

Seventh-day Adventist Church in Canada

Education Session
Supplemental Group Savings Program

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Education Specialist

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TODAY'S AGENDA

- Let's talk about retirement
- Summary of your supplementary group savings program
- Investment options
- Enrol in your plan
- My Client Space & iA Mobile
- Q&A

Who is iA?

iA Financial Group is one of the biggest and most reputable insurance and financial services providers in Canada

Over 8,200 employees



Founded in 1892



Strong presence coast to coast



Certified carbon neutral



CONTEXT

Your employer is offering this supplemental program to you to help you maximize your savings for retirement

iA Financial Group was chosen following a thorough analysis of the market. The following items were taken into consideration:

- Quality of service
- Easy-to-use web tools
- Quality of investment options
- Competitive pricing



LET'S TALK ABOUT RETIREMENT



How much retirement income will be enough?

Replacement ratio

70%

of your income
before retiring

For example:

Before retiring: \$50,000

70% of \$50,000 = **\$35,000**

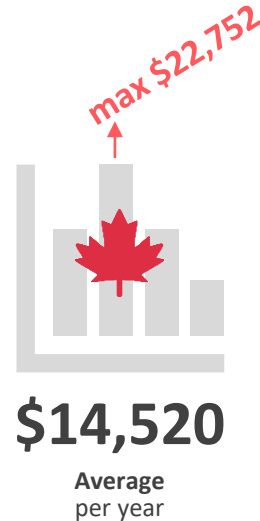
Remember:

- Less expenses at retirement
- Income from government plans



Your income from public plans

Maximum benefits payable at 65, in 2022 → Amounts are taxable



Service
Canada

www.canada.ca/benefits

1-800-277-9914

SUPPLEMENTAL GROUP SAVINGS PROGRAM





What's a Group RRSP?

Registered Retirement Savings Plan

- *Taxes are paid upon withdrawal / tax deferral*
- *It saves taxes on investment return / tax deferral*
- *Return on your investments will be based on your personal investment decisions*

What your supplemental program looks like

CRITERIA	RRSP (REGISTERED RETIREMENT SAVINGS PLAN)
Participation	<ul style="list-style-type: none">• Voluntary
Eligibility	<ul style="list-style-type: none">• All permanent full-time or part-time employees: immediate
Earnings	<ul style="list-style-type: none">• Regular salary, excluding overtime and bonuses (base plus housing)• Hourly: hours worked (any hours worked including statutory vacation and sick pay, no bonuses or allowances)
Regular contributions	<ul style="list-style-type: none">• Up to 3% of your earnings
Employer contributions	<ul style="list-style-type: none">• Information available in your plan summary, please refer to your HR department, treasury or payroll department
Voluntary contributions	<ul style="list-style-type: none">• Via payroll deductions• Via preauthorized bank withdrawals• Via cheque or electronic lump-sum transfer from your online bank account
Contribution limit	<ul style="list-style-type: none">• Please refer to your Notice of Assessment provided by the Canada Revenue Agency (CRA)

What your supplemental program looks like

CRITERIA	RRSP (REGISTERED RETIREMENT SAVINGS PLAN)
Transfer-in policy	<ul style="list-style-type: none">• Permitted. Contact our Customer Service agents at 1-800-567-5670 to initiate the transfer
Spousal contributions	<ul style="list-style-type: none">• Your group RRSP allows you to contribute for the benefit of your spouse
Withdrawal policy	<ul style="list-style-type: none">• Permitted for your regular and voluntary contributions• NOT Permitted for your employer's contributions• A transaction fee is applicable; a minimum tax withholding as determined by the CRA will be applied to all contribution withdrawals

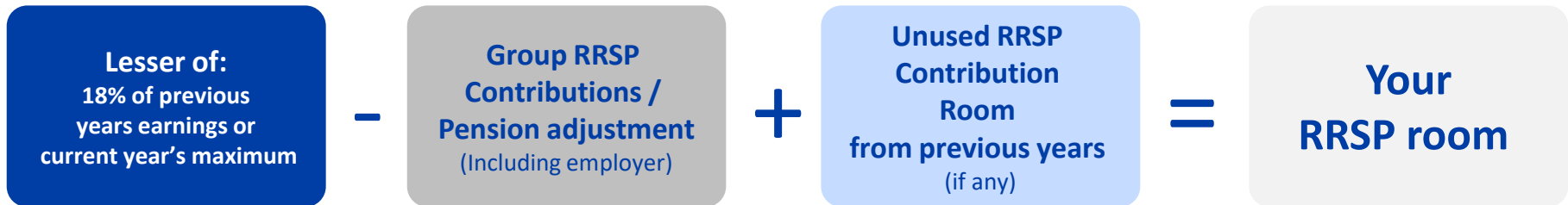
Impact of your Group RRSP contributions

Important if you contribute to an individual RRSP!

- How much can I contribute to an RRSP for the current year? Easiest way to know is the Notice of Assessment

How is the RRSP room calculated on the Notice of Assessment?

Remember: your current defined benefit plan produces a pension adjustment that effects your RRSP room



Immediate Tax Savings through Payroll Deductions

Individual Contribution



Payroll Contribution



Maximize your program!

\$50,000 income

Regular contributions: 3%

\$58

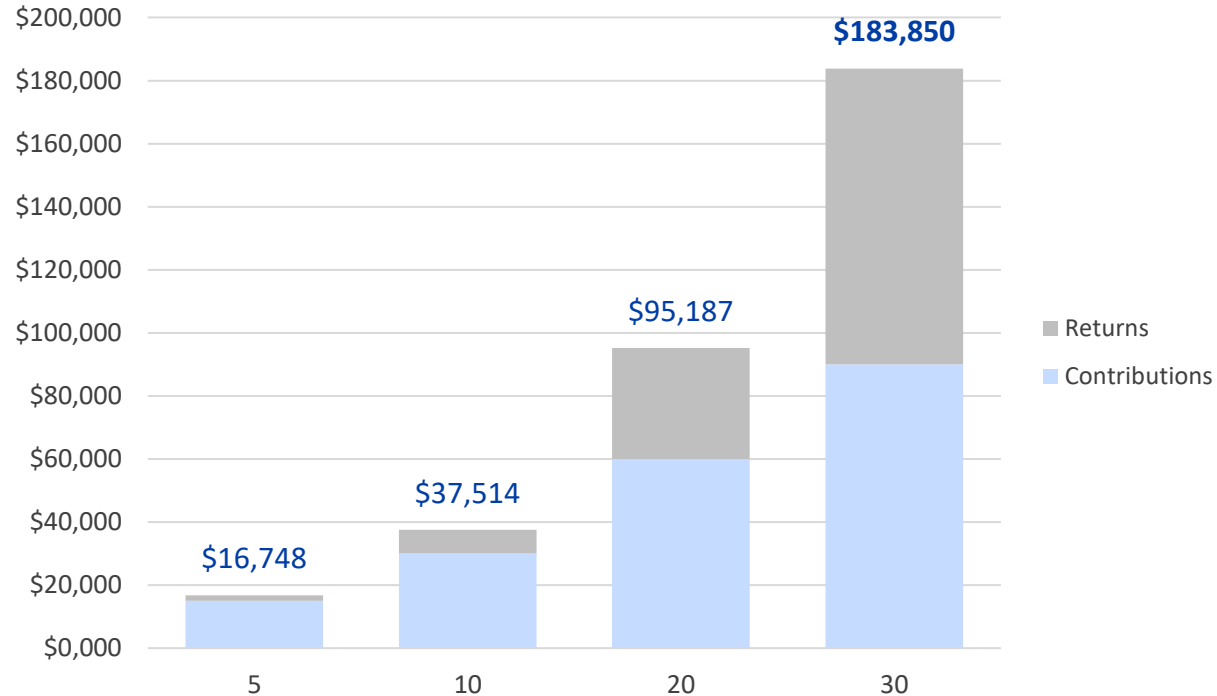
+

Employer contributions: 3%

\$58

Total annual savings

\$1,500 (employee)
+
\$1,500 (employer)
\$3,000



This example is based on a rate of return of approximately 5% and based on a bi-weekly pay schedule (26 per year). This illustration provides an estimate using the assumptions noted above and does not constitute a guarantee.

Advantage of lower management fees



Seventh-day Adventist Church in Canada Group RRSP Program

\$3,000 yearly during 30 years

IMF: 0.58 %



\$183,850

Additional savings of \$42,722 over 30 years!



Personal Plan

\$3,000 yearly during 30 years

IMF: 2.1%

"MER" – Management Expense Ratio



\$141,128

This example is based on a 26 pay periods and net rate of return of approximately 5%, and is for illustration purposes only. Retail fees are based on 2019 study by Investment Funds Institute of Canada (IFIC).

What happens if I leave my job?

Keep your assets with
iA Financial Group

CoPilot

Tax-Free Transfer to personal
registered plan



Tax-Free Transfer to
registered plan of new
employer
(if allowed)

Cash Settlement if applicable
(withholding tax,
added to year's income)

INVESTMENT OPTIONS



One destination, two choices of itinerary

Simplified mode



Choose an BlackRock investment option and let the experts manage your investments

Advanced mode

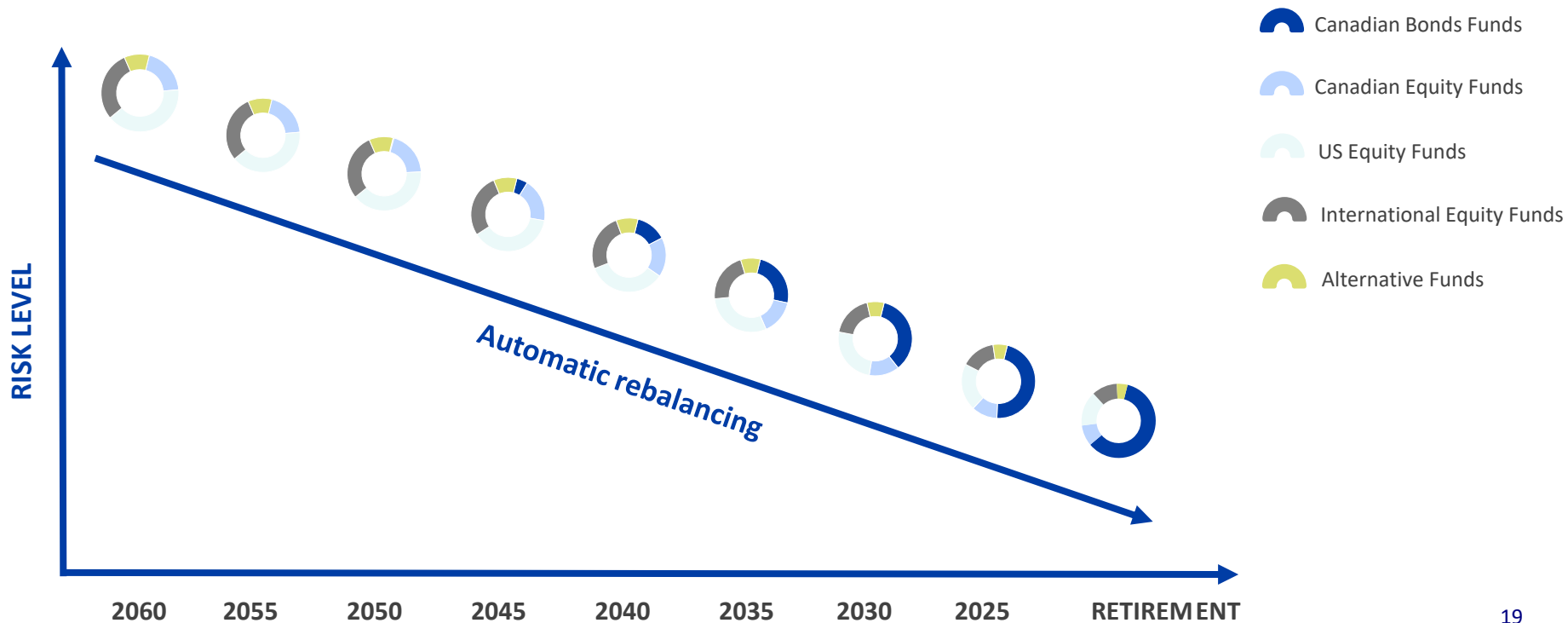


Make your own selections from a wide range of investment options

Simplified mode: BlackRock LifePath

A simplified & diversified investment solution

These investment options are deemed “**Target Date**”: The level of risk in your investments **automatically** reduces gradually, as you approach retirement



Advanced mode

Pick & choose your own funds

Income Funds						
	Year to date ¹	Past 1 year ¹	Past 5 years ¹	Past 10 years ¹	Risk level	Fees
Fund A	1.03%	1.74%	0.96%	0.92%		1.250%
Fund B	6.69%	8.35%	3.79%	4.48%		1.200%
Fund C	7.03%	8.43%	4.24%	4.78%		1.350%

Fund C

Fund Code: 020
Inception date: May 1977

Total net assets: \$2,854.2 million Group savings and retirement

Investment Advisor
IA Investment Management
Team of different fund managers

Objectives of the Fund

- Oriented toward current income
- Moderate long term capital growth
- Conforms to a medium to long term investment horizon

Investment style
Interest rate forecasts

Investment limits

Short term Bond 100%

Risk level

Commentary

The Fund's approach in bond management is based on interest-rate movement forecasts, derived from analyses of macroeconomic trends. The management of the duration and the yield curve positioning are the main sources of added value compared to the benchmark. Sector and security selection also contribute to add value. On occasion, the manager may add securities denominated in foreign currencies, real return bond or other special situations likely to improve the portfolio's return or to reduce volatility.

Asset mix of the Fund
As at June 30, 2019

Characteristics of the Fund
As at June 30, 2019

Bond and Short term Portfolios

Average rating - Bonds	AA-
Average term	11.9 years
Modified duration	8.2 years
Average coupon	3.2%
Yield at market value	2.4%

Performance - Gross returns

Netted before deduction of management and administrative fees

Compound returns

As at June 30, 2019	YTD	1 month	3 months	6 months	1 year	2 years	3 years	4 years	5 years	10 years	Since Inception
Fund	6.70	1.00	2.74	6.78	7.30	4.31	3.24	3.81	4.34	4.83	8.34
Benchmark index*	6.52	0.91	2.51	6.52	7.37	4.01	2.66	3.30	3.88	4.53	

Annual returns

As at December 31	18	17	16	15	14	13	12	11	10	09
Fund	1.34	3.32	2.64	3.71	8.91	(0.98)	4.24	10.03	6.46	5.33
Benchmark index*	1.41	3.52	1.66	3.52	8.79	(1.19)	3.60	9.67	6.34	5.41

* IIG - Canada Universe Bond Index. Please refer to the legal notices at the end of this publication for more information about the index.

Past performance is not a guarantee of future returns.

Quarterly Update | Group Investment Funds
Second quarter, ending June 30, 2019 Industrial Alliance

ENROL IN YOUR PLAN



Easy online enrolment!

ia.ca/enrolnow

All-in-one process



Personal information



Beneficiary designation



Investor profile



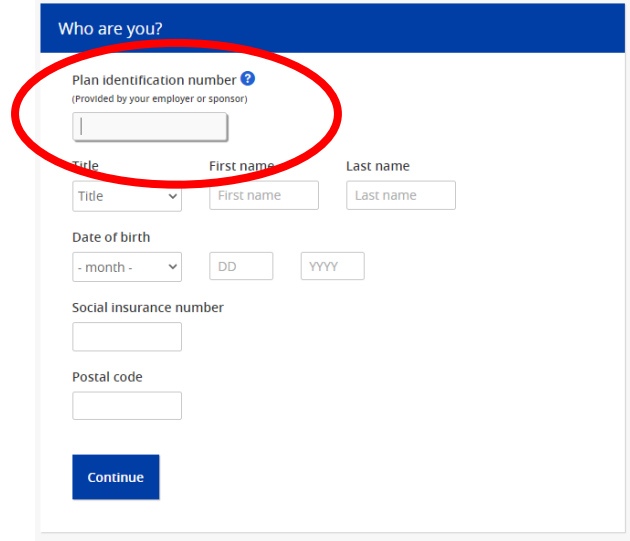
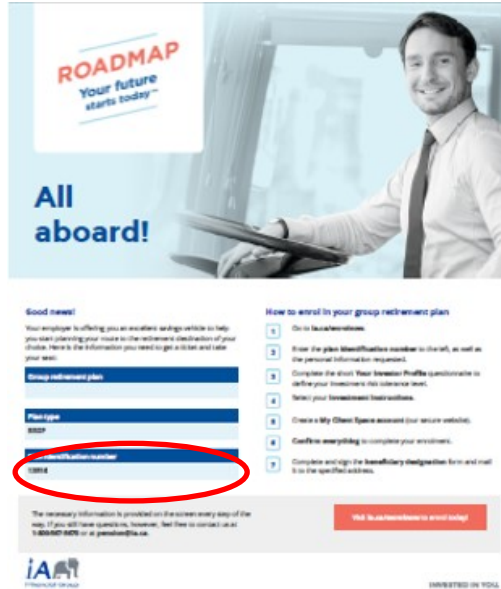
Investment choice



Contribution rate



Setup of My Client Space




Get started at: ia.ca/enrolnow

MY CLIENT SPACE & iA MOBILE



My Client Space: ia.ca/myaccount



My Client Space

Sign in

Access code or email

[Forgotten access code?](#)

Password

[Forgotten password?](#)

Remember my access code

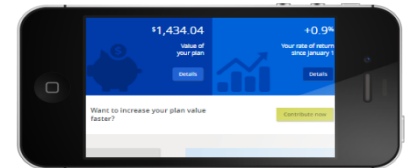
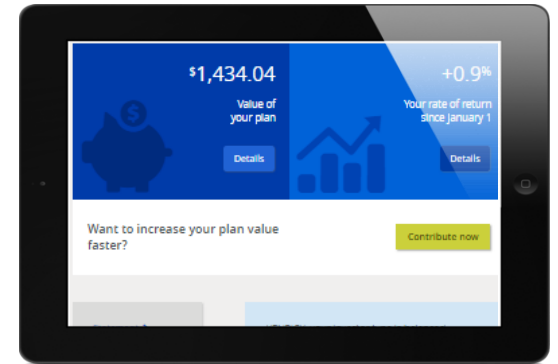
Sign In

Create account

Quickly and easily get your access code.

If you are already a client or partner and have never accessed the site, you can use this option to get your access code. You will have to answer some questions allowing us to validate your identity.

Create account



Manage your account

The image shows a screenshot of a web application interface for managing a group savings and retirement plan. The interface is divided into several sections:

- Left Sidebar:** A navigation menu under the heading "GROUP SAVINGS AND RETIREMENT". It includes a "Dashboard" link, a "Your RRSP" dropdown menu, and a list of menu items: "In a nutshell", "Balance", "Rate of return", "Investments", "Transactions", "Contributions", "Beneficiaries", and "Unit values and fees". Below this is a "PLANNING TOOLS" section with links for "Tax receipts", "Tax slips", "Statement", "Forms", and "Interest rates".
- Main Content Area:** Titled "Your group savings and retirement plan". It features a personalized greeting: "Hello Ms. CHAINE, Welcome to Group Savings and Retirement!". The main dashboard displays two key metrics: a balance of "\$15,688.30" and a rate of return of "+12.5%". Each metric has a "Details" button. Below these metrics is a section for "Determine your salary deductions or make a voluntary contribution" with a "Continue" button.
- Right Side:** A "What type of investor are you?" section with a "Do the test" button.

Three callout boxes with dashed borders and arrows point to specific elements in the interface:

- Modify your investment instructions:** Points to the "Investments" menu item in the sidebar.
- Designate your beneficiaries:** Points to the "Beneficiaries" menu item in the sidebar.
- Consult the details of your account:** Points to the "Details" button for the rate of return.
- Change your contribution amount:** Points to the "Continue" button in the contribution section.

Modify your payroll contributions

GROUP SAVINGS AND RETIREMENT

- Dashboard
- ▼ Your RRSP
 - In a nutshell
 - Balance
 - Rate of return
 - Investments
 - Transactions
 - Contributions**
 - Beneficiaries
 - Unit values and fees
- ▶ PLANNING TOOLS

Your contributions by payroll deduction

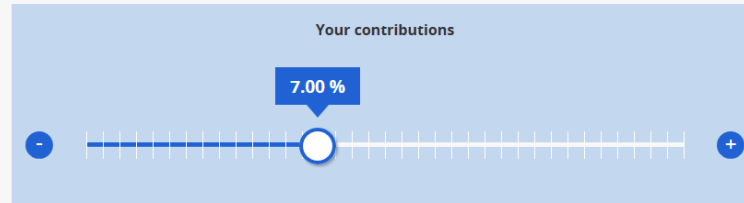
Your total contributions, including your employer's contributions if applicable and those made to other registered savings products, cannot exceed the annual maximum permitted by the Canada Revenue Agency. Refer to your notice of assessment.

Gross annual salary
\$ 50000

Frequency of payroll periods
26 per year

How do you want to change the contribution from your payroll deductions?

Percentage



Your contribution equals:

\$134.62 / pay

\$3,500.12 / year

Modify Your Investments

GROUP SAVINGS AND RETIREMENT

Dashboard

▼ Your RRSP

In a nutshell

Balance

Rate of return

Investments

Available options

Change

Transactions

Contributions

Beneficiaries

Unit values and fees

▶ PLANNING TOOLS

What do you wish to change?

I want to change how **all type of contributions** to my plan are invested.

OR

I want to **only** change how the following are invested:

- my regular contributions (such as salary contributions).
- my voluntary contributions (such as lump-sum contributions and transfers from another plan).
- employer contributions.

Continue

Which mode do you wish to use to choose your investments?

Simplified mode

Propose an investment solution adapted to my reality and managed by experts.

Advanced mode

Show me all available investment options. I want to make my own choices and manage my investments.

Continue

Cancel

Beneficiary Designation

GROUP SAVINGS AND RETIREMENT

Dashboard

▼ Your RRSP

In a nutshell

Balance

Rate of return

Investments

Transactions


Contributions

Beneficiaries

Unit values and fees

▶ PLANNING TOOLS

Your beneficiaries



- 50% SAMUEL MILLER revocable
- 50% JULIA MILLER revocable

[Change a beneficiary >](#)

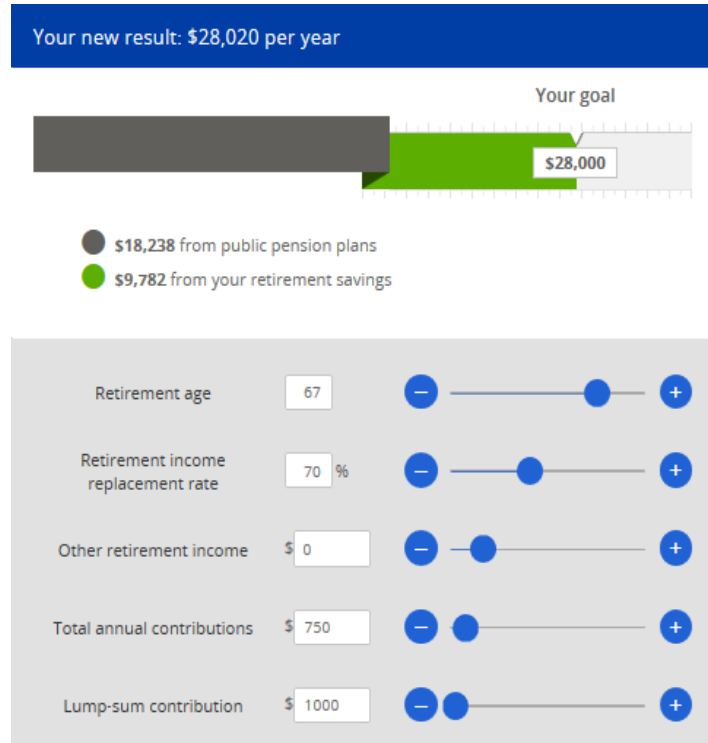
Retirement Simulator

Retirement projection tool

Add a dose of long-term vision to your savings strategy

Allows you to

- Set a retirement goal
- Test various scenarios
- Receive tips to improve your outlook
- Link your results with your member statement



Your Financial Wellness Zone

GROUP SAVINGS AND RETIREMENT

Dashboard

▶ Your RPP
Registered Pension Plan

▶ Your RRSP

▶ Your VRSP
Voluntary Retirement Saving Plan

▶ Your DPSP
Deferred Profit Sharing Plan

▶ Your NRC
Non-Registered Contract

▶ PLANNING TOOLS

Your Financial Wellness

Your Financial Wellness

FINANCIAL WELLNESS ZONE

The Financial Wellness Zone contains a wealth of information to help you improve your financial health, one step at a time. You'll find resources and tools on budgeting, protecting your finances, setting financial goals and planning for retirement.

Explore the Financial Wellness Zone ▶

YOUR OVERALL FINANCIAL WELLNESS SCORE IS GOOD!

Your overall financial wellness score is good! You understand the key concepts of the personal financial pillars and have already adopted positive habits for some of them. To improve your score by making some changes to your financial habits, see your action plan for each financial pillar.

See your action plan▶



Understanding the Four Pillars

Knowing and understanding some basic financial concepts is the first step to start improving your financial wellness.

Make your budget +

Protect your finances +

Set your financial goals X

Before you set goals, you need to know what's important to you and what you want to do. Then you'll be ready to set SMART goals:

- Specific
- Measurable
- Achievable
- Relevant
- Time-Bound

Here are a few examples to help inspire you:

Debt management

"I want to pay off my credit card balances by paying an extra \$200 a month until November."

Do you feel like you're drowning in debt and don't know which way to turn? It's time to take control of your finances.

One option is to start by paying down the debt with the highest interest rate first. Another strategy is to start with the one that has the lowest balance. Knocking off a few debts quickly can help build momentum and motivate you to keep going.

After that, you might want to consider consolidating your debts. A consolidated loan is a loan that's used to pay off all your debts. By consolidating your high-interest debts, such as those on your credit cards, you'll be able to pay them off faster and pay less interest. Don't hesitate to talk to a trusted financial advisor who can guide you through the process.

Emergency fund

"I want to build up an emergency fund of \$6,500 in the next 5 years."

An emergency fund is money you set aside to pay for unexpected expenses. It can help in your financial stress and keep you from going into debt if a significant, unforeseen expense should arise. According to the Financial Consumer Agency of Canada, an emergency fund should be equal to about 3 to 6 months' salary, or enough to cover your expenses for the same period of time.

This might sound like a lot, but it's not uncommon to take several years to build up a sole emergency fund. The important thing is to start slowly with realistic amounts, based on what you can afford.

Financial Wellness Zone

Improving your financial health one step at a time.



Understanding the four personal financial pillars

Make your budget

Do you know where your money goes? To find out, look at your expenses and then make a budget. This will help you limit unnecessary expenses and reach your goals.

Start now

Protect your finances

Life can throw challenges our way. What would happen if you got into a car accident, if you were unable to work anymore or, even worse, if you died?

Start now

Set your financial goals

No matter where you're at, it's always a good idea to set measurable financial goals and realistic plans for achieving them.

Start now

Plan your retirement

You no doubt have all kinds of plans for your retirement. You can achieve them all if you start planning now.

Start now

The path to financial wellness is different for everyone

Your path to financial satisfaction will vary depending on your age, your financial situation, your personal goals, and habits. Our financial assessments will help you know where you stand and what you should do next.

Complete the assessment



Financial Wellness Assessment

- Global score and for each pillar
- Personalized action plan and resources
- Progress at your own pace according to your preferences

IA Financial Group

Go to My Client Space

FINANCIAL WELLNESS ASSESSMENT

Personal financial pillars

Learn about your personal strengths and areas you should focus on for each pillar to improve your financial health one step at a time.

Budget 20%

Budgeting is key to helping you manage your expenses and debts, as well as to establishing healthy financial habits. Learn the basics of budgeting to get a clear understanding of your financial situation and reduce financial stress.

See your action plan

Financial Goals

Overall, you're doing well in setting your financial goals and at achieving them. Adopt more investing habits to further your financial goals.

See your action plan

Financial protection 100%

Perfect score! The financial protection of your loved ones and yourself is important to you and you've implemented effective strategies to maintain it. Keep it up!

See your strengths

Retirement

You aspire to a comfortable retirement, but you still have work to do to get your retirement plan on track. Review your savings to reach your goals.

See your action plan

Global Score: 55%

Other user's average score: 0%

IA Financial Group

Go to My Client Space

FINANCIAL GOALS

← Financial Wellness Assessment

Your action plan

Investment advice Mark as done

Ensure that you review your financial strategy regularly with your advisor

- See your financial goals (page pillar financial wellness zones) [ES](#)
- Does your savings strategy fit your age? [ES](#)

Type of investment vehicle Mark as done

Consider additional savings and retirement plans prior to making an investment decision (e.g. group and individual plans)

- RRSP or TFSA? [ES](#)
- Tool: Financial calculators [ES](#)

Investor profile Mark as done

Complete the Your Investor Profile questionnaire in My Client Space Planning tools section to determine what kind of investment is right for you

- Tool: Your Investor Profile questionnaire? [ES](#)

Investment fees Mark as done

Determine exactly what you pay in investment fees

- How to find out what are your investment fees? [ES](#)

Diversification Mark as done

Review your investment strategy to ensure that you have a diversified portfolio that fits your investor profile

Type of investment vehicle Mark as done

Use the Financial calculators available in the Planning Tools section of My Client Space to calculate how much you could save based on your principal, contributions, duration and expected return for different types of investments.

- RRSP or TFSA? [ES](#)
- Tool: Financial calculators [ES](#)

Score: 60%

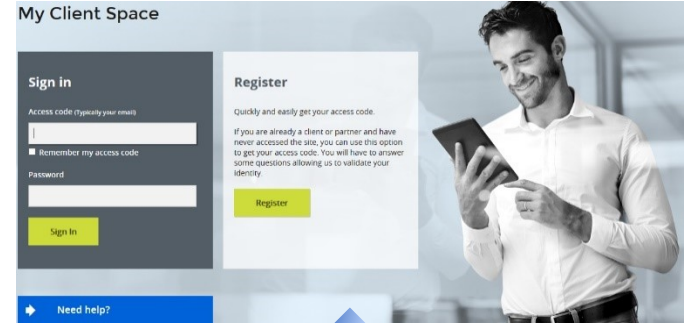
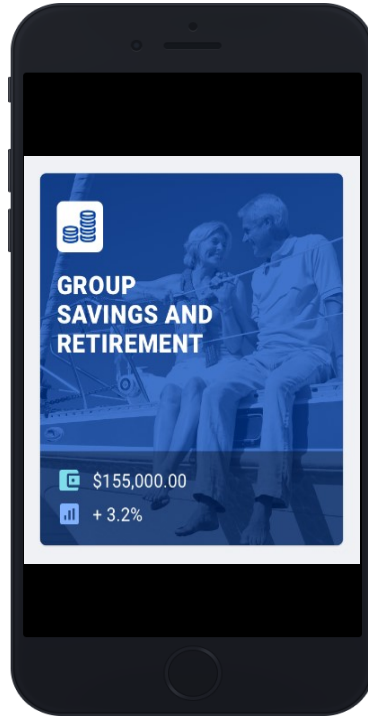
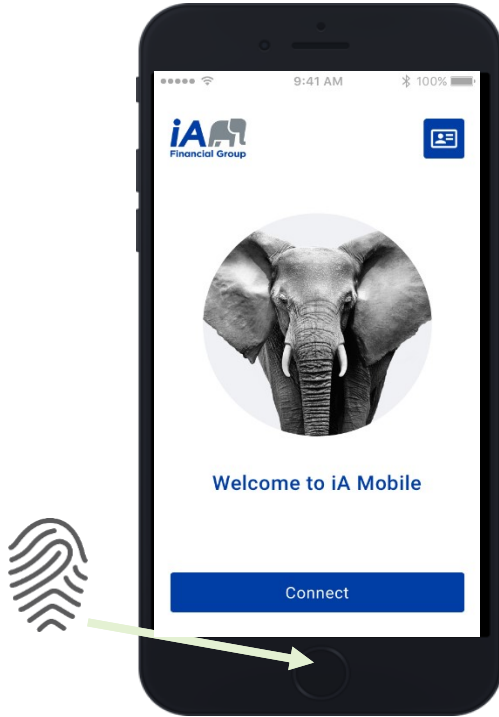
Other user's average score: 0%

Overall, you're doing well at setting your financial goals and at planning accordingly to achieve them. Adopt more good savings and investing habits to further your financial goals.

[Redo the assessment](#)

iA Mobile

Makes life easier!

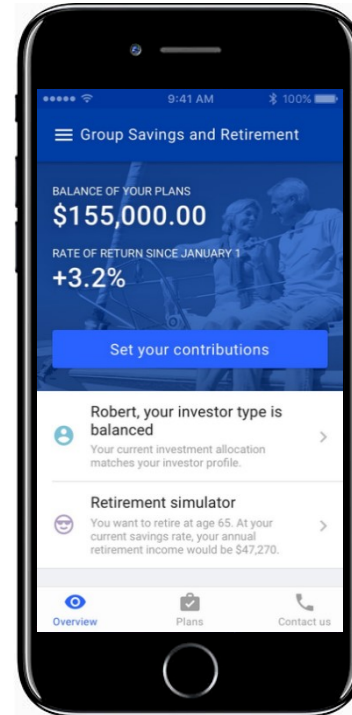


To connect to iA Mobile,
you must be registered for
My Client Space



iA Mobile: your savings and you

- Overview
 - Account balance
 - Current & historic rate of return
- Transactional features
 - Voluntary contributions through pre-authorized debit (RRSP)
 - Beneficiary update/change
 - Investor Profile Questionnaire
- Retirement Simulator (read-only)
- Yearly member statement & tax receipts/tax slips (can be converted to PDF and shared)



The power of the group!

Employer contributions



Lower investment fees



Convenience of payroll deductions



Immediate tax savings

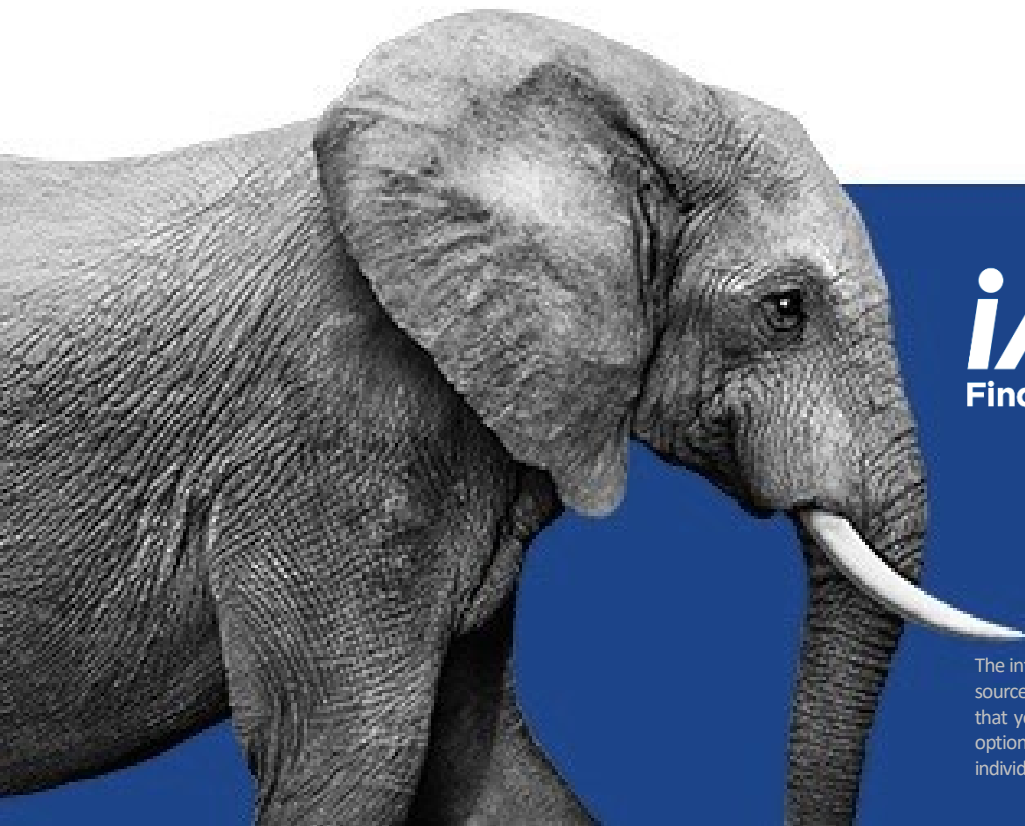


Wide variety of investment options



My Client Space & iA Mobile App: 24/7 access





Customer Service

1-800-567-5670

Monday to Friday

8AM to 8PM (ET)

pension@ia.ca

The information contained in this presentation is for informational purposes only and is not intended to be a source of advice on any issues including investment decisions or estate and financial planning. We suggest that you contact a professional if you require any additional details or advice about specific situations or options available to you. iA Financial Group cannot be held responsible or liable for the actions taken by individuals, based on the information provided in this presentation.

INVESTED IN YOU.