Generating Supplemental Income: Meet Olivia and Lee

Client Profile

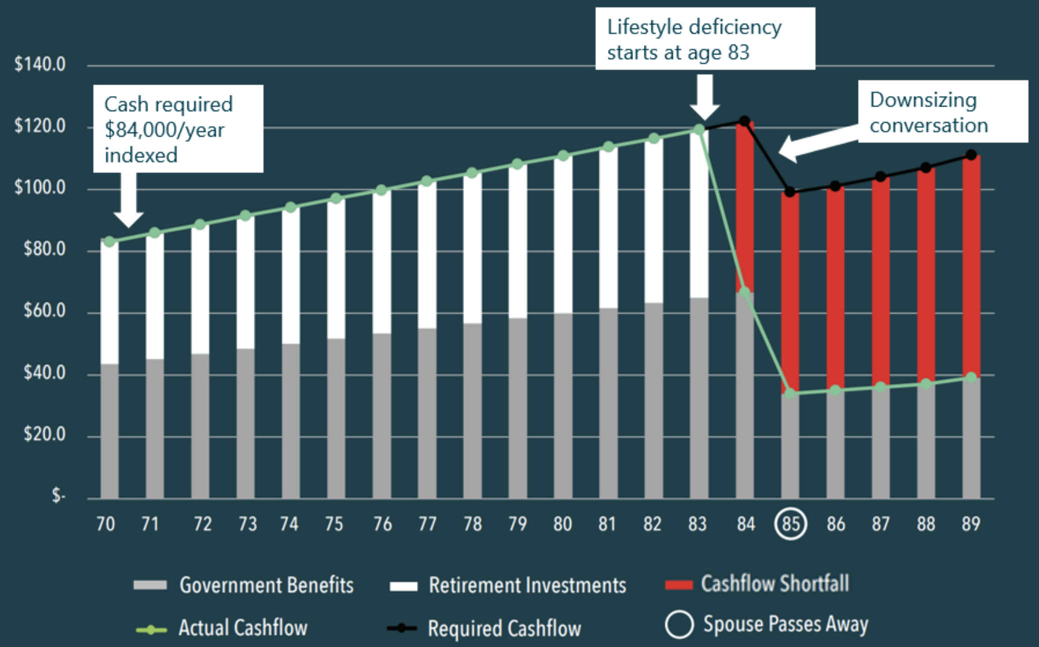
Homeowners:	Male Age 69 | Female Age 69
Location:	Birchcliffe-Cliffside Scarborough, Ontario
Home Value:	$1,300,000
Investments (Reg & Non-Reg):	$645,000
Portfolio Rate of Return:	3.5% (conservative)
Inflation:	3.0%
Home Appreciation:	3.0%
Expenses:	$7,000/month or $84,000/year

Situation

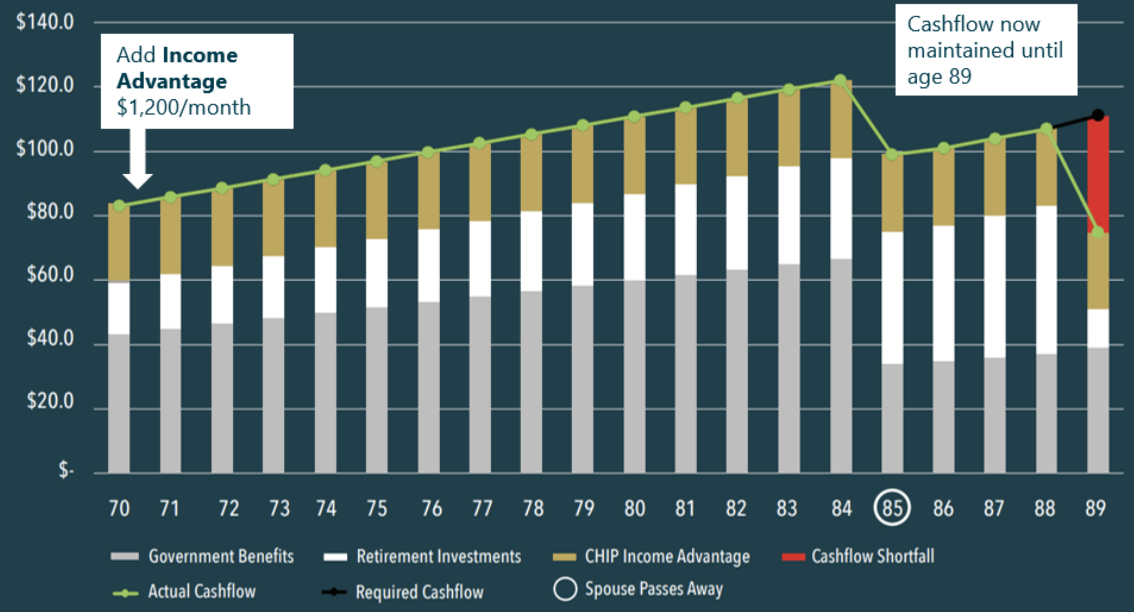
- Olivia and Lee, from Scarborough, are both 69 years old, enjoying retirement freedom and proud of their home located in a community they love
- Despite a modest investment nest egg built with the help of their trusted Financial Advisor, they are concerned about maintaining their lifestyle throughout retirement
- They recently asked their Financial Advisor to investigate ways to ensure consistent, tax-efficient retirement cashflow

Generating Supplemental Income: Recommended Approach for Olivia and Lee

Traditional Financial Plan



CHIP-Enabled Plan



Challenges:

- Olivia and Lee will deplete their registered investments by the age of 83
- They are left with an annual cashflow shortfall of nearly $55k at age 84, which gets more exhaustive in outward years as government benefits are clawed back, totaling just shy of $400k in cashflow shortfall over the years
- They will face the difficult decision of either a) changing their lifestyle or b) selling their home and downsizing

Key Benefits:

- Olivia and Lee continue to enjoy home appreciation potential and comfort in the lifestyle they've earned as homeowners
- Preservation of their registered investment portfolio defers $216k in withdrawals over the life of the plan and retains the business relationship with their investment advisor
- Registered investments continue to grow for six years longer (compared to a traditional financial plan)

For illustration purposes only.