



## Estate preservation



GIF Select  
**EstatePlus®**

THE MANUFACTURERS LIFE INSURANCE COMPANY

## Do you want an investment that can help you protect your financial legacy?

For many of us, planning for retirement also means thinking about the financial legacy we leave behind.

We want to provide for our families and loved ones and we want to leave an estate that can minimize taxes and offer protection from probate fees.

The EstatePlus Series within GIF Select, helps investors protect their financial legacy by combining the long-term growth potential of top investment funds and the unique protection benefits available through a segregated fund contract. The result is a highly effective estate planning solution.

This information applies to GIF Select contracts sold on or after October 5th, 2009.

Probate does not apply in Quebec. For investors in Quebec, the term probate is intended to refer to the administrative process and expense of settling your estate



# EstatePlus combines these key benefits to cover your estate planning needs

## **LEGACY PROTECTION – 100% DEATH BENEFIT GUARANTEE**

EstatePlus offers a 100% Death Benefit Guarantee that can protect the savings you want to pass on to family and loved ones. Your beneficiaries are guaranteed to receive at least 100% of deposits to the EstatePlus Series (reduced proportionally by withdrawals) even if there are market downturns.

## **LEGACY GROWTH – AUTOMATIC RESETS**

Death Benefit Guarantee resets provide the potential for you to grow the amount of the legacy you leave to beneficiaries. Resets work to capture market appreciation and help increase the payout to your family and loved ones. When the market value is higher than the previous guarantee, you can potentially see your Death Benefit Guarantee increase with the growth in the markets. Resets are automatic and occur every three years on the EstatePlus Anniversary Date, with a final reset on the annuitant's 80th birthday.

## **ABILITY TO BYPASS PROBATE**

In the event of death, the proceeds of your contract can privately<sup>1</sup> pass directly to your designated beneficiaries, without the delay and expense of probate<sup>2</sup>.

## **SELECTION OF AWARD-WINNING FUNDS**

You have a broad choice of over 40 investment funds from many of Canada's top fund managers. EstatePlus offers a range of assets classes with a variety of fixed income and balanced funds, asset allocation portfolios and fund bundles.

## **CREDITOR PROTECTION**

EstatePlus has the potential to protect your assets from creditors. This feature is ideal for professionals and small business owners looking to help protect their personal assets from professional liability.

## **FLEXIBILITY**

Should you need to, you can access your savings at any time (fees may apply). Multiple sales charge options are available: Front-end (FE), Low-load (LL), Back-end (BE) and F-class.

<sup>1</sup>In Saskatchewan, jointly held property and insurance policies with a named beneficiary are included on the application for probate despite the fact that these assets do not flow through the estate and are not subject to probate fees. <sup>2</sup>Probate is not applicable in Quebec.

# Resets capture market growth to help increase the value of your legacy

## ESTATEPLUS RESETS IN ACTION

Jim, age 63, wants to protect \$200,000 that he has set aside for his family in the event of his death. Jim also wants the potential to increase this amount and ensure his assets can be passed quickly and privately to his loved ones. EstatePlus can provide all of these benefits and more.

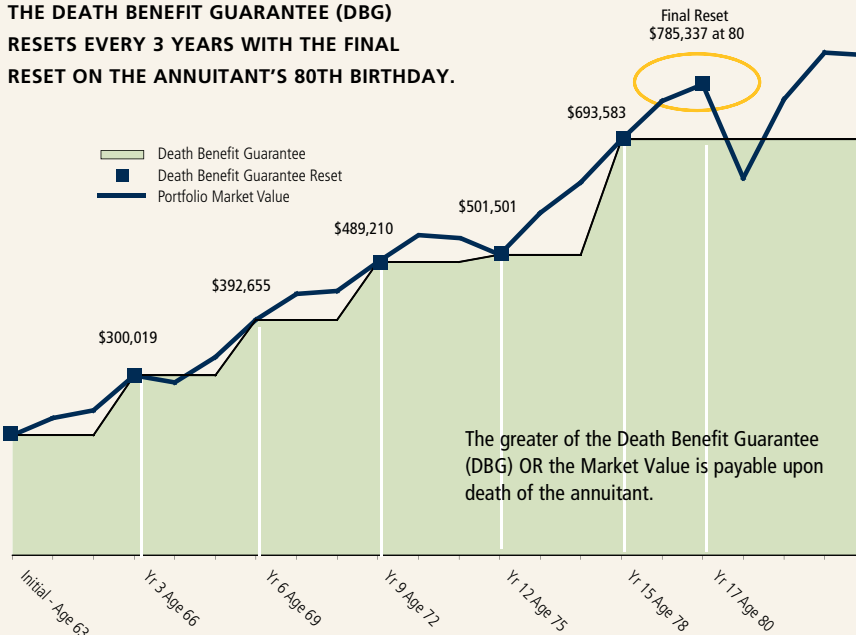
In this example, Jim invests \$200,000 in EstatePlus with an initial Death Benefit Guarantee of \$200,000 (100% of his deposit value). On the 3rd anniversary date, the portfolio market value is \$300,019, resulting in an increase of Jim's Death Benefit Guarantee to

\$300,019. Jim's Death Benefit Guarantee resets every three years when the market value is greater than the previous guarantee. On Jim's 80th birthday (January 1st), Jim's guarantee is reset one last time, resulting in a final guarantee of \$785,337.

## ADVANTAGES OF UNBUNDLED FEES

To make it easy for you to understand the cost of preserving your financial legacy, an annual fee for the EstatePlus Death Benefit Guarantee is charged separately from the fund MER (Management Expense Ratio).

### THE DEATH BENEFIT GUARANTEE (DBG) RESETS EVERY 3 YEARS WITH THE FINAL RESET ON THE ANNUITANT'S 80TH BIRTHDAY.



Deposit date and date of birth based on January 1st.  
For illustration purposes only. Hypothetical portfolio consists of 60% Globe Canadian Equity Peer Index and 40% Globe Canadian Bond Peer Index. Calendar year returns from 1991 to 2010. Returns have been adjusted for an annual EstatePlus Fee of 0.45%. Performance histories are not indicative of future performance.

## With EstatePlus, you have the ability to bypass probate

Ensuring the smooth transfer of investment proceeds to your beneficiaries can be a challenge for a number of reasons:

- The probate<sup>1</sup> process can be lengthy, frequently taking months or even years if the will is challenged
- Probate and estate fees can significantly erode the value of your estate and reduce the amount of money your beneficiaries receive
- The probate process leaves the details of an estate open to public scrutiny
- All of these factors can make probate a very emotional process for your loved ones

As an option under a GIF Select segregated fund contract, EstatePlus offers you the ability to name one or more beneficiaries. This makes it possible for the proceeds of your contract to bypass probate and go directly and privately<sup>2</sup> to your beneficiaries, helping to eliminate some of the costly challenges mentioned. In addition, any outstanding Deferred Sales Charges are waived upon death.

The example below shows the difference in the amount of money that would go to your family and loved ones from a typical investment fund and a segregated fund contract like GIF Select EstatePlus. The ability to bypass probate can provide real benefits and help protect the value of your financial legacy.

|                                  | Typical Investment Fund (\$) | GIF Select (\$)     |
|----------------------------------|------------------------------|---------------------|
| Original Investment              | 200,000                      | 200,000             |
| Fair Market Value in Third Year  | 180,000                      | 180,000             |
| Value of Death Benefit Top Up    | N/A                          | 20,000 (EstatePlus) |
| Deferred Sales Charge Fee (4.5%) | -9,000                       | N/A                 |
| Probate and Estate Fees (7%)     | -11,970                      | N/A                 |
| Net Proceeds                     | 159,030                      | 200,000             |

For illustration purposes only. Probate fees may differ by province. Costs can vary depending on the complexity of the estate and the length of time the assets were held in the investment. Assumes a 100% Death Benefit Guarantee. Assumes probate fees will cost 1%; executor, legal, and accounting fees will each cost 2%.

<sup>1</sup>Probate is not applicable in Quebec.

<sup>2</sup>In Saskatchewan, jointly held property and insurance policies with a named beneficiary are included on the application for probate but they do not flow through the estate and are not subject to probate fees.

Because the opportunity for growth is also important, EstatePlus offers you a choice of investment funds from a select group of top fund managers.

### Fund managers available with GIF Select EstatePlus

AGF  
What are you doing after work?

Dynamic Funds®  
Invest with advice.

Manulife Asset Management.

PORTLAND  
INVESTMENT COUNSEL™

Fidelity  
INVESTMENTS

TD | TD Asset Management

THIRD AVENUE MANAGEMENT

Invesco  
Trimark

RBC Asset Management®

CIBC CIBC  
Asset Management

Mackenzie  
INVESTMENTS

RBC

CI Investments™

Manulife Bank  
| For your future™

MAWER  
INVESTMENT MANAGEMENT LTD



## You can trust in Manulife's financial strength and stability

**Strong** – Funds under management by Manulife Financial and its subsidiaries are Cdn\$492 billion<sup>1</sup>.

**Reliable** – More than one in five Canadians are served by Manulife's leading businesses that provide individual life and health insurance, wealth management, banking, group benefits, group savings plans, plus services to alumni and professional associations across the country.

**Trustworthy** – Manulife has stood solidly behind our promises for over 120 years.

**Forward-thinking** – Manulife Financial is a market leader in both financial protection and wealth management businesses. We provide a full suite of products and services to meet the current and future needs of individual and group customers.

### Highly regarded

- Track record of growth, leading corporate governance practices and strong management teams
- Manulife has strong claims paying ability and financial strength ratings from all of its credit rating agencies
- Is the largest insurance company in Canada and one of the top five in the world
- Manulife was first incorporated in 1887 with Sir John A. Macdonald, Canada's first Prime Minister, as President

<sup>1</sup>As at September 30th, 2011



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**FOR MORE INFORMATION PLEASE CONTACT YOUR ADVISOR  
OR VISIT OUR WEBSITE AT [MANULIFEGIFSELECT.CA](http://MANULIFEGIFSELECT.CA)**

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Withdrawals proportionally decrease Maturity and Death Benefit Guarantees. Any amount that is allocated to a segregated fund is invested at the risk of the contractholder and may increase or decrease in value. The Manufacturers Life Insurance Company is the issuer of the Manulife GIF Select insurance contract which offers the EstatePlus Series and the guarantor of any guarantee provisions therein. Manulife, Manulife Investments, the Manulife Investments For Your Future logo, the Block Design, Strong Reliable Trustworthy Forward-thinking and EstatePlus are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.

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 **Manulife Investments**

strong reliable trustworthy forward-thinking

For your future™