

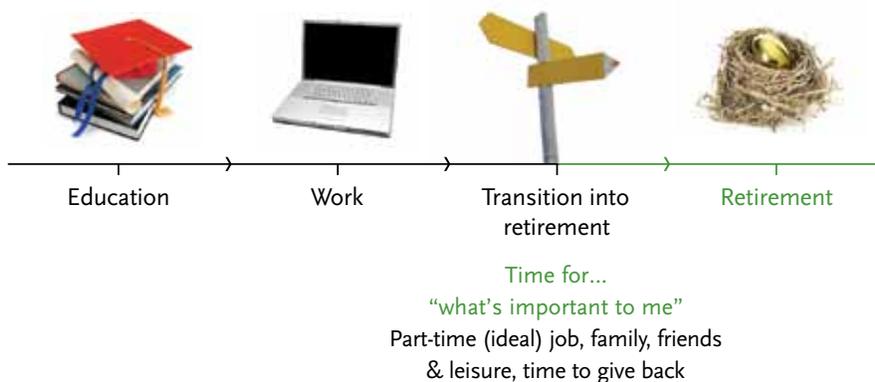


EVENTUALLY EVERYONE RETIRES

The new retirement reality

For years, the baby boom generation has been exerting influence on our culture, politics and the economy. Today, with the oldest baby boomers beginning to retire, we're seeing traditional retirement being redefined. For many, retirement is no longer an (event) or a race to the finish line, but a healthier and more productive (transition).

Think "transition"



This transition into retirement reflects an important period in the lives of many people, when they have the opportunity to down size certain commitments and emphasize others that are particularly meaningful to them.

Numbers are revealing

Baby boomers begin to retire

Happy 60th

Early-stage baby boomers turned 60 in 2006

10,000,000

Number of baby boomers in Canada

Number of people age 65 and older doubled between 1981 and 2009, and will double again in 2030

20 years

Baby boom period: 1946-1966

There will be more seniors than children in Canada sometime between 2015 and 2021

Source: Statistics Canada

Today's retirement is not like your parents'

Start by retiring old retirement thinking

Although statistics indicate we will not be able to rely as heavily on security nets such as company pension plans, it is important to retire dated thinking and focus on the many positives we have to work with:

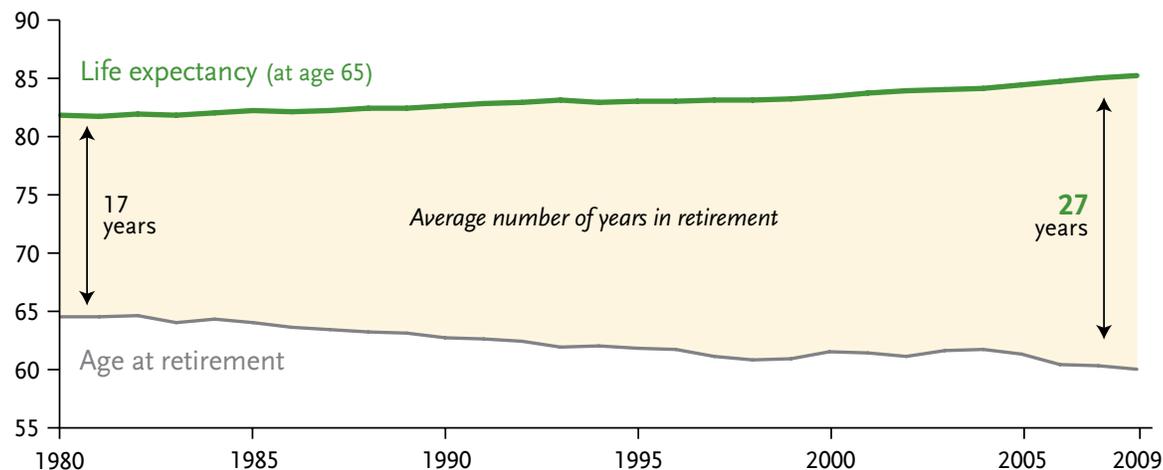
1. Retirement planning feels like a race to the finish line. Think transition
2. I need 60% to 80%+ of my pre-retirement income...or else. Re-calculate your goal based on your expenses
3. My government pension will run out as soon as I retire. Not likely, but it won't be enough to live on
4. Retirement means not working. Or, working on your terms
5. At age 60, I am getting old. 60 is the new 40, because life expectancy has increased



The new retirement reality

The trend of increasing life expectancy is not news. But, when you combine this trend with the trend of people retiring earlier, the result is interesting – and rewarding if your health and finances are in good shape.

More to enjoy... for those that are prepared



Source: Department of Finance Canada; Retirement Insight & Research

Understanding the challenges and proactively planning

It's important to understand the challenges leading up to and during retirement. Taking control means having a plan, being proactive and keeping an eye on the (big picture) to secure the future we all deserve.

1. **Longevity** – Plan on it
2. **Inflation** – Don't be blindsided over time
3. **Market volatility** – Balanced portfolio is key
4. **Good health/attitude** – Is it an asset or liability?
5. **Housing** – House-rich but savings/income-poor?
6. **Income** – Planning for longevity includes equities

Planning beyond the portfolio

- will and estate planning
- tax planning
- insurance & health care
- housing
- lifestyle planning
- additional employment income

Next step: time to book a retirement planning (check-up)

1. *Review and rebalance your portfolio*
2. *Project retirement income needs*
3. *Build an integrated plan beyond your portfolio*

The information contained on these pages is designed to provide you with general information related to investment alternatives and strategies and is not intended to be comprehensive investment advice applicable to the circumstances of the individual. We strongly urge you to consult with a financial advisor prior to making any investment decisions. For illustrative purposes only, you cannot invest directly in an index. Please consult your financial advisor for information on retirement and investment strategies for your own particular circumstances.