

## WEALTH PLANNING GROUP

## PREPARED FOR:

John Jones and Janet Smith
Toronto, Ontario
October 24, 2022

## PRESENTED BY:

Your Assante Financial Advisor
Joe Advisor

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## A note about information used to prepare your financial plan:

In preparing this plan, we have not reviewed any of your documents and have relied on the accuracy and completeness of the information that you have provided to us. If there are material inaccuracies or omissions in the information provided, this may affect our analysis and recommendations. Minor discrepancies should not affect our conclusions.

The financial projections contained in this plan are used to reach general conclusions as to the sufficiency of your resources to meet your lifestyle objectives. They are intended to be guidelines only. The future cannot be forecast with certainty and the degree of uncertainty normally increases with the length of the future period covered. Actual results over time will vary from the projections made in this plan and the variations may be material. Therefore, in reading this plan you should focus on the general conclusions reached at this time, rather than on the underlying detail.

## WHY IS FINANCIAL PLANNING SO IMPORTANT?

You have ideas as to how you want to live your life, where you would like to live, and things you would like to experience. Just like any journey, you are more likely to reach your goals when you have a road map to help guide you. A solid financial plan will assess your current situation and outline how to get from where you are to where you want to be. The plan will also typically deliver one of two messages: peace of mind, as your financial affairs are in good order, or a reality check that you will need to make some changes to achieve your goals.

With insight and advice from your advisor, Joe Advisor, you can use the information in this financial plan to understand your current situation and set targets for how much you will spend and save so that you can achieve your goals.

We help you answer the following questions:

- What do we have today? We summarize your current net wealth.
- Will it be enough to meet our needs? We review your goals and determine if the amount you have saved and the money you expect to receive in the future will be enough to achieve your personal goals and lifestyle objectives.
- What happens if things change? We also look at the impact to your plan of changes to how much money you spend versus save, how much you earn on your investments (rate of return) and how long you live.
- Is our family protected? We look at what insurance you have and what would be needed to support your lifestyle objectives to determine if your family is protected in the event of death, disability or critical illness. We also look at the effect of income taxes in the event of death, to ensure you have enough to cover costs.

It is important to note that developing a financial plan is not a one-time event. Just as your goals will change over time, so will your plan. Joe Advisor will work with you to implement and monitor your plan, making updates and changes as your life and circumstances change along the way.

## About your financial plan

Throughout your financial plan, you will see conclusions we have reached based on our review and analysis of your situation, as well as our recommendations for action.

- This symbol indicates our conclusions including any recommended actions.

You should review each section of this plan carefully, and together with Joe Advisor consider all of the recommendations in this document to ensure that you continue to achieve your objectives.

## YOUR LIFESTYLE OBJECTIVES

You have told us that you have the following goals, which we have used to build your financial plan. A more detailed listing of the facts and assumptions used in this plan is located in Appendix 1.

- John intends to retire in July 2028. John is projected to have 35 years of retirement, living to age 95 .
- Janet intends to retire in July 2028. Janet is projected to have 39 years of retirement, living to age 95 .
- You want to ensure that you have enough money to provide approximately $\$ 96,000$ each year, to meet your cash flow needs. The $\$ 96,000$ is in today's dollars and is indexed at the rate of inflation. You have indicated that this amount will increase to $\$ 156,000$ (indexed) in retirement.
- You intend to assist your children with their post-secondary education expenses.
- You intend to make charitable contributions during your lifetime.
- You intend to spend any after-tax cash flow surpluses while working and invest any surpluses during retirement.
- You intend to purchase a boat when you retire.
- You intend to sell your home at John's age 75, invest the proceeds and rent thereafter.
- You intend to sell your rental property at Janet's age 80 and invest the proceeds.
- You intend to sell your shares of Opco at retirement.
- You want to arrange for an orderly succession of your other corporate interests to your children.
- You want to minimize taxes related to the transfer of your wealth to your beneficiaries.
- You have advised us that you currently spend the amounts listed in the Today column of the table below. Based on what you have told us, we have projected your spending in the first full year of retirement, in the year 2029 in the column titled In Retirement.

| Category | Today | In Retirement |
| :--- | ---: | ---: |
| Lifestyle expenditures | $\$ 96,000$ | $\$ 175,019$ |
| Surplus expenditures | $\$ 6,700$ | $\$ 0$ |
| Mortgage payments | $\$ 88,050$ | $\$ 88,050$ |
| Other liability payments | $\$ 0$ | $\$ 12,044$ |
| Child support | $\$ 5,000$ | $\$ 0$ |
| Vacation expenditures | $\$ 0$ | $\$ 45,046$ |
| El premiums | $\$ 972$ | $\$ 0$ |
| CPP contributions | $\$ 7,461$ | $\$ 7,545$ |
| Charitable donations | $\$ 4,000$ | $\$ 4,504$ |
| Life insurance premiums | $\$ 32,820$ | $\$ 32,820$ |
| Disability insurance premiums | $\$ 4,800$ | $\$ 0$ |
| Critical illness insurance premiums | $\$ 900$ | $\$ 900$ |
| Total Expenditures | $\$ 246,703$ | $\$ 365,928$ |

## ACHIEVING YOUR LIFESTYLE OBJECTIVES

## What do we have today?

We have prepared this summary of your wealth position based on the information provided to us in your financial plan questionnaire, and subsequent discussions with your Assante financial advisor, Joe Advisor.

|  | John | Janet | Joint | Total |
| :---: | :---: | :---: | :---: | :---: |
| Non-Registered Assets |  |  |  |  |
| Assante Open CC (Joint) |  |  | 250,000 | 250,000 |
| GIC (Janet) |  | 55,000 |  | 55,000 |
| RBC Portfolio (Joint) |  |  | 200,000 | 200,000 |
| Total Non-Registered Assets |  | 55,000 | 450,000 | 505,000 |
| Registered Assets |  |  |  |  |
| Assante LIRA (Janet) |  | 80,000 |  | 80,000 |
| Assante RRSP (Janet) |  | 75,000 |  | 75,000 |
| Assante RRSP (John) | 350,000 |  |  | 350,000 |
| RBC TFSA (Janet) |  | 10,000 |  | 10,000 |
| RBC TFSA (John) | 45,000 |  |  | 45,000 |
| Total Registered Assets | 395,000 | 165,000 |  | 560,000 |
| Private Corporations |  |  |  |  |
| 1234 Ontario Ltd - Common Shares (John) | 765,000 |  |  | 765,000 |
| 1234 Ontario Ltd - Shareholder Loan (John) | 500,000 |  |  | 500,000 |
| 1234 Ontario Ltd - Common Shares (Janet) |  | 765,000 |  | 765,000 |
| Total Private Corporations Assets | 1,265,000 | 765,000 |  | 2,030,000 |
| Lifestyle Assets |  |  |  |  |
| Home (Joint) |  |  | 450,000 | 450,000 |
| Cottage (Janet) |  |  | 500,000 | 500,000 |
| Total Lifestyle Assets |  |  | 950,000 | 950,000 |
| Life Insurance Cash Value |  |  |  |  |
| Manulife UL (1234 Ont Ltd) | 20,000 |  |  | 20,000 |
| Total Life Insurance Cash Value | 20,000 |  |  | 20,000 |
| Real Estate Assets |  |  |  |  |
| SixPlex (Joint) |  |  | 800,000 | 800,000 |
| Total Real Estate Assets |  |  | 800,000 | 800,000 |
| Total Assets | 1,680,000 | 985,000 | 2,200,000 | 4,865,000 |
| Liabilities |  |  |  |  |
| RBC Mortgage-Home (Joint) |  |  | $(300,000)$ | $(300,000)$ |
| RBC Mortgage-Rental (Joint) |  |  | $(520,000)$ | $(520,000)$ |
| Total Liabilities |  |  | $(820,000)$ | $(820,000)$ |
| Total Net Wealth | 1,680,000 | 985,000 | 1,380,000 | 4,045,000 |

## Will it be enough to meet our needs?

This analysis reviews your situation to answer the basic question: "Do we have enough?"
Our analysis indicates that your net wealth on the death of the surviving spouse at age 95 is projected to be approximately $\$ 11,200,000$, which includes the cash surrender value of life insurance policies, if any.

- This indicates that your resources should be sufficient to meet your lifestyle objectives throughout your lives.

The following graph illustrates your projected net wealth throughout your lives.

## Total Net Wealth



The effects of inflation will erode the buying power of your assets over time. Our projections indicate that the buying power of your net wealth on the death of the surviving spouse at age 95 is projected to be approximately $\$ 4,700,000$, adjusted for our assumed rate of inflation of $2 \%$.

This is greater than your current net wealth of approximately $\$ 4,000,000$ and indicates that you will continue to accumulate capital throughout your lives.

The estimated income tax liability on the death of the surviving spouse at age 95 would be approximately $\$ 2,570,000$. The payment of this liability would leave approximately $\$ 9,400,000$ for your beneficiaries, which includes the death benefit of life insurance policies, if any.

Detailed facts and assumptions, including the rates of return used in our projections, are located in Appendix 1 of this plan.

## What happens if things change?

The preceding analysis indicated that you should have enough to meet your lifestyle goals and objectives throughout your lives.

To show you how your plan is impacted by the variability of assumptions, we have also prepared the following scenarios to illustrate the effect of changing how much money you spend versus save, how much you earn on your investments (rate of return), and how long you live.

Before you take any action to either increase your spending or change your overall approach to investing, the results of these scenarios should be reviewed in detail with your advisor.

## HOW LIKELY IS THE OUTCOME?

To give you an idea of how sensitive your plan is to how much you earn on your investments and how long you live, we ran an analysis on your plan 1,000 times using statistically randomized combinations of rate of return and life expectancy.

- Based on our analysis of your current situation, you currently have a $94 \%$ probability of success in achieving all of your goals and objectives throughout your lives.


## HOW MUCH MORE COULD WE SPEND?

Spending more than you plan can have a significant impact on your ability to achieve your goals. We looked at increasing your spending to the point where your liquid assets are exhausted immediately prior to death, without incurring any annual cash flow deficits.

- If your regular annual lifestyle expenditures were approximately \$205,200 (and did not increase at retirement), and you were to invest rather than spend any cash flow surpluses, your resources would be sufficient to meet your lifestyle objectives throughout your lives.


## WHAT RATE OF RETURN DO WE NEED?

Your situation is also impacted by the performance of your investments. We looked at decreasing the rate of return on your investment assets to zero to determine if your resources would still be able to support your lifestyle, without incurring any annual cash flow deficits.

- If all of your investment assets earned a $0 \%$ rate of return, your resources would still be sufficient to meet your lifestyle objectives throughout your lives.


## PROTECTING YOUR FAMILY

## Is our family protected in the event of death?

An important consideration is whether the surviving spouse, if one of you was to die, would have enough to continue to meet the lifestyle objectives you have set. We analyze the need for life insurance to provide for the surviving spouse if either of you were to die.

The table below illustrates what amount of insurance coverage would be needed to support the surviving spouse in the event of death on December 31 of the current year. We have also looked at your existing insurance coverage and identified whether there is a projected excess or shortfall.

## IF ONE OF US WERE TO DIE - WOULD THE SURVIVOR BE OKAY?

As requested, this analysis assumes that:

- lifestyle expenditures for the surviving spouse would be equal to the current amount
- the surviving spouse would access registered assets (if needed) prior to retirement
- your shares of Opco would be sold if John were to die
- John would sell the cottage if Janet were to die
- you would keep your current home, but still sell it in 2043 and rent thereafter

| Summary | John | Janet |
| :--- | ---: | ---: |
| Life Insurance Coverage Required | 92,577 | 0 |
| Life Insurance Coverage Held | 670,000 | 250,000 |
| Additional Recommended Coverage | $\mathbf{0}$ | $\mathbf{0}$ |

- The above table illustrates that you both have sufficient coverage to support the surviving spouse in the event of your death. Therefore, you do not need any additional life insurance coverage to meet your lifestyle objectives.


## WOULD OUR ESTATE HAVE ENOUGH LIQUIDITY?

In the following chart, we determine if you have sufficient liquidity in your estate to pay your final income taxes ${ }^{1}$ and repay your outstanding liabilities at the end of the current year and on the death of the surviving spouse. Liquid assets are defined as cash or anything that is readily convertible into cash, such as registered and non-registered investments. As long as your liquid assets exceed your estimated estate tax and accumulated liabilities, you will have sufficient liquidity and will not be forced to sell any illiquid assets (such as your home, cottage or rental real estate).

|  | 2023 | $\mathbf{2 0 6 7}$ |
| :--- | ---: | ---: |
| Estimate of income taxes on death | $(861,000)$ | $(2,569,000)$ |
| Outstanding liabilities (non life-insured) | $(759,000)$ | 0 |
| Total Tax and Liabilities | $\mathbf{( 1 , 6 2 0 , 0 0 0 )}$ | $\mathbf{( 2 , 5 6 9 , 0 0 0 )}$ |
|  |  |  |
| Life Insurance | $1,670,000$ | 750,000 |
| Liquid Assets - Personal | $1,133,000$ | $2,293,000$ |
| Charitable donations | 0 | 0 |
| Liquid Assets - Business | $1,405,000$ | $7,729,000$ |
| Liquid Assets and Insurance | $\mathbf{4 , 2 0 8 , 0 0 0}$ | $\mathbf{1 0 , 7 7 2 , 0 0 0}$ |
|  |  |  |
| Liquidity Coverage (Shortfall) | $\mathbf{2 , 5 8 8 , 0 0 0}$ | $\mathbf{8 , 2 0 3 , 0 0 0}$ |

- Based on our analysis, your liquid assets (which would include any life insurance that is receivable by your estate) should exceed your estimated estate tax and accumulated liabilities on death.

This illustration does not reflect the life insurance policy with a death benefit of $\$ 100,000$ which is payable directly to Peter.

[^0]
## WOULD OUR ESTATE BE ERODED BY TAXES?

On death, taxes will reduce the amount of your estate available to your beneficiaries. This analysis looks at whether life insurance could be used to preserve the capital of your estate from the effects of taxation.

The previous analysis indicated that you could use your liquid assets to fund the income tax liability on your deaths. However, you may want to use additional life insurance to fund that tax liability. Life insurance can be a very cost-effective tool to preserve the value of your estate.

In this analysis, we determine if your estate will be eroded by your final income taxes. As long as your insurance proceeds are greater than or equal to your taxes payable on death, your estate will not be eroded by your final income taxes. The following graph illustrates the impact of shrinkage on your net estate over time.


- Based on our analysis, the value of your estate will be eroded by income taxes on death at various points in time throughout your lives. As such, you may wish to consider the use of additional life insurance to preserve the capital of your estate.

This illustration does not reflect the life insurance policy with a death benefit of $\$ 100,000$ which is payable directly to Peter.

Appendix 4 at the end of this report provides a table with select years from the above graph, showing your life insurance proceeds and income taxes on death, resulting in the projected shrinkage.

## Is our family protected in the event of disability?

At any given point in time, the risk of becoming disabled is greater than the risk of dying. Disability can occur either over a long period of time, due to illness or age, or can be a splitsecond event. The risk of disability can be covered through non-insured sources such as investment assets, through government benefits or through specific disability insurance as part of a group plan or individual policy.

There are many aspects of disability coverage that should be reviewed to determine if you have sufficient coverage to meet your family's lifestyle objectives in the event of permanent disability.

Generally, disability coverage can only be obtained to replace income earned from employment or from a profession. Each disability policy will define what constitutes a disability for the purpose of making a claim and what short-term or long-term disability means. Each policy will also provide some limits to coverage such as a waiting period before benefits commence and cessation of benefits at a specified age.

We analyze the effect on your situation if you were to become permanently disabled, on December 31, 2023. This analysis assumes that:

- the disabled individual's employment or business income would cease
- your shares of Opco would be sold if John were to become disabled
- benefits would be payable under any existing short-term and long-term disability coverage
- lifestyle expenditures would be equal to the current amount.


## IF JOHN WERE TO BECOME DISABLED - WOULD WE BE OKAY?

- Our analysis indicates that if John was to become permanently disabled, your resources should be sufficient, and you would not incur any sustained cash flow deficits throughout your lives. This indicates that you should not need additional disability insurance to meet your lifestyle objectives.


## IF JANET WERE TO BECOME DISABLED - WOULD WE BE OKAY?

- Our analysis indicates that if Janet was to become permanently disabled, your resources should be sufficient, and you would not incur any sustained cash flow deficits throughout your lives. This indicates that you should not need additional disability insurance to meet your lifestyle objectives.


## Is our family protected in the event of critical illness?

If you contract a severe medical condition such as cancer or have a heart attack, you may not be able to continue working. In addition, you may not be able to afford medical treatment not covered by government health plans, or special treatments only available out of country.

Critical illness insurance provides a tax-free lump sum payment on the occurrence of a critical illness. The lump sum can be used to fund any of the costs associated with the recovery from such an illness, to replace lost income, or in any other way you wish. In addition, many critical illness policies offer a variety of options, including a reimbursement of all premiums paid if you do not receive a critical illness benefit during a specified period.

We analyze the effect on your situation if you were to become critically ill, but not permanently disabled, for a period of one year beginning on December 31, 2023. This analysis assumes that:

- the critically ill individual's employment or business income would cease for a period of one year
- benefits would be payable under any existing critical insurance policies
- benefits would not be payable under any existing disability insurance policies
- you incur $\$ 100,000$ of additional expenses related to your critical illness.


## IF JOHN WERE TO BECOME CRITICALLY ILL - WOULD WE BE OKAY?

- Our analysis indicates that if John was to become critically ill, your resources should be sufficient, and you would not incur any sustained cash flow deficits throughout your lives. This indicates that you should not need additional critical illness insurance to meet your lifestyle objectives.


## IF JANET WERE TO BECOME CRITICALLY ILL - WOULD WE BE OKAY?

- Our analysis indicates that if Janet was to become critically ill, your resources should be sufficient, and you would not incur any sustained cash flow deficits throughout your lives. This indicates that you should not need additional critical illness insurance to meet your lifestyle objectives.


## ACTION PLAN

## Summary of recommendations

Below is a summary of our recommendations for the different components of your financial plan, which you and Joe Advisor should review in light of your circumstances and objectives.

## ACHIEVING YOUR LIFESTYLE OBJECTIVES

## John

- Continue to maximize your RRSP contributions on an annual basis while working and consider continuing to make contributions based on your net rental income postretirement.

Continue to maximize your TFSA contributions on an annual basis.

## Janet

- Maximize your RRSP contributions on an annual basis while working and consider continuing to make contributions based on your net rental income post-retirement.
- Maximize your TFSA contributions on an annual basis.


## Both John \& Janet

© Continue to maximize the RESP contributions for your children.
Continue to pay down your liabilities at the current level of repayment.
Consider consolidating your investment portfolio for easier management and monitoring of results.

## PROTECTING YOUR FAMILY

## Both John \& Janet

- Continue to pay the annual premiums on your existing life, disability and critical illness insurance policies in order to keep them in force.
- Consider purchasing additional life insurance as a cost-effective method of replacing the capital of your estate that will be lost to taxation on death.
- If using life insurance is of interest to you, Joe Advisor could assist you in obtaining the appropriate coverage.


## PERIODIC REVIEW

## Both John \& Janet

- Review your financial situation and insurance coverage regularly with your Assante financial advisor, Joe Advisor, to ensure that you remain on track to achieve your lifestyle objectives.


## APPENDIX 1: FACTS AND ASSUMPTIONS

## Personal assumptions

In preparing this plan, we have used the following personal assumptions:

- John is currently 54 years old and Janet is currently 50 years old.
- Our plan assumes a life expectancy of 95 years for both of you.
- Our plan is based on your estimate of your regular annual after-tax lifestyle expenditures, as well as the other expenditures noted in the summary which follows. We have assumed that your annual expenditures will increase by the assumed rate of $2 \%$.
- You have advised us that you are both residents of Canada for income tax purposes. You have also advised us that neither of you is a US citizen or US Green Card holder.


## Financial assumptions

We have made the following financial assumptions:

- Annual Deficit Coverage - Annual deficits are covered from non-registered investments before registered investments are accessed.
- Rates of return - In compliance with the IQPF and FPSC Projection Assumption Guidelines, rates of return applied to your investment assets are based on a balanced portfolio, net of fees.
- Retirement Asset Transfers - Your retirement savings assets (i.e. RRSPs and LIRAs) are not transferred to income stream generating assets (i.e. RRIFs, LIFs, or annuities) until December $31^{\text {st }}$ of the year in which you reach age 71.
- Life Insurance Proceeds - The net wealth and net estate projections and graphs contained in this plan do not include the value of any life insurance proceeds that are payable directly to beneficiaries other than the spouse and the estate of the deceased.


## Income tax assumptions

In preparing the projections, we have assumed that the federal tax rates do not change. However, the tax brackets and tax credits will increase by $2 \%$ per year due to the fact that we have assumed an inflation rate of $2 \%$. This is in accordance with federal legislation that annually indexes income tax brackets and tax credits by the rate of inflation.

## Federal and provincial budget proposals

Federal and provincial budgets often propose income tax related measures that are to take effect over a number of years. In addition, there are federal and provincial measures that propose changes to pension and other legislation.

Please note that some of the tax and other changes contained in these measures remain proposals for extended periods of time, and these proposals may be subject to change prior to the ultimate passage of the legislation. Software limitations preclude us from reflecting the impact of these proposals in the financial projections included with this plan until the proposals become law.

## Summary of personal financial information

## General Information

| Detail | John | Janet |
| :--- | ---: | ---: |
| Birth Date | Aug 25 1968 | Feb 141972 |
| Proposed Retirement Date | Jul 2028 | Jul 2028 |
| Life Expectancy | Dec 2063 | Dec 2067 |
| CPP/QPP Benefits Start On | Sep 2038 | Mar 2032 |
| OAS Benefits Start On | Sep 2038 | Mar 2037 |
| OAS Deferred Benefit Bonus | $36.0 \%$ | $0.0 \%$ |
| Qualify for \% of Max. CPP/QPP Benefits | $100 \%$ | $100 \%$ |
| Qualify for \% of OAS Benefits | $100 \%$ | $100 \%$ |
| 2023 RRSP/PRPP Deduction Limit (A) | $\$ 15,809$ | $\$ 9,030$ |
| Pension Adjustment (2022) | $\$ 0$ | $\$ 19,102$ |

## Tax Options

The option "Joint Election to Split Pension Income" was selected. By selecting this option both clients have agreed to split their pension income for tax purposes.

Children

| Name | Birth Date | Child Of |
| :--- | :---: | :---: |
| Peter | Mar 121999 | John |
| Paul | Jul 182001 | John and Janet |
| Mary | Jan 5 2008 | John and Janet |

Regular Income

| Income Source | Member | Applicable | Amount | Indexed |
| :---: | :---: | :---: | :---: | :---: |
| Salary from Opco | John | Jan 12023 to Jun 302028 | \$12,500/mo | Inflation |
| Salary | Janet | Jan 12023 to Jun 302028 | \$10,417/mo | Inflation |
| Self-Employment Income | John | Jul 12028 to Dec 312038 | \$5,000/mo | Inflation |
| Spousal Support Payments | Janet | Jan 12023 to Dec 312067 | \$1,400/mo | Inflation |
| Lump-Sum Incomes |  |  |  |  |
| Income Source | Member | Applicable | Amount | Indexed |
| Inheritance | John | Jan 12040 | \$200,000 | Inflation |

Defined Benefit Pension Plan

| Description: | Pension | Annual Benefit: | \$60,000 |
| :--- | :--- | :--- | :--- |
| Plan Owner: | Janet | Pct. Payable to Survivor: | $60.00 \%$ |
| Indexed by: | $2 \%$ |  |  |

## Regular Expenses

Survivor

## Lump-Sum Expenses

| Expense | Member | Applicable | Amount | Indexed |
| :--- | :---: | :---: | :---: | :---: |
| Critical Illness Expense | John | John's Critical Illness Date | $\$ 100,000$ | No |
| Critical Illness Expense | Janet | Janet's Critical Illness Date | $\$ 100,000$ | No |
| Boat | Joint | Jul 1 2028 | $\$ 100,000$ | No |

## Semi-Regular Expenses

| Expense | Member | Start Date | End Date | Every | Amount | Indexed |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Car Purchase | Joint | Jan 12032 | Dec 312067 | 10 years | $\$ 40,000$ | Inflation |

## Surplus Expenses

Surplus Of
John and Janet

Percentage
100\%

Applicable
Jan 12023 to Jul 12028
(the earlier of John's and Janet's Retirement Date)

## Lifestyle Assets

| Asset Name: | Home (Joint) |  |  |
| :---: | :---: | :---: | :---: |
| Asset Type: | Principal Residence | Sale Date: | Aug 252043 |
| Owner: | Joint |  |  |
| Purchase Date: | Jan 12000 | Direct After Tax Proceeds To: | Cash Flow |
| Purchase Amount: | \$300,000 | Projected Value as of Sale Date: |  |
| Market Value: | \$450,000 | Before Tax: | \$676,478 |
| Valuation Date: | Jan 12023 | After Tax: | \$676,478 |
| Growth Rate: | 2.00\% |  |  |
| Asset Name: | Cottage (Janet) |  |  |
| Asset Type: | Cottage | Sale Date: | N/A |
| Owner: | Joint |  |  |
| Purchase Date: | Jan 12004 | Direct After Tax Proceeds To: | N/A |
| Purchase Amount: | \$300,000 | Projected Value as of Sale Date: |  |
| Market Value: | \$500,000 | Before Tax: | N/A |
| Valuation Date: | Jan 12023 | After Tax: | N/A |
| Growth Rate: | 2.00\% |  |  |

Real Estate Assets

|  | Purchase <br> Date | Purchase <br> Amount | Market <br> Value Date | Market <br> Value | Growth <br> Rate | Net Rental <br> Income |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Asset Name | Jan 12010 | $\$ 700,000$ | Jan 12023 | $\$ 800,000$ | $2.00 \%$ | $\$ 96,000$ |

## Portfolio Assets ${ }^{3}$

| Asset Name | Market <br> Value Date | Market Value | Cost Base | Int. (\%) | Div. (\%) | Cap. Gain (\%) | Def. Growth (\%) | Std. <br> Dev. <br> (\%) | Total (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assante Open CC (Joint/Non-Reg.) | Jan 12023 | \$250,000 | \$220,000 | 0.00 | 0.49 | 0.99 | 2.32 | 9.10 | 3.80 |
| GIC (Janet/Non-Reg.) | Jan 12023 | \$55,000 | \$55,000 | 2.50 | 0.00 | 0.00 | 0.00 | 2.00 | 2.50 |
| Life Insurance Proceeds (Joint/Non-Reg.) | Jan 12023 | \$0 | \$0 | 0.00 | 0.49 | 0.99 | 2.32 | 9.10 | 3.80 |
| RBC Portfolio (Joint/Non-Reg.) | Jan 12023 | \$200,000 | \$250,000 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |
| Assante LIRA (Janet) | Jan 12023 | \$80,000 | \$0 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |
| Assante RRSP (Janet) | Jan 12023 | \$75,000 | \$0 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |
| Assante RRSP (John) | Jan 12023 | \$350,000 | \$0 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |
| RBC TFSA (Janet) | Jan 12023 | \$10,000 | \$10,000 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |
| RBC TFSA (John) | Jan 12023 | \$45,000 | \$45,000 | 1.37 | 0.48 | 1.03 | 0.92 | 9.10 | 3.80 |

## Life Insurance Policies

| Description: | GWL Group |  |  |
| :--- | :--- | :--- | ---: |
| Policy Type: | Term Life | Owner: | John |
|  |  | Insured: | Janet |
| Death Benefit: | $\$ 250,000$ | Beneficiary: | John |
| Cash Surrender Value (CSV): | $\$ 0$ | Premium Payer: | John |
| Premiums Cease On: | Jul 12028 | Annual Premium Payments: | $\$ 0$ |
| CSV Payable With Death Benefit: | No | Coverage Ceases On: | Jul 12028 |
|  |  | Disability Waiver: | No |


| Description: | Life Insurance |  |  |
| :--- | :--- | :--- | ---: |
| Policy Type: | Term Life | Owner: | John |
|  |  | Insured: | John |
| Death Benefit: | $\$ 100,000$ | Beneficiary: | Peter |
| Cash Surrender Value (CSV): | $\$ 0$ | Premium Payer: | John |
| Premiums Cease On: | Dec 312037 | Annual Premium Payments: | $\$ 1,210$ |
| CSV Payable With Death Benefit: | No | Coverage Ceases On: | Dec 312037 |
|  |  | Disability Waiver: | Yes |


| Description: | Manulife |  |  |
| :--- | :--- | :--- | ---: |
| Policy Type: | Permanent Life | Owner: | John |
|  |  | Insured: | Joint - 2nd to Die |
| Death Benefit: | $\$ 750,000$ | Beneficiary: | Estate |
| Cash Surrender Value (CSV): | $\$ 0$ | Premium Payer: | Joint |
| Premiums Cease On: | Dec 312029 | Annual Premium Payments: | C20,000 |
| CSV Payable With Death Benefit: | No | Coverage Ceases On: | Never |
|  |  | Disability Waiver: | Yes |

[^1]| Description: | Sun Life UL |  |  |
| :--- | :--- | :--- | ---: |
| Policy Type: | Universal Life | Owner: | John |
|  |  | Insured: | John |
| Death Benefit: | $\$ 250,000$ | Beneficiary: | Janet |
| Cash Surrender Value (CSV): | $\$ 0$ | Premium Payer: | John |
| Premiums Cease On: | Dec 312033 | Annual Premium Payments: | $\$ 11,610$ |
| CSV Payable With Death Benefit: | No | Coverage Ceases On: | Never |
|  |  | Disability Waiver: | Yes |

Disability Insurance Policies

| Description: | Individual Disability |  |  |
| :--- | :--- | :--- | :--- |
| Policy Type: | Individual Disability | Insured: | John |
|  |  | Effective Date: | Dec 31 2019 |
|  |  | Owner: | John |
|  |  | Premium Payer: | John |

Benefits are \$5,000/month (tax-free).
Benefits begin after 30 days and are paid until age 65.
Premiums are \$4,800/year and end on Jun 302028.

| Description: | Group LTD |  |  |
| :--- | :--- | :--- | :--- |
| Policy Type: | Group LTD | Insured: | Janet |
| Company: |  | Effective Date: | Dec 312019 |
| Policy \#: |  | Owner: | Janet |
|  |  | Premium Payer: | Employer |

Benefits are 60\% of salary (taxable).
Benefits begin after 90 days and are paid until age 65.
Critical IIIness Insurance Policies

| Description: | CI Insurance |  |  |
| :--- | :--- | :--- | :--- |
| Policy Type: | Cash to Insured Coverage | Insured: | John |
| Company: |  | Owner: | John |
| Policy \#: |  | Premium Payer: | John |
| Effective Date: | Dec 312019 |  |  |

A lump sum benefit of $\mathbf{\$ 1 0 0 , 0 0 0}$ (tax-free) will be paid to John in the event of a critical illness.
Premiums are \$600/year and end on Aug 252033.
$90 \%$ of the premiums will be refunded if a critical illness claim has not been made by Aug 252033.

| Description: | Cl Insurance |  |  |
| :--- | :--- | :--- | :--- |
| Policy Type: | Cash to Insured Coverage | Insured: | Janet |
| Company: |  | Owner: | Janet |
| Policy \#: |  | Premium Payer: | Janet |
| Effective Date: | Dec 312019 |  |  |

A lump sum benefit of $\mathbf{\$ 5 0 , 0 0 0}$ (tax-free) will be paid to Janet in the event of a critical illness.
Premiums are \$300/year and end on Feb 142037.
$50 \%$ of the premiums will be refunded if a critical illness claim has not been made by Feb 142037.

## Liabilities

|  | Liability Date | End Date | Original <br> Principal | Current <br> Principal | Int. <br> Rate | Payment Type |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

Regular Savings Strategies

| Asset Name | Applicable | Amount | Indexed |
| :--- | :--- | :--- | :--- | :--- |
| RBC TFSA (Janet) | Jan 12023 to Dec 312067 | $\$ 5,000 /$ year | $0.0 \%$ |
| RBC TFSA (John) | Jan 12023 to Dec 312063 | $\$ 6,000 /$ year | $2.0 \%$ |

## Regular Debt Modification Strategies

| Liability Name | Applicable | Amount | Indexed |
| :--- | :---: | ---: | ---: |
| RBC Mortgage-Rental (Joint) | Jan 12023 to Dec 312067 | $\$ 30,000 /$ year | No |

## RRSP Maximizer Savings Strategies

|  |  |  |  | Constrained Time of |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Asset Name | Applicable | Employee | Employer | Indexed by Cash Flow | Year |

Surplus Savings Strategies (Regular Cash Flow)

|  |  | Applicable | \% John's | \% of Janet's |
| :--- | ---: | ---: | ---: | ---: |
| Asset Name | Surplus | Surplus |  |  |
| Assante Open CC (Joint/Non-Reg.) | Jul 12028 to Dec 312067 | $100.00 \%$ | $100.00 \%$ |  |

## Transfer Strategies

| Source Asset | Destination Asset | Amount | When |
| :--- | :--- | ---: | ---: |
| Assante LIRA (Janet) | Assante RRSP (Janet) | $50 \%^{4}$ | Dec 312043 |
| Life Insurance | Life Insurance Proceeds | $100 \%$ | Upon Death |
| Manulife UL (Holdco) | Life Insurance Proceeds | $100 \%$ | Upon Death |
| Manulife UL (Holdco) | Life Insurance Proceeds | $100 \%$ | Upon Death |
| Sun Life UL | Life Insurance Proceeds | $100 \%$ | Upon Death |
| GWL Group | Life Insurance Proceeds | $100 \%$ | Upon Death |
| Manulife | Life Insurance Proceeds | $100 \%$ | Upon Death |

[^2]
## PRIVATE CORPORATIONS

## 1234 Ontario Ltd.

| Historical Data and Assumptions | - |
| :--- | ---: |
| Capital Dividend Account (CDA) | - |
| Refundable Dividend Tax on Hand (RDTOH) | - |
| Capital Loss Carryforward |  |
| General Rate Income Pool (GRIP) | - |
| Sale Date of Corporation | N/A |


| Assets | FMV | ACB | ROR |
| :--- | ---: | ---: | ---: |
| Investments | $\mathbf{1 , 0 0 0 , 0 0 0}$ | $\mathbf{7 5 0 , 0 0 0}$ | Sale Date |
| $\quad$ Portfolio | $1,000,000$ | 750,000 | $3.80 \%$ |
| CSV of Life Insurance | 20,000 | 20,000 |  |
| $\quad$ Manulife UL | 20,000 | 20,000 |  |
| Intercompany Loans Receivable | 500,000 | 500,000 |  |
| Receivable from Opco | 500,000 | 500,000 |  |
| Shares of Other Companies | 530,000 | - | Jul 12028 |
| $\quad$ Shares of Opco | 530,000 | - | Jul 12028 |
| Total Assets | $2,050,000$ | $\mathbf{1 , 2 7 0 , 0 0 0}$ |  |


| Liabilities | O/S Balance | Monthly PMT | Rate |
| :--- | ---: | ---: | ---: | | Lump Sum |
| :--- |
| Payoff |


| Shareholder's Equity | FMV | ACB | PUC |
| :--- | ---: | ---: | ---: |
| Common Shares | $\mathbf{1 , 5 5 0 , 0 0 0}$ | $\mathbf{1 0 0}$ | $\mathbf{1 0 0}$ |
| Common (John) | 775,000 | 50 | 50 |
| Common (Janet) | 775,000 | 50 | 50 |
| Total Shareholder's Equity | $\mathbf{1 , 5 5 0 , 0 0 0}$ | $\mathbf{1 0 0}$ | $\mathbf{1 0 0}$ |


| Cash Flow | Amount | Start Date | End Date | Indexed by |
| :---: | :---: | :---: | :---: | ---: |
| Accumulation | 60,000 |  |  |  |
| Corporate Income | 60,000 | Jan 12023 | Jun 302028 | $2.00 \%$ |

## Life Insurance Policies

| Description: | Manulife UL (1234 Ont Ltd) |  |  |
| :--- | :--- | :--- | ---: |
| Policy Type: | Universal Life | Owner: |  |
|  |  | Insured: | 1234 Ontario Ltd. |
| Death Benefit: | $\$ 400,000$ | Beneficiary: | John |
| Cash Surrender Value (CSV): | $\$ 20,000$ | Premium Payer: | Janet ${ }^{6}$ |
| Premiums Cease On: | Never | Annual Premium Payments: | Ontario Ltd. |
| CSV Payable With Death Benefit: | Yes | Coverage Ceases On: | Never |
|  |  | Disability Waiver: | No |

[^3]
## Opco

| Historical Data and Assumptions |  |
| :--- | :---: |
| Capital Dividend Account (CDA) | - |
| Refundable Dividend Tax on Hand (RDTOH) | - |
| Capital Loss Carryforward | - |
| General Rate Income Pool (GRIP) | - |
| Sule 12028 |  |


| Assets | FMV | ACB | ROR | Sale Date |
| :--- | ---: | ---: | ---: | ---: |
| Isvestments | $\mathbf{6 0 0 , 0 0 0}$ | $\mathbf{6 0 0 , 0 0 0}$ |  |  |
| $\quad$ Portfolio | 600,000 | 600,000 | $3.80 \%$ |  |
| Real Estate | 800,000 | 800,000 |  |  |
| $\quad$ Real Estate | 800,000 | 800,000 | $2.00 \%$ |  |
| Operations | $\mathbf{1 , 0 0 0 , 0 0 0}$ | - |  |  |
| $\quad$ Operations | $1,000,000$ | - | $1.50 \%$ |  |
| Total Assets | $\mathbf{2 , 4 0 0 , 0 0 0}$ | $\mathbf{1 , 4 0 0 , 0 0 0}$ |  |  |


|  | O/S Balance | Monthly PMT | Rate | Lump Sum <br> Payoff |
| :--- | ---: | ---: | ---: | ---: |
| Liabilities | 340,000 |  |  |  |
| Debt | 340,000 | 3,574 | $5.00 \%$ |  |
| $\quad$ Mortgage | $\mathbf{1 , 0 0 0 , 0 0 0}$ |  |  | Jul 12028 |
| Intercompany Loans Payable | 500,000 |  |  |  |
| $\quad$ Loan to 1234 Holdco | 500,000 |  |  |  |
| $\quad$ Loan to Partner Co | $\mathbf{1 , 3 4 0 , 0 0 0}$ | 3,574 |  |  |


| Shareholder's Equity | FMV | ACB | PUC |  |
| :--- | ---: | ---: | ---: | ---: |
| Common Shares | $\mathbf{1 , 0 6 0 , 0 0 0}$ | $\mathbf{2 0 0}$ | $\mathbf{2 0 0}$ |  |
| $\quad$ Common (1234 Holdco) | 530,000 | 100 | 100 |  |
| $\quad$ Common (Others) | 530,000 | 100 | 100 |  |
| Total Shareholder's Equity | $\mathbf{1 , 0 6 0 , 0 0 0}$ | $\mathbf{2 0 0}$ | $\mathbf{2 0 0}$ |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Cash Flow | Amount | Start Date | End Date | Indexed by |
| Salary | $\mathbf{1 5 0 , 0 0 0}$ |  |  | $2.00 \%$ |

## APPENDIX 2: CASH FLOW PROJECTIONS

| Years | 2023 | 2024 | 2025 | 2026 | 2027 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age(s) | 55/51 | 56/52 | 57/53 | 58/54 | 59/55 |
| Cash Inflows |  |  |  |  |  |
| Earned Income |  |  |  |  |  |
| Salary from Opco (John) | 150,000 | 153,000 | 156,060 | 159,181 | 162,365 |
| Salary (Janet) | 125,000 | 127,500 | 130,050 | 132,651 | 135,304 |
| Subtotal | 275,000 | 280,500 | 286,110 | 291,832 | 297,669 |
| Investment Income |  |  |  |  |  |
| RBC Portfolio (Joint) (Non-Reg.) | 5,760 | 5,979 | 6,206 | 6,405 | 6,648 |
| GIC (Janet) (Non-Reg.) | 1,375 | 1,409 | 1,445 | 1,481 | 1,518 |
| Assante Open CC (Joint) (Non-Reg.) | 3,700 | 3,841 | 3,987 | 4,138 | 4,295 |
| SixPlex (Joint/Real Estate) | 96,000 | 97,920 | 99,878 | 101,876 | 103,913 |
| Subtotal | 106,835 | 109,149 | 111,516 | 113,899 | 116,374 |
| Miscellaneous Income |  |  |  |  |  |
| Spousal Support Payments (Janet) | 16,800 | 17,136 | 17,479 | 17,828 | 18,185 |
| Canada Child Benefit | 5,962 | 3,011 | 0 | 0 | 0 |
| Subtotal | 22,762 | 20,147 | 17,479 | 17,828 | 18,185 |
| Total Cash Inflows | 404,597 | 409,795 | 415,104 | 423,560 | 432,228 |

Cash Outflows

## Lifestyle Expenses

Lifestyle Expenses (Joint)
Child Support (John)
RESP Contribution for Mary (Joint)
RBC Mortgage-Home (Joint)
RBC Mortgage-Rental (Joint)
Subtotal


CPP/QPP Contributions - Employment El Premiums
Subtotal
96,000
5,000
2,500
23,010
65,040
191,550

7,461
972
$\mathbf{8 , 4 3 3}$
7,99
991
8,988
99,87
97,920
5,100
0
23,010
65,040
$\mathbf{1 9 1 , 0 7}$

5,20

Assante Open CC (Joint) (Non-Reg.)
RBC Portfolio (Joint) (Non-Reg.)
GIC (Janet) (Non-Reg.)
Subtotal

| 3,700 | 3,841 | 3,987 | 4,138 | 4,295 |
| ---: | ---: | ---: | ---: | ---: |
| 5,760 | 5,979 | 4,910 | 6,405 | 6,648 |
| 1,375 | 1,409 | 1,445 | 1,481 | 1,518 |
| $\mathbf{1 0 , 8 3 5}$ | $\mathbf{1 1 , 2 2 9}$ | $\mathbf{1 0 , 3 4 1}$ | $\mathbf{1 2 , 0 2 3}$ | $\mathbf{1 2 , 4 6 1}$ |
|  |  |  |  |  |
| $\mathbf{4 , 8 0 0}$ | 4,896 | 4,994 | 5,094 | 5,196 |
|  |  |  |  |  |
| $\mathbf{1 5 , 8 0 9}$ | 30,390 | 30,998 | 31,618 | 32,250 |
| 6,000 | 6,120 | 6,242 | 6,367 | 6,495 |
| 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |
| $\mathbf{3 1 , 6 0 9}$ | $\mathbf{4 6 , 4 0 6}$ | $\mathbf{4 7 , 2 3 4}$ | $\mathbf{4 8 , 0 7 9}$ | $\mathbf{4 8 , 9 4 0}$ |

Registered Savings
(Janet/RPP Defined Benefit)
Assante RRSP (John)
RBC TFSA (John)
RBC TFSA (Janet)
Subtotal
31,609
46,40
47,234

| 8,730 | 8,913 |
| ---: | ---: |
| 1,031 | 1,052 |
| $\mathbf{9 , 7 6 1}$ | $\mathbf{9 , 9 6 5}$ |
|  |  |
| 4,138 | 4,295 |
| 6,405 | 6,648 |
| 1,481 | 1,518 |
| $\mathbf{1 2 , 0 2 3}$ | $\mathbf{1 2 , 4 6 1}$ |
|  |  |
| 5,094 | 5,196 |
|  |  |
| 31,618 | 32,250 |
| 6,367 | 6,495 |
| 5,000 | 5,000 |
| $\mathbf{4 8 , 0 7 9}$ | $\mathbf{4 8 , 9 4 0}$ |


| Years | 2023 | 2024 | 2025 | 2026 | 2027 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age(s) | 55/51 | 56/52 | 57/53 | 58/54 | 59/55 |
| Miscellaneous Expenses |  |  |  |  |  |
| Sun Life UL (John) | 11,610 | 11,610 | 11,610 | 11,610 | 11,610 |
| Manulife (John) | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Life Insurance (John) | 1,210 | 1,210 | 1,210 | 1,210 | 1,210 |
| Individual Disability (John) | 4,800 | 4,800 | 4,800 | 4,800 | 4,800 |
| Cl Insurance (John) | 600 | 600 | 600 | 600 | 600 |
| Cl Insurance (Janet) | 300 | 300 | 300 | 300 | 300 |
| Donations (John) (John) | 2,000 | 2,040 | 2,081 | 2,122 | 2,165 |
| Donations (Janet) (Janet) | 2,000 | 2,040 | 2,081 | 2,122 | 2,165 |
| Subtotal | 42,520 | 42,600 | 42,682 | 42,765 | 42,850 |
| Taxes |  |  |  |  |  |
| Federal Income Tax | 70,205 | 67,930 | 69,819 | 71,859 | 73,959 |
| Provincial Income Tax | 42,746 | 41,201 | 42,337 | 43,568 | 44,961 |
| Subtotal | 112,951 | 109,132 | 112,155 | 115,428 | 118,920 |
| Surplus Expenses | 6,700 | 370 | 0 | 5,578 | 7,129 |
| Total Cash Outflows | 404,597 | 409,795 | 415,104 | 423,560 | 432,228 |
| Surplus/(Deficit) | 0 | 0 | 0 | 0 | 0 |


| Year | Age | Earned Income | Pension Income | Registered Proceeds | Non- Registered Proceeds | Other Inflows | Lifestyle \& Medical Expenses | Registered Contributions | Non- Registered Contributions | Taxes | Other Outflows | Surplus/ (Deficit) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2023 | 55/51 | 275,000 | 0 | 0 | 106,835 | 22,762 | 191,550 | 31,609 | 0 | 112,951 | 68,488 | 0 |
| 2024 | 56/52 | 280,500 | 0 | 0 | 109,149 | 20,147 | 191,070 | 46,406 | 0 | 109,132 | 63,187 | 0 |
| 2025 | 57/53 | 286,110 | 0 | 0 | 111,516 | 17,479 | 193,130 | 47,234 | 0 | 112,155 | 62,584 | 0 |
| 2026 | 58/54 | 291,832 | 0 | 0 | 113,899 | 17,828 | 189,926 | 48,079 | 0 | 115,428 | 70,127 | 0 |
| 2027 | 59/55 | 297,669 | 0 | 0 | 116,374 | 18,185 | 191,963 | 48,940 | 0 | 118,920 | 72,404 | 0 |
| 2028 | *60/56* | 184,934 | 30,000 | 0 | 118,907 | 618,549 | 377,349 | 47,169 | 385,261 | 82,017 | 60,592 | 0 |
| 2029 | 61/57 | 66,907 | 61,200 | 0 | 306,568 | 18,920 | 320,160 | 11,757 | 0 | 67,151 | 54,527 | 0 |
| 2030 | 62/58 | 68,245 | 62,424 | 0 | 290,656 | 19,298 | 324,561 | 11,892 | 0 | 69,082 | 35,089 | 0 |
| 2031 | 63/59 | 69,610 | 63,672 | 0 | 295,441 | 19,684 | 329,050 | 12,030 | 0 | 71,661 | 35,667 | 0 |
| 2032 | 64/60 | 71,003 | 76,613 | 0 | 296,366 | 20,078 | 336,805 | 12,171 | 0 | 78,823 | 36,261 | 0 |
| 2033 | 65/61 | 72,423 | 80,525 | 0 | 214,248 | 28,039 | 273,260 | 12,314 | 0 | 77,964 | 31,697 | 0 |
| 2034 | 66/62 | 73,871 | 82,136 | 0 | 197,981 | 20,889 | 278,024 | 12,460 | 0 | 77,908 | 6,483 | 0 |
| 2035 | 67/63 | 75,348 | 83,779 | 0 | 200,069 | 21,306 | 282,883 | 12,609 | 0 | 78,427 | 6,583 | 0 |
| 2036 | 68/64 | 76,855 | 85,454 | 0 | 202,694 | 21,733 | 287,840 | 12,762 | 0 | 79,450 | 6,684 | 0 |
| 2037 | 69/65 | 78,393 | 95,807 | 0 | 201,994 | 24,867 | 292,896 | 12,917 | 0 | 88,761 | 6,488 | 0 |
| 2038 | 70/66 | 79,960 | 116,734 | 0 | 198,896 | 22,611 | 298,053 | 13,075 | 0 | 101,690 | 5,383 | 0 |
| 2039 | 71/67 | 0 | 154,254 | 0 | 137,775 | 102,658 | 294,280 | 13,237 | 0 | 81,679 | 5,491 | 0 |
| 2040 | 72/68 | 0 | 157,339 | 41,573 | 134,423 | 303,572 | 280,862 | 13,401 | 232,229 | 104,814 | 5,601 | 0 |
| 2041 | 73/69 | 0 | 160,486 | 43,186 | 178,564 | 23,995 | 279,096 | 13,569 | 0 | 107,852 | 5,713 | 0 |
| 2042 | 74/70 | 0 | 163,696 | 44,863 | 240,461 | 24,474 | 342,950 | 13,741 | 0 | 110,976 | 5,827 | 0 |
| 2043 | 75/71 | 0 | 167,499 | 46,607 | 144,228 | 701,441 | 290,372 | 13,916 | 634,765 | 113,203 | 7,521 | 0 |
| 2044 | 76/72 | 0 | 171,929 | 66,487 | 181,004 | 25,463 | 296,179 | 14,094 | 0 | 128,548 | 6,063 | 0 |
| 2045 | 77/73 | 0 | 175,368 | 66,918 | 185,282 | 25,972 | 302,103 | 14,276 | 0 | 130,977 | 6,184 | 0 |
| 2046 | 78/74 | 0 | 178,875 | 67,357 | 189,442 | 26,492 | 308,145 | 14,461 | 0 | 133,252 | 6,308 | 0 |
| 2047 | 79/75 | 0 | 183,507 | 67,789 | 193,324 | 27,022 | 314,308 | 14,651 | 0 | 136,249 | 6,434 | 0 |
| 2048 | 80/76 | 0 | 187,391 | 68,200 | 197,476 | 27,562 | 320,594 | 14,844 | 0 | 138,630 | 6,562 | 0 |
| 2049 | 81/77 | 0 | 191,139 | 68,576 | 201,840 | 28,113 | 327,006 | 15,041 | 0 | 140,930 | 6,694 | 0 |
| 2050 | 82/78 | 0 | 194,962 | 69,126 | 206,212 | 28,676 | 333,546 | 15,241 | 0 | 143,361 | 6,828 | 0 |
| 2051 | 83/79 | 0 | 198,861 | 69,476 | 210,779 | 29,249 | 340,217 | 15,446 | 0 | 145,738 | 6,964 | 0 |
| 2052 | 84/80 | 0 | 202,839 | 69,945 | 23,747 | 1,452,878 | 418,055 | 15,655 | 1,054,049 | 245,006 | 16,643 | 0 |
| 2053 | 85/81 | 0 | 206,895 | 70,383 | 138,912 | 30,431 | 353,961 | 15,868 | 0 | 69,546 | 7,245 | 0 |
| 2054 | 86/82 | 0 | 211,033 | 70,758 | 142,358 | 31,039 | 361,041 | 16,086 | 0 | 70,672 | 7,390 | 0 |
| 2055 | 87/83 | 0 | 215,254 | 71,230 | 145,826 | 31,660 | 368,261 | 16,307 | 0 | 71,863 | 7,538 | 0 |
| 2056 | 88/84 | 0 | 219,559 | 71,638 | 149,409 | 32,293 | 375,627 | 16,533 | 0 | 73,051 | 7,689 | 0 |
| 2057 | 89/85 | 0 | 223,950 | 72,022 | 153,088 | 32,939 | 383,139 | 16,764 | 0 | 74,253 | 7,843 | 0 |
| 2058 | 90/86 | 0 | 228,429 | 72,483 | 156,803 | 33,598 | 390,802 | 16,999 | 0 | 75,512 | 8,000 | 0 |
| 2059 | 91/87 | 0 | 232,998 | 72,831 | 160,669 | 34,270 | 398,618 | 17,239 | 0 | 76,751 | 8,160 | 0 |
| 2060 | 92/88 | 0 | 237,658 | 73,210 | 164,602 | 34,956 | 406,590 | 17,484 | 0 | 78,028 | 8,323 | 0 |
| 2061 | 93/89 | 0 | 242,411 | 73,616 | 168,606 | 35,655 | 414,722 | 17,734 | 0 | 79,342 | 8,489 | 0 |
| 2062 | 94/90 | 0 | 247,259 | 73,995 | 264,604 | 36,368 | 509,606 | 17,988 | 0 | 85,972 | 8,659 | 0 |
| 2063 | 95/91 | 0 | 254,704 | 74,306 | 176,710 | 707,095 | 431,477 | 18,248 | 671,408 | 82,849 | 8,832 | 0 |
| 2064 | --/92 | 0 | 168,253 | 74,603 | 283,832 | 37,837 | 440,106 | 5,000 | 0 | 104,977 | 14,441 | 0 |
| 2065 | --/93 | 0 | 171,618 | 74,885 | 273,726 | 38,594 | 448,909 | 5,000 | 0 | 100,319 | 4,594 | 0 |
| 2066 | --/94 | 0 | 175,050 | 75,168 | 267,994 | 39,366 | 457,887 | 5,000 | 0 | 90,005 | 4,686 | 0 |
| 2067 | --/95 | 0 | 178,551 | 75,310 | 274,328 | 40,153 | 467,045 | 5,000 | 0 | 91,517 | 4,780 | 0 |

## APPENDIX 3: ASSET \& LIABILITY PROJECTIONS

| Year | Ages | Non- Registered Assets | Registered Assets | Private Corporations | Real Estate Assets | Total Lifestyle Assets | Total <br> Liabilities | Total Net Wealth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2023 | 55/51 | 543,475 | 609,108 | 2,163,583 | 816,000 | 969,000 | 758,951 | 4,342,214 |
| 2024 | 56/52 | 562,634 | 675,341 | 2,302,859 | 832,320 | 988,380 | 695,749 | 4,665,785 |
| 2025 | 57/53 | 581,207 | 744,850 | 2,448,050 | 848,966 | 1,008,148 | 630,316 | 5,000,905 |
| 2026 | 58/54 | 601,763 | 817,773 | 2,599,389 | 865,946 | 1,028,311 | 562,574 | 5,350,606 |
| 2027 | 59/55 | 623,080 | 894,255 | 2,757,116 | 883,265 | 1,048,877 | 492,442 | 5,714,150 |
| 2028 | *60/56* | 1,030,449 | 974,448 | 2,185,234 | 900,930 | 1,069,854 | 516,277 | 5,644,638 |
| 2029 | 61/57 | 878,318 | 1,023,681 | 2,258,742 | 918,949 | 1,091,251 | 433,718 | 5,737,222 |
| 2030 | 62/58 | 738,772 | 1,074,925 | 2,334,722 | 937,328 | 1,113,076 | 348,130 | 5,850,693 |
| 2031 | 63/59 | 591,645 | 1,128,259 | 2,413,258 | 956,074 | 1,135,338 | 259,397 | 5,965,177 |
| 2032 | 64/60 | 440,565 | 1,183,766 | 2,494,437 | 975,196 | 1,158,045 | 213,134 | 6,038,874 |
| 2033 | 65/61 | 366,722 | 1,241,531 | 2,578,345 | 994,699 | 1,181,206 | 185,946 | 6,176,557 |
| 2034 | 66/62 | 300,669 | 1,301,643 | 2,665,077 | 1,014,593 | 1,204,830 | 157,657 | 6,329,155 |
| 2035 | 67/63 | 233,017 | 1,364,194 | 2,754,726 | 1,034,885 | 1,228,926 | 128,221 | 6,487,527 |
| 2036 | 68/64 | 162,604 | 1,429,280 | 2,847,391 | 1,055,583 | 1,253,505 | 97,590 | 6,650,772 |
| 2037 | 69/65 | 92,698 | 1,497,000 | 2,943,172 | 1,076,695 | 1,278,575 | 65,713 | 6,822,427 |
| 2038 | 70/66 | 25,768 | 1,567,458 | 3,042,176 | 1,098,229 | 1,304,146 | 32,537 | 7,005,240 |
| 2039 | 71/67 | 20,000 | 1,640,761 | 3,060,743 | 1,120,193 | 1,330,229 | 7,195 | 7,164,732 |
| 2040 | 72/68 | 252,229 | 1,674,596 | 3,163,701 | 1,142,597 | 1,356,834 | 0 | 7,589,957 |
| 2041 | 73/69 | 219,601 | 1,708,245 | 3,270,123 | 1,165,449 | 1,383,971 | 0 | 7,747,389 |
| 2042 | 74/70 | 126,578 | 1,741,640 | 3,380,125 | 1,188,758 | 1,411,650 | 0 | 7,848,751 |
| 2043 | 75/71 | 765,393 | 1,774,705 | 3,493,827 | 1,212,533 | 757,833 | 0 | 8,004,291 |
| 2044 | 76/72 | 758,218 | 1,788,924 | 3,611,354 | 1,236,784 | 772,990 | 0 | 8,168,270 |
| 2045 | 77/73 | 749,403 | 1,803,433 | 3,732,834 | 1,261,519 | 788,450 | 0 | 8,335,639 |
| 2046 | 78/74 | 739,061 | 1,818,238 | 3,858,400 | 1,286,750 | 804,219 | 0 | 8,506,668 |
| 2047 | 79/75 | 727,471 | 1,833,361 | 3,988,191 | 1,312,485 | 820,303 | 0 | 8,681,811 |
| 2048 | 80/76 | 714,377 | 1,848,839 | 4,122,347 | 1,338,734 | 836,709 | 0 | 8,861,008 |
| 2049 | 81/77 | 699,571 | 1,864,727 | 4,261,017 | 1,365,509 | 853,443 | 0 | 9,044,267 |
| 2050 | 82/78 | 683,045 | 1,880,865 | 4,404,350 | 1,392,819 | 870,512 | 0 | 9,231,592 |
| 2051 | 83/79 | 664,600 | 1,897,472 | 4,552,506 | 1,420,676 | 887,922 | 0 | 9,423,176 |
| 2052 | 84/80 | 1,743,143 | 1,914,448 | 4,705,645 | 0 | 905,681 | 0 | 9,268,917 |
| 2053 | 85/81 | 1,669,711 | 1,931,843 | 4,863,935 | 0 | 923,794 | 0 | 9,389,285 |
| 2054 | 86/82 | 1,590,042 | 1,949,743 | 5,027,550 | 0 | 942,270 | 0 | 9,509,606 |
| 2055 | 87/83 | 1,503,878 | 1,968,071 | 5,196,669 | 0 | 961,116 | 0 | 9,629,734 |
| 2056 | 88/84 | 1,410,856 | 1,986,914 | 5,371,477 | 0 | 980,338 | 0 | 9,749,585 |
| 2057 | 89/85 | 1,310,621 | 2,006,320 | 5,552,165 | 0 | 999,945 | 0 | 9,869,051 |
| 2058 | 90/86 | 1,202,862 | 2,026,238 | 5,738,931 | 0 | 1,019,944 | 0 | 9,987,975 |
| 2059 | 91/87 | 1,087,142 | 2,046,806 | 5,931,980 | 0 | 1,040,343 | 0 | 10,106,271 |
| 2060 | 92/88 | 963,092 | 2,068,024 | 6,131,522 | 0 | 1,061,149 | 0 | 10,223,787 |
| 2061 | 93/89 | 830,323 | 2,089,892 | 6,337,777 | 0 | 1,082,372 | 0 | 10,340,365 |
| 2062 | 94/90 | 596,512 | 2,112,470 | 6,550,969 | 0 | 1,104,020 | 0 | 10,363,970 |
| 2067 | --/95 | 115,233 | 2,177,504 | 7,729,453 | 0 | 1,218,927 | 0 | 11,241,118 |

## * = Year of retirement

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

## APPENDIX 4: ESTATE ANALYSIS

|  | 2023 | 2028 | 2042 | 2051 | 2067 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non-Registered | $1,339,475$ | $1,911,379$ | $1,295,336$ | $2,065,276$ | 115,233 |
| Registered | 609,108 | 974,448 | $1,741,640$ | $1,897,472$ | $2,177,504$ |
| Value of Shares and Shareholder Loans | $2,163,583$ | $2,185,234$ | $3,380,125$ | $4,552,506$ | $7,729,453$ |
| Lifestyle Assets | 969,000 | $1,069,854$ | $1,411,650$ | 887,922 | $1,218,927$ |
| Liabilities | $(759,052)$ | $(516,483)$ | 0 | 0 | 0 |
| Total | $\mathbf{4 , 3 2 2 , 1 1 4}$ | $\mathbf{5 , 6 2 4 , 4 3 2}$ | $\mathbf{7 , 8 2 8 , 7 5 1}$ | $\mathbf{9 , 4 0 3 , 1 7 6}$ | $\mathbf{1 1 , 2 4 1 , 1 1 7}$ |
|  |  |  |  |  |  |
| Insurance Proceeds | $1,670,000$ | $1,420,000$ | $1,420,000$ | $1,420,000$ | 750,000 |
| CPP/QPP Death Benefits | 5,000 | 5,000 | 5,000 | 5,000 | 2,500 |
| Other Benefits | 3,450 | 6,900 | 0 | 0 | 0 |
| Net Estate Before Taxes | $\mathbf{6 , 0 0 0 , 5 6 4}$ | $\mathbf{7 , 0 5 6 , 3 3 2}$ | $\mathbf{9 , 2 5 3 , 7 5 1}$ | $\mathbf{1 0 , 8 2 8 , 1 7 6}$ | $\mathbf{1 1 , 9 9 3 , 6 1 7}$ |
| Additional Income Taxes |  |  |  |  |  |
| Net Estate | $(861,366)$ | $(1,192,126)$ | $(1,862,920)$ | $(2,210,763)$ | $(2,568,710)$ |
|  | $\mathbf{5 , 1 3 9 , 1 9 8}$ | $\mathbf{5 , 8 6 4 , 2 0 6}$ | $\mathbf{7 , 3 9 0 , 8 3 1}$ | $\mathbf{8 , 6 1 7 , 4 1 3}$ | $\mathbf{9 , 4 2 4 , 9 0 7}$ |
| Estate Shrinkage (\$) |  |  |  |  |  |
|  | $\mathbf{( 8 1 3 , 6 3 4 )}$ | $\mathbf{( 2 3 2 , 8 7 4 )}$ | $\mathbf{4 3 7 , 9 2 0}$ | $\mathbf{7 8 5 , 7 6 3}$ | $\mathbf{1 , 8 1 6 , 2 1 0}$ |


[^0]:    ${ }^{1}$ Income taxes consider tax credits arising from charitable bequests on death, if any.

[^1]:    ${ }^{2}$ This represents the net rental income before depreciation, debt service and income taxes. This amount is indexed at a rate equal to inflation.
    ${ }^{3}$ The RESP account has not been illustrated as we assume that these funds are to be used for the expenses of your children and would not be available for you to spend.

[^2]:    ${ }^{4}$ We have assumed that, as permitted by the governing legislation in the province of Ontario, you will unlock $50 \%$ of the value of your LIF.

[^3]:    ${ }^{5}$ This reflects income taxed at the corporate level which is retained in a corporate investment portfolio.
    ${ }^{6}$ We understand that the beneficiary of this policy is actually 1234 Ontario Ltd. We assume that the proceeds will be paid out to Janet as a tax-free capital dividend.

