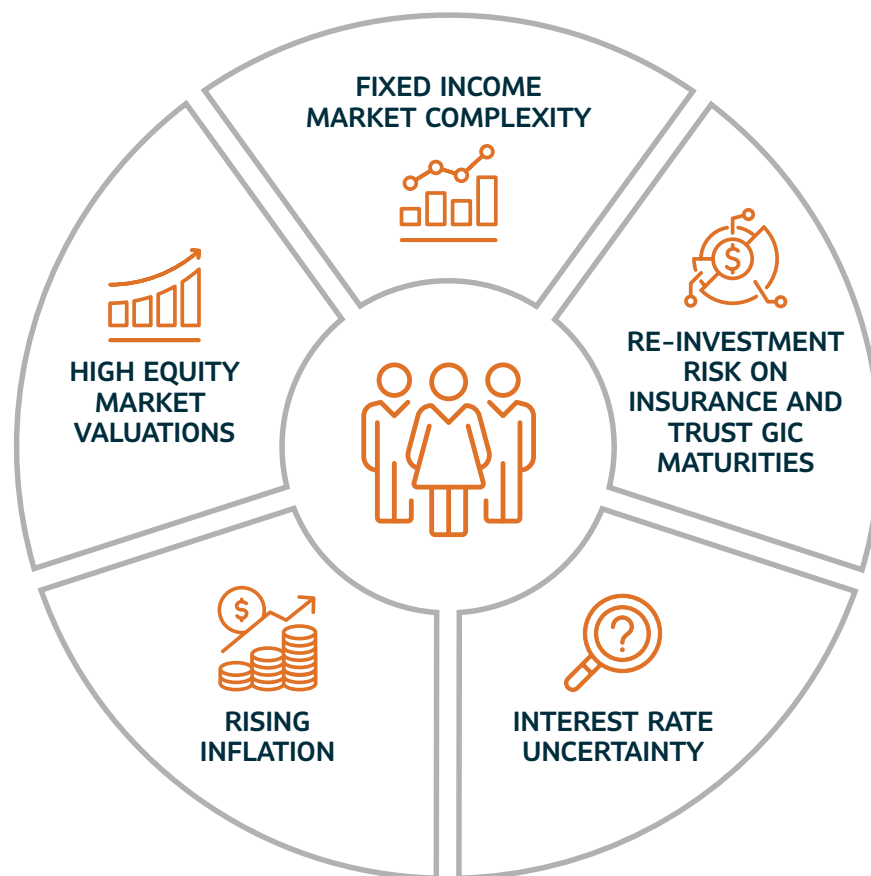


Helping you solve for today's income challenges

Investing is a trade-off of risk and reward. Recent economic growth combined with governmental and global central bank policies has led to inflationary pressures for income seeking investors. At the same time, interest rate uncertainty has made investing for income a challenge. With the broadening of fixed income markets and high equity market valuations, now more than ever, Canadian investors need your advice.

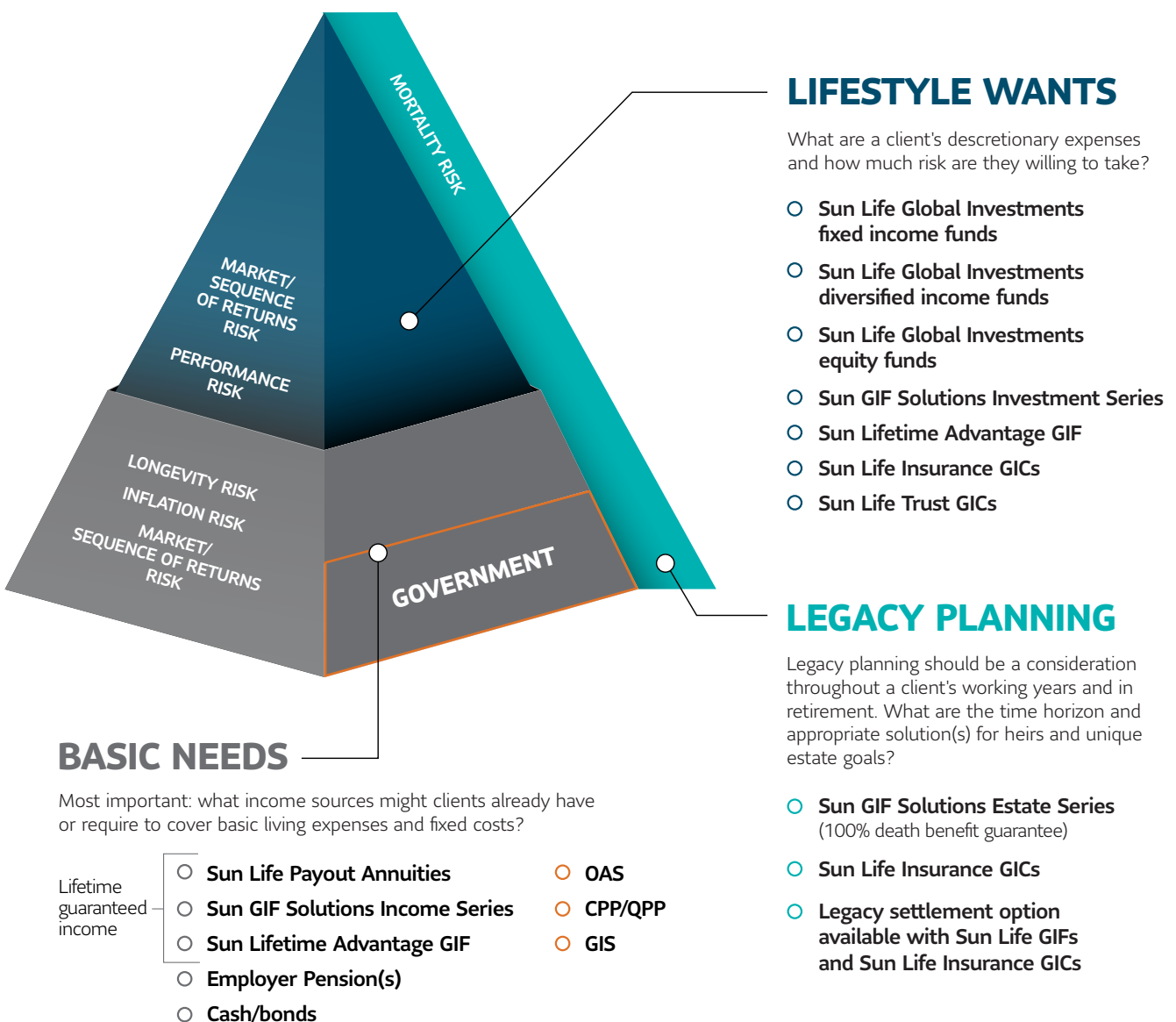


There are many solutions to help Canada's aging population of income seeking investors. However, they should consider one provider that can offer access to such a broad range of solutions: Sun Life Global Investments.

How can you help clients?

Each client has income challenges that are unique to them. However, some are universal: covering basic living expenses, lifestyle wants, and legacy planning.

To help clients with all their income challenges, you'll need to structure their portfolios to match their goals and solve for key retirement risks. Start with aligning dependable income sources and product solutions, such as government benefits and payout annuities, with basic needs. This would ensure things like food and housing are covered. Then you can align growth-oriented investments with discretionary expenses and lifestyle wants for longer term growth. This would also help manage inflation. Lastly, focus on legacy planning to protect heirs. Sun Life Global Investments can help you solve for these income challenges with its broad range of solutions.



More than one of our solutions can be incorporated into an income portfolio to help address various needs and wants at the same time. This is a process known as Product Allocation. For example, investing in Sun GIF Solutions Income Series will provide predictable, lifetime guaranteed income to address fixed retirement expenses. Maintaining or investing in different mutual funds at the same time will offer the flexibility to change investments or access money if needed. In this example, allocating two types of investment solutions to an income portfolio will meet more than one client need.

PRODUCT ALLOCATION – WHAT IS IT?

During a client’s savings and accumulation years, the focus is on Asset Allocation. As you shift retiring clients into income, the focus becomes Product Allocation. This is the allocation of more than one income generating product into a portfolio, in varying percentages, to cover off the key needs and risks that are most important to a client in retirement.

Client needs	Trust GICs ¹	Insurance GICs ²	Life Annuity ³	Sun GIF Solutions Income Series	Sun Lifetime Advantage GIF	Mutual Funds ⁴
Predictable income, guaranteed not to decrease	Yes ⁵	Yes ⁵	Yes	Yes ⁶	Yes	No ⁷
Lifetime guaranteed income	Eligible ⁸	Eligible ⁸	Yes	Yes	Yes	No
Potential for income to increase or be increased	Eligible ⁹	Eligible ⁹	Yes ¹⁰	Yes ⁶	Yes ¹¹	Eligible ¹²
Tax efficiency (non-registered)	No	No	Yes ¹³	Yes ^{14,15}	Yes ^{14,15}	Eligible ¹⁶
Ability to change investments	Eligible ¹⁷	Yes ¹⁸	No	Yes	Yes	Yes
Ability to access money	Eligible ¹⁷	Yes ¹⁸	No	Yes ¹⁹	Yes ¹⁹	Yes

¹Issued by Sun Life Financial Trust Inc.

²Insurance GICs are Accumulation Annuities issued by Sun Life Assurance Company of Canada.

³Our suite of Payout Annuities also includes Term Certain Annuities, which provide guaranteed income for a specified period (vs. a Life Annuity’s lifetime income).

⁴Mutual fund investors can set up systematic withdrawal plans (SWPs) or purchases Series T mutual funds that can provide monthly distributions, which are not guaranteed and can deplete original capital.

⁵For the length of the term.

⁶Provided income or withdrawal thresholds are not exceeded.

⁷Some mutual funds pay a fixed but not guaranteed monthly distribution. If the distributions paid by a fund are greater than the performance of the fund, the client’s original investment will be depleted through return of capital.

⁸Contracts/policies held in a RRIF registration type offer investment terms up to 25 years.

⁹Dependant on future interest rates.

¹⁰Provided indexing is selected.

¹¹Provided income is deferred by the client.

¹²An ongoing income stream can be generated using Series T fund options or by setting up a SWP where you select the amount the client needs. If market conditions are favourable and the principal grows, there’s the possibility a Series T fund will distribute a higher amount or a SWP could be adjusted to provide more income.

¹³A portion of the income received is taxable as interest.

¹⁴A portion of the income is treated as a realized capital gain; the balance is non-taxable return of capital.

¹⁵Allocates interest, Canadian dividends, foreign income, and realized capital gains and losses to clients.

¹⁶Mutual fund trusts distribute interest, Canadian dividends, foreign income, and realized capital gains to clients. For corporate class funds, tax efficiency is much greater. Distributes Canadian eligible dividends and capital gains dividends only. The interest and foreign income earned across the funds are aggregated and will generally offset corporate expenses. Excess income will be taxed in the corporation.

¹⁷For redeemable GICs, a market value adjustment may apply if redeemed prior to maturity.

¹⁸A market value adjustment may apply if redeemed prior to maturity.

¹⁹Withdrawals in excess of the lifetime guaranteed income amount will reduce future lifetime guaranteed income.

Additional reference materials to support you when allocating products to a client's retirement income portfolio:

- 1) Start your journey of growth with guarantees (810-4302)
- 2) Retirement Income and Growth Strategy (810-5026)
- 3) Overcoming payout annuity objections (810-3865)



For more information, contact your Wealth Sales Team or:

Visit sunlifeglobalinvestments.com | Call **1-844-753-4437**

Email supportwealth@sunlife.com

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Sun Life Assurance Company of Canada is the issuer of accumulation annuities (insurance GICs), payout annuities and individual variable annuity contracts (segregated fund contracts). Any amount that is allocated to a segregated fund is invested at the risk of the contract owner and may increase or decrease in value. Sun Life Financial Trust Inc. is the issuer of guaranteed investment certificates.

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