficiary designation

It might seem inappropriate to speak about estate planning with your parents, and it’s tempting to avoid the subject because of all the emotions involved. But if you pick the right moment to act, your parents and the whole family will be spared a lot of worry!

### **Did you know that your financial security advisor can help you through this delicate process?**

The value of financial security advisors goes far beyond the growth of your investments or the purchase of an insurance policy. They play a key role in helping you make good investment choices or important life decisions like estate planning. To support you in this process, advisors take care to learn about your parents’ needs, wishes and concerns, with total objectivity and transparency.

### **iA Financial Group products give you the peace of mind you’re looking for**

The wide range of savings and insurance products from iA Financial Group provide the protection your loved ones may need. Offered exclusively by life insurance companies, segregated funds provide guarantees and benefits that are not available through mutual funds.

Benefits of segregated funds include:

- Protection of your capital through guarantees
- The assurance that your earnings are locked in during market downturns<sup>1</sup>
- Quick and confidential settlement at death to whoever you choose, without having to wait for estate settlement<sup>2</sup>
- Access to a range of funds managed by leading portfolio managers.

Sound advice from  
your financial security  
advisor

+

Benefits of  
segregated funds

=

Peace  
of mind

# TIPS AND TRICKS TO HAVING AN EFFECTIVE CONVERSATION

1

## Lay the groundwork

- Think ahead of time of the important questions you would like to ask them to have peace of mind
- Choose the right time and place
- Include your immediate family (siblings) whenever possible
- Don't wait until one of your parents is sick

2

## Be transparent, make your intentions clear

- Clearly express what you hope to achieve
- Lead by example and show steps you have taken with your financial security advisor for your own estate planning
- Steer the conversation towards your parents expressing their wishes
- Address key points, such as the importance of protecting the surviving spouse, dependants or vulnerable persons

3

## Involve your financial security advisor

Suggest to your parents the assistance of your financial security advisor:

- **For expertise:** your financial security advisor will sort through all the different information your parents are coming in contact with and can clarify certain perceptions.
- **For informed, objective support:** your financial security advisor could help engage in a dialogue with your parents and perhaps even resolve some tensions, that are present even in the best of families!
- **For peace of mind for you and your parents:** your financial security advisor will help your loved ones make better choices based on your family situation and your goals.

Contact your financial security advisor today!

To find out more, visit  
[ia.ca/advice-zone/family](https://ia.ca/advice-zone/family)



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