

Retirement Planning Advocis Summit – Vancouver 2018

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Disclaimer

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Agenda

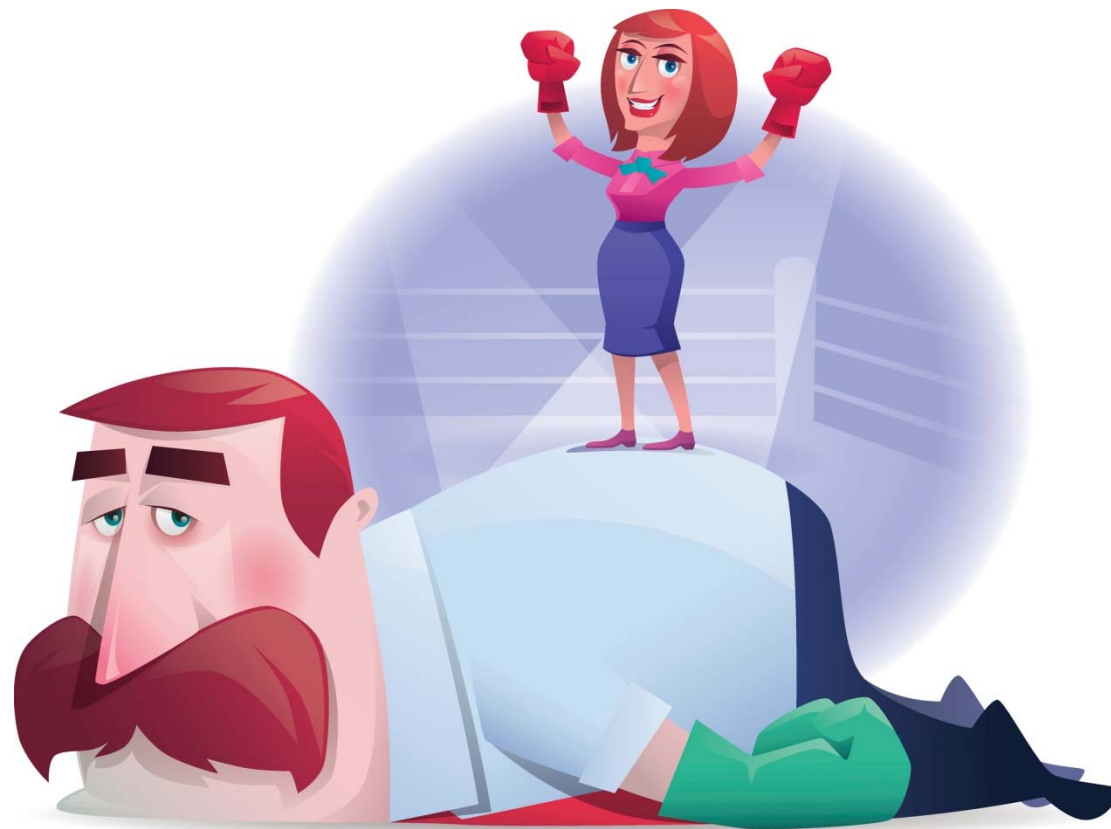
- Career path
- Retirement process
 - Data collection – Fact finding meeting
 - Plan presentation
 - Order of spending
 - Transitioning the plan into the insurance recommendation
- Annual follow up

Cindy David Financial Group Ltd.

- Career advisor training – One year
- Assistant to a boutique financial planning firm
- MFDA to IDA estate planning specialist
- Raymond James EPA – 17 years
- CDFG – Personal lines of business

Be the best....

What have you done to make sure you beat the competition?



RAYMOND JAMES[®]
FINANCIAL PLANNING LTD.

What sets you apart?

- Education
- Work with a mentor
- Remove objections
- Volunteer – Advocis, CALU
- Get published
- Public speaking

Financial Planning 201



Data Collection

	Husband	Wife
Group Insurance		
Personal or Corporate Insurance		
Personal Information SECTION I		
Contact Info:		
OBJECTIVE		
TO COLLECT RELEVANT PERSONAL INFORMATION NECESSARY TO PLAN AN ESTATE OR BUSINESS SUCCESSION STRATEGY FOR A CLIENT.		
To do:		

Data Collection

Date

SECTION I Personal Information

*Accountant
Contact Info*

PERSONAL DATA

Citizenship

Client's name	Birthplace
Birthdate/age	Phone
Fax	E-mail
Residence address	Citizenship

FAMILY DATA

Spouse's name		
Birthdate/age	Birthplace	
Marriage date	Marriage contract? (Please provide copy)	
Spouse's occupation		
Spouse's future plans (employment, family, etc.)		
Children	Birthdate/age	Birthplace
Do you plan to have (more) children?		
Previous marriage(s)?	Children of previous marriage(s)?	
Spousal support?	Child support?	
Separation agreement? (Please provide copy)		

*Wills & Power of Attorney
Lawyer Contact Info*

Goals:

Retirement Goal: After-Tax \$

2 TAX AND ESTATE PLANNING FACT-FINDER

Data Collection

Husband

Wife

Home

Investments - ACB for Non-Registered Accounts

- Ownership

- Rent / Growth

Parents: Future Expense / Inheritance

Net Worth Details as of July

Plan (2017)

	Male	Female	Total	%
Non-Registered Assets				
Bank Account	25,000	25,000	50,000	1%
Personal Investment Account 1	64,361	64,361	128,722	2%
Personal Investment Account 2	226,073	226,073	452,145	5%
Corporate Investment Account 1	420,780		420,780	5%
Corporate Investment Account 2	500,336		500,336	6%
Total Non-Registered Assets	1,236,550	315,434	1,551,983	18%
Registered Assets				
RRSP 1	106,878		106,878	1%
RRSP 2	360,885		360,885	4%
RRSP 1		63,883	63,883	1%
RRSP 2		254,740	254,740	3%
TFSA 1	29,187		29,187	0%
TFSA 2	27,992		27,992	0%
TFSA 1		23,967	23,967	0%
TFSA 2		41,922	41,922	0%
Group RRSP		12,098	12,098	0%
Total Registered Assets	524,942	396,610	921,552	11%
Lifestyle Assets				
Principal Residence		6,000,000	6,000,000	71%
Total Lifestyle Assets		6,000,000	6,000,000	71%
Total Assets	1,761,492	6,712,044	8,473,535	100%
Total Net Worth	1,761,492	6,712,044	8,473,535	100%

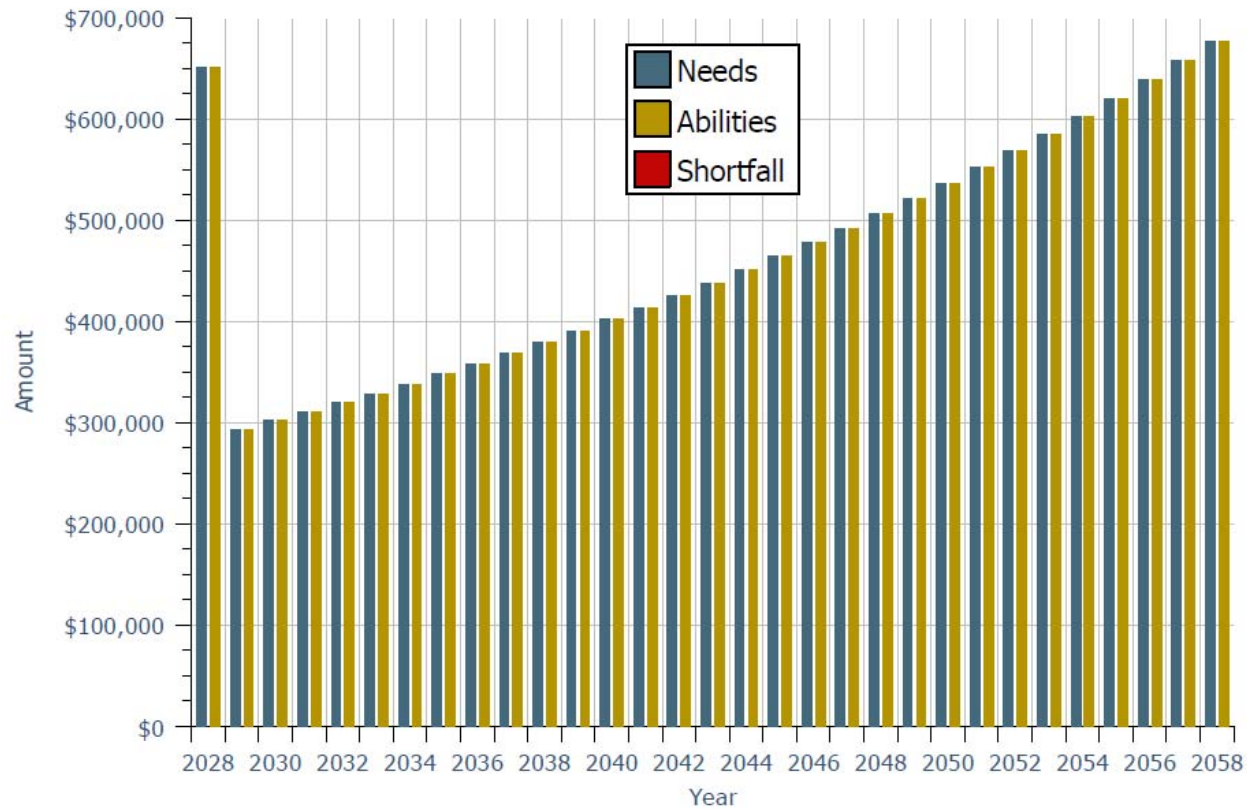
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Needs vs. Abilities for Retirement

Plan

(2017)



Projected Cash Flow Summary

Plan

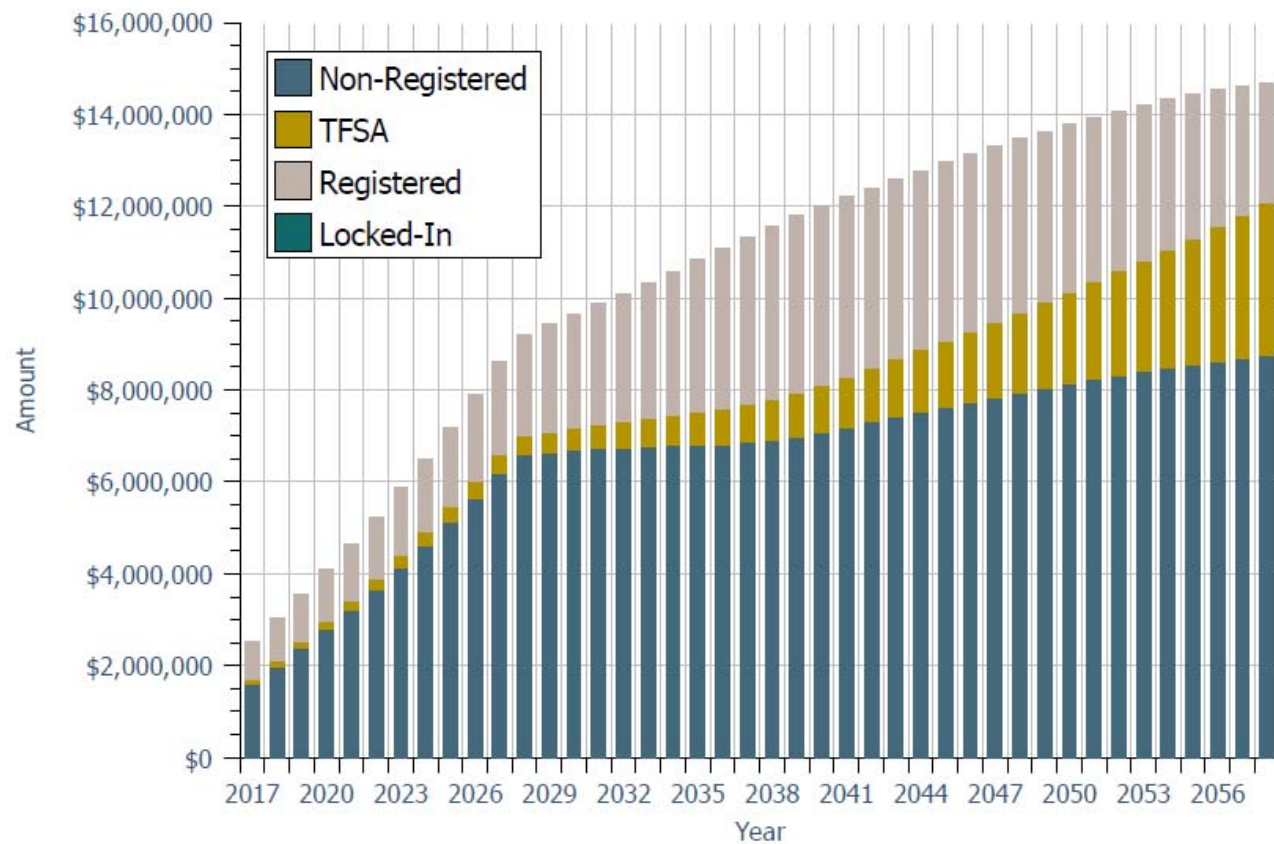
(2017)

Year	Age	Inflows					Outflows					Surplus/(Deficit)
		Earned Income	Pension Income	Registered Proceeds	Non-Registered Proceeds	Other Inflows	Lifestyle & Medical Expenses	Registered Contributions	Non-Registered Contributions	Taxes	Other Outflows	
2017	49/52	700,400	0	0	341,023	0	206,004	51,410	310,000	366,242	82,965	24,802
2018	50/53	721,412	0	0	370,314	0	212,184	51,410	310,000	382,155	82,465	53,513
2019	51/54	743,054	0	0	401,144	0	218,550	51,410	310,000	400,506	97,986	65,746
2020	52/55	765,346	0	0	433,122	0	225,106	51,410	310,000	419,484	114,122	78,346
2021	53/56	788,306	0	0	466,293	0	231,859	51,410	310,000	439,109	130,896	91,324
2022	54/57	811,956	0	0	500,701	0	238,815	51,410	310,000	459,406	148,333	104,692
2023	55/58	836,314	0	0	536,393	0	245,980	51,410	310,000	480,397	166,460	118,461
2024	56/59	861,404	0	0	573,418	0	253,359	51,410	310,000	502,106	185,305	132,642
2025	57/60	887,246	0	0	611,827	0	260,960	51,410	310,000	524,558	204,896	147,250
2026	58/61	913,863	0	0	651,671	0	268,789	51,410	310,000	548,917	225,261	161,157
2027	59/62	941,279	0	0	693,005	0	276,852	51,410	310,000	575,387	246,433	174,202
2028	*60/63*	323,172	15,629	0	706,316	0	279,621	51,410	310,000	297,448	106,639	0
2029	61/64	0	27,596	0	406,381	0	282,389	11,000	0	85,769	54,819	0
2030	62/65	0	28,424	0	409,022	0	290,861	11,000	0	84,056	51,529	0
2031	63/66	0	29,277	0	411,467	0	299,587	11,000	0	83,731	46,426	0
2032	64/67	0	30,155	0	413,605	0	308,574	11,000	0	83,318	40,867	0
2033	65/68	0	31,060	0	415,409	0	317,832	11,000	0	82,755	34,883	0
2034	66/69	0	31,992	0	416,855	0	327,367	11,000	0	82,030	28,450	0
2035	67/70	0	32,951	0	417,914	0	337,188	11,000	0	81,134	21,544	0
2036	68/71	0	33,940	0	418,559	0	347,303	11,000	0	80,056	14,140	0
2037	69/72	0	34,958	89,156	418,760	0	357,722	11,000	0	105,130	69,021	0
2038	70/73	0	36,007	91,682	422,254	0	368,454	11,000	0	105,807	64,681	0
2039	71/74	0	37,087	94,288	425,487	0	379,508	11,000	0	106,353	60,001	0
2040	72/75	0	38,200	211,530	428,440	0	390,893	11,000	0	153,618	122,658	0
2041	73/76	0	39,346	217,487	435,152	0	402,620	11,000	0	156,209	122,155	0
2042	74/77	0	40,526	223,566	441,833	0	414,698	11,000	0	158,775	121,452	0
2043	75/78	0	41,742	230,063	448,473	0	427,139	11,000	0	161,429	120,710	0
2044	76/79	0	42,994	236,391	455,068	0	439,953	11,000	0	163,960	119,540	0
2045	77/80	0	44,284	243,012	461,593	0	453,152	11,000	0	166,530	118,206	0
2046	78/81	0	45,613	250,103	468,038	0	466,747	11,000	0	169,202	116,805	0
2047	79/82	0	46,981	256,888	474,398	0	480,749	11,000	0	171,639	114,879	0
2048	80/83	0	48,390	264,267	480,644	0	495,171	11,000	0	174,393	112,736	0
2049	81/84	0	49,842	271,676	486,760	0	510,027	11,000	0	177,101	110,151	0
2050	82/85	0	51,337	279,112	492,722	0	525,327	11,000	0	179,708	107,136	0
2051	83/86	0	52,877	287,105	498,502	0	541,087	11,000	0	182,416	103,982	0
2052	84/87	0	54,464	294,976	504,094	0	557,320	11,000	0	184,951	100,262	0
2053	85/88	0	56,098	303,069	509,462	0	574,039	11,000	0	187,436	96,152	0

Important: The calculations or other information generated by NaviPlan® version 17.0 regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. These calculations are shown for illustrative purposes only because they utilize return data that may not include fees or operating expenses, and are not available for investment. If included, fees and other operating expenses would materially reduce these calculations.

Accumulation and Redemption of Retirement Capital

Plan
(2017)



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Multi-Year Net Worth Summary

Plan

Year	Ages	Non-Registered Assets ¹	Registered Assets	Real Estate Assets	Total Lifestyle Assets	Total Liabilities	Total Net Worth
2017	49/52	1,582,944	949,199	0	6,060,000	0	8,592,143
2018	50/53	1,968,394	1,060,645	0	6,181,200	0	9,210,239
2019	51/54	2,369,145	1,178,778	0	6,304,824	0	9,852,747
2020	52/55	2,785,803	1,304,000	0	6,430,920	0	10,520,724
2021	53/56	3,219,001	1,436,734	0	6,559,539	0	11,215,275
2022	54/57	3,669,396	1,577,433	0	6,690,730	0	11,937,558
2023	55/58	4,137,669	1,726,573	0	6,824,544	0	12,688,786
2024	56/59	4,624,530	1,884,663	0	6,961,035	0	13,470,228
2025	57/60	5,130,719	2,052,237	0	7,100,256	0	14,283,211
2026	58/61	5,657,001	2,229,866	0	7,242,261	0	15,129,127
2027	59/62	6,204,175	2,418,152	0	7,387,106	0	16,009,433
2028	*60/63*	6,600,474	2,617,736	0	7,534,848	0	16,753,059
2029	61/64	6,644,501	2,786,460	0	7,685,545	0	17,116,506
2030	62/65	6,685,238	2,965,308	0	7,839,256	0	17,489,801
2031	63/66	6,720,871	3,154,886	0	7,996,041	0	17,871,799
2032	64/67	6,750,946	3,355,839	0	8,155,962	0	18,262,747
2033	65/68	6,775,036	3,568,850	0	8,319,081	0	18,662,967
2034	66/69	6,792,693	3,794,641	0	8,485,463	0	19,072,797
2035	67/70	6,803,445	4,033,979	0	8,655,172	0	19,492,596
2036	68/71	6,806,792	4,287,678	0	8,828,276	0	19,922,746
2037	69/72	6,865,021	4,464,545	0	9,004,841	0	20,334,408
2038	70/73	6,918,909	4,649,417	0	9,184,938	0	20,753,264
2039	71/74	6,968,118	4,842,690	0	9,368,637	0	21,179,445
2040	72/75	7,079,984	4,926,506	0	9,556,010	0	21,562,500
2041	73/76	7,191,347	5,009,201	0	9,747,130	0	21,947,678
2042	74/77	7,302,007	5,090,581	0	9,942,072	0	22,334,661
2043	75/78	7,411,924	5,170,136	0	10,140,914	0	22,722,974
2044	76/79	7,520,671	5,247,930	0	10,343,732	0	23,112,334
2045	77/80	7,628,085	5,323,556	0	10,550,607	0	23,502,248
2046	78/81	7,734,098	5,396,398	0	10,761,619	0	23,892,115
2047	79/82	7,838,184	5,466,605	0	10,976,851	0	24,281,641
2048	80/83	7,940,128	5,533,407	0	11,196,388	0	24,669,922
2049	81/84	8,039,486	5,596,565	0	11,420,316	0	25,056,367
2050	82/85	8,135,829	5,655,836	0	11,648,722	0	25,440,388
2051	83/86	8,229,019	5,710,410	0	11,881,697	0	25,821,126
2052	84/87	8,318,488	5,760,132	0	12,119,331	0	26,197,951
2053	85/88	8,403,848	5,804,481	0	12,361,717	0	26,570,047
2054	86/89	8,484,821	5,842,660	0	12,608,952	0	26,936,433
2055	87/90	8,560,791	5,874,374	0	12,861,131	0	27,296,296
2056	88/91	8,631,251	5,899,048	0	13,118,353	0	27,648,652
2058	90/93	8,756,605	5,924,453	0	13,648,335	0	28,329,392

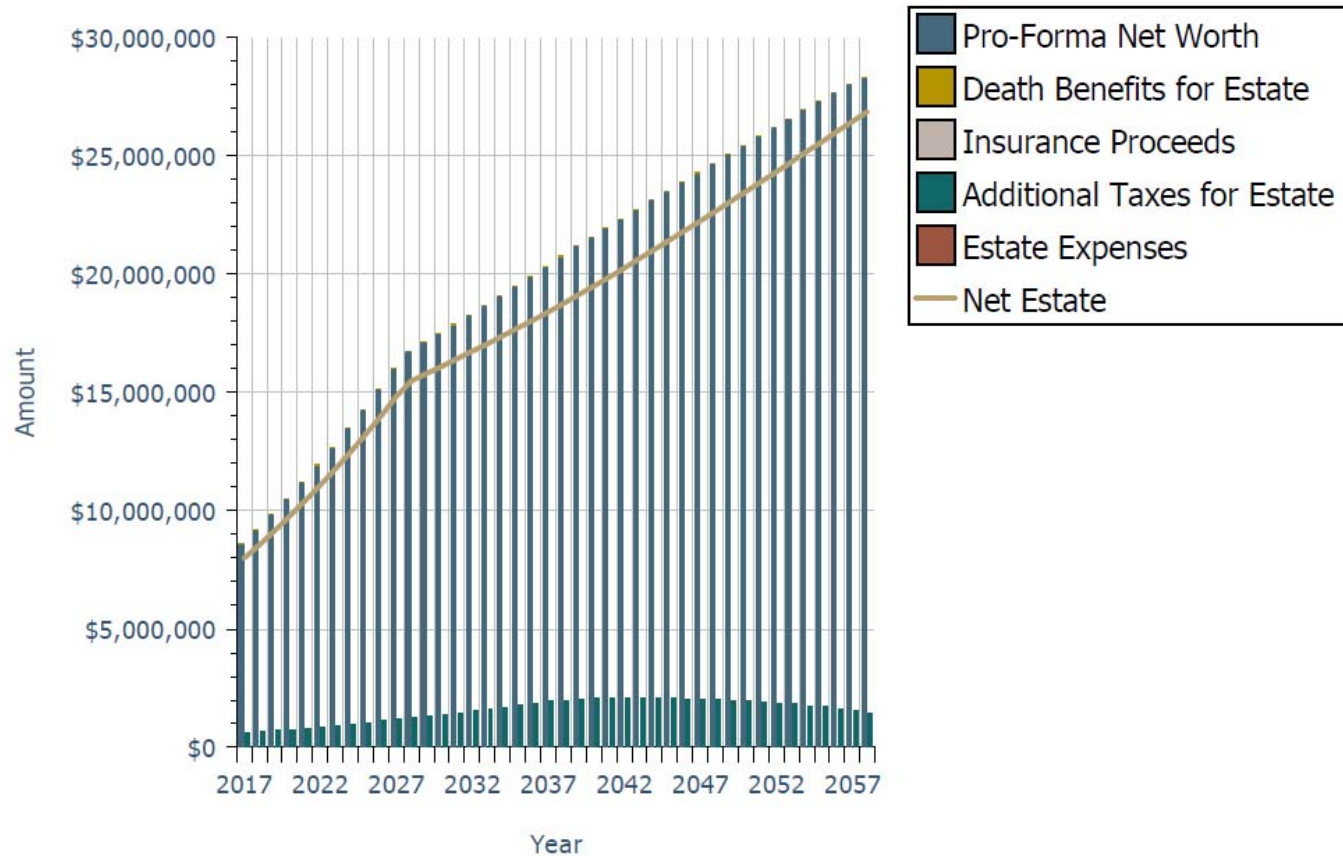
* = Year of retirement

¹Non-Registered Assets may include life insurance cash surrender value capital

Estate Analysis

Plan

(2017)



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Estate Analysis

Plan (2017)

	2017	2027	2037	2047	2058
Non-Registered					
Bank Account	51,015	75,938	75,938	75,938	75,938
Personal Investment Account 1	461,320	686,699	686,699	686,699	686,699
Personal Investment Account 2	131,334	947,126	899,201	791,277	672,560
Corporate Investment Account 1	510,200	751,095	1,052,504	1,566,700	2,397,862
Corporate Investment Account 2	429,076	3,743,317	4,150,678	4,717,570	4,920,596
Subtotal	1,582,944	6,204,175	6,865,021	7,838,184	8,753,654
Registered					
RRSP 1	371,712	665,679	1,192,129	1,343,270	1,001,203
RRSP 2	262,382	469,887	798,217	771,326	468,253
RRSP 1	110,084	398,336	739,147	832,858	620,769
RRSP 2	65,799	481,239	861,687	832,657	505,486
TFSA 1	28,832	51,633	92,467	165,595	314,349
TFSA 2	43,180	77,328	138,483	248,002	470,782
TFSA 1	30,063	130,682	310,875	633,574	1,289,996
TFSA 2	24,686	121,053	293,631	602,693	1,231,376
Group RRSP	12,461	22,316	37,909	36,631	22,238
Subtotal	949,199	2,418,152	4,464,545	5,466,605	5,924,453
Lifestyle					
Principal Residence	6,060,000	7,387,106	9,004,841	10,976,851	13,648,335
Subtotal	6,060,000	7,387,106	9,004,841	10,976,851	13,648,335
Pro-Forma Net Worth	8,592,143	16,009,433	20,334,408	24,281,641	28,326,442
Death Benefits					
CPP/QPP Death Benefits	5,000	5,000	5,000	5,000	5,000
Subtotal	5,000	5,000	5,000	5,000	5,000
Estate Before Taxes & Expenses	8,597,143	16,014,433	20,339,408	24,286,641	28,331,442
Additional Income Taxes	(616,762)	(1,197,086)	(1,942,619)	(2,033,695)	(1,450,822)
Net Estate	7,980,381	14,817,347	18,396,788	22,252,946	26,880,620
Final Estate	7,980,381	14,817,347	18,396,788	22,252,946	26,880,620
Estate Shrinkage (\$)	611,762	1,192,086	1,937,619	2,028,695	1,445,822
Estate Shrinkage (%)	7%	7%	10%	8%	5%

Adding Value beyond Retirement Planning

- Check for dual citizenship with the U.S.
- Wills and power of attorney
- Understand corporate structures
- Explore sensitive family relationships
 - Spendthrift
 - Drug addiction
 - In-laws
- Risks – What can undermine a healthy plan?
 - Insurance review

Adding Value beyond Retirement Planning

- Representation agreements
- Separation agreements
- Buy/sell agreements

What do we include in Recommendations

- Tax brackets
- CPP – Earlier or later?
- OAS clawback
- RRIF minimums
- Pension maximization
- Contingent beneficiaries
- Insurance
 - For insurance
 - For investment
- Estate planning guide

Recommendations

- Annual vs monthly payments for LB and term plans
- Transferring personal plans to corporation
- Group benefits review
- Home insurance
- De-registering locked in plans

Questions?

