

Genesis Universal Life

WEALTH MAXIMIZER OPTION

Get the most out of your Genesis Universal Life policy

- **MAXIMIZE** liquidity
- **MINIMIZE** the costs of insurance
- **MAXIMIZE** tax advantages in your policy



Paired with the outstanding flexibility and high accumulation of iA's Yearly Renewable Term (YRT) cost option, the Wealth Maximizer death benefit option is the ideal protection for estate and retirement planning, and for ensuring savings growth.

It allows clients to maximize their investments by keeping the costs of insurance as low as possible.

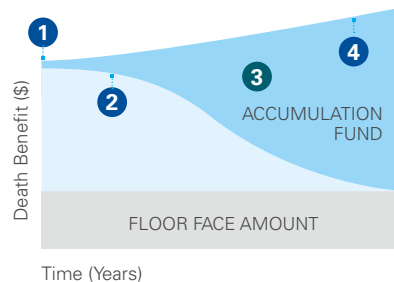
For wealthy individuals

- ✓ Provides an additional tax shelter to maximize savings once contribution limits for RRSPs and TFSAs have been reached
- ✓ Addresses growing estate needs

For business owners

- ✓ Ensures business continuity while addressing future needs, such as protection against unforeseen events, estate protection and retirement liquidity
- ✓ Provides a growing total death benefit to increase the Capital Dividend Account (CDA) and pay taxes upon shareholder death

How Wealth Maximizer helps to build estate protection



Wealth Maximizer Specifications

- Available in Genesis Universal Life
- Yearly Renewable Term (YRT) costs
- Face amount + fund coverage
- Face amount decreases from the fifth policy anniversary, or after according to client choice
- Minimum floor face amount: \$25,000

1

The policy is issued and the face amount remains fixed up to at least the fifth policy anniversary.

2

Thereafter, the face amount is adjusted automatically to the minimum required to maintain the policy's tax-exempt status.

BUILD YOUR ESTATE

3

Thanks to Wealth Maximizer, the majority of the death benefit is made up of the accumulation fund, which can be used to supplement income for unforeseen events or long-term care.

4

Upon death, the face amount is added to the accumulation and paid to the estate.

PROTECT YOUR ESTATE

Genesis YRT and Wealth Maximizer for Business

THE PERFECT SOLUTION FOR ADDRESSING FINANCIAL CONCERNS THROUGHOUT THE BUSINESS LIFECYCLE.

As a business owner, or as a controlling shareholder, you need a life insurance solution that offers flexibility whatever happens down the road. The solution also needs to help maximize and protect your estate through the use of the Capital Dividend Account (CDA) to reduce the impact of tax upon death.

That's why we developed the Wealth Maximizer option in Genesis YRT. Together, they provide a **flexible solution**, allowing for **high accumulation** and **tax optimization**.

In Jeff's case study, let's see how our solution gives him peace of mind

- **Jeff** - 55 years old (male non-smoker)
- Owner of a specialized vehicle components manufacturing company

As an entrepreneur, Jeff requires insurance coverage throughout the life of his business. At first, he needs to maintain the financial integrity of the company in case of the premature death of a key person or unforeseen events.

As time progresses, focus will shift towards the payment of tax on the deemed disposition of the shares on death and maximization of the estate for his beneficiaries.

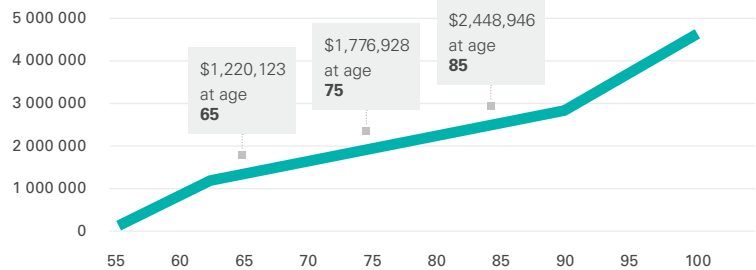
With the help of his advisor, Jeff opts for Genesis YRT Face Amount + Fund with Wealth Maximizer Option

- Company is the owner of the policy
- 8 payments of \$125k for a total of \$1M in the policy
- Initial face amount of \$2M
- The adjustment of the face amount begins after 5 years

The accumulation fund: maximizing Jeff's liquidity for long-term planning

Genesis YRT provides for rapid growth of Jeff's accumulation fund – illustrated here with a rate of return of 4%.

The wealth maximizer option ensures the availability of a source of liquidity while maintaining a growing overall death benefit.



Maximizing the Net Estate Value

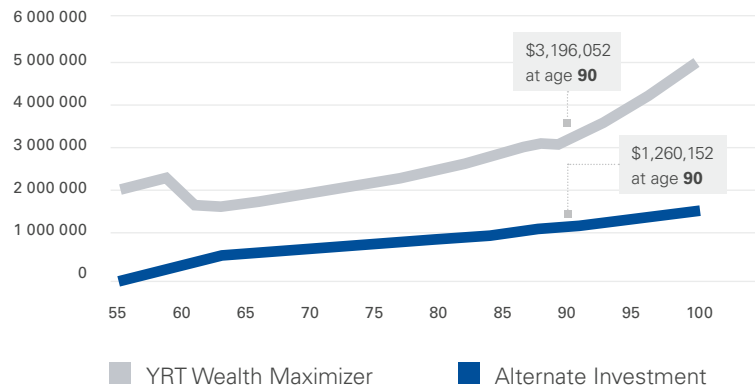
The value of the Capital Dividend Account (CDA)* of Jeff's company increases in time, which helps reduce the impact of tax upon death and promotes growth in the Net Estate Value**.

Should Jeff die at age 90, a non-taxable Net Estate Value of \$3,196,052 would be available for the estate. This allows Jeff to leave much more wealth to his heirs than if he had maintained his assets in a fully taxable investment, for which an equivalent value of \$1,260,152 would be available (assuming 4% return in both cases).

* Capital Dividend Account (CDA) = Death Benefit - Adjusted Cost Basis.

** Net estate value = CDA + (Death benefit - CDA) * (1 - shareholder dividend tax rate)

Net Estate Value



INVESTED IN YOU.