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Financial Matters

The insurance advantage

Give your investments the insurance edge

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Don't keep us a secret!

If you know someone who could benefit from our services and would be interested in receiving our newsletter, let us know.

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With insurance-based investments (registered and non-registered), you can name both a primary and secondary beneficiary. This allows you to direct the value of those investments, at the time of your death, to the individual(s) you have designated within your insurance contract in a manner that is private, outside of your estate, inconvenience of probate.

Two possible investments that you should consider are a segregated fund contract and a Guaranteed Interest Contract (GIC). These investments permit you to streamline the flow of assets to the designated beneficiary more efficiently and without much delay.

PROTECTING THE VALUE OF YOUR ESTATE

With segregated funds, your investment is protected against losses in the markets with a death benefit guarantee. If the market value is down when you pass on, the amount of your deposit is protected. Your named beneficiaries will receive up to 100 per cent of your original

investment and, depending on the options you select, the amount could be considerably more. Of course, if the market value is higher, that's the amount they'll receive.*

SEGREGATED FUNDS MIGHT MEET YOUR NEEDS IF YOU:

- Are retired, or close to retirement, and worried about risk
- Want the growth potential of equity investments, but you know volatile stock markets will keep you up at night
- Want to provide for someone after your death
- Own your own business and want the potential for creditor protection
- We can help you choose the best option of segregated funds for your situation.

THE VALUE OF PROBATE BYPASS

Example: A \$100,000 investment can attract over \$5,000 in probate and legal fees when you die. How can you easily avoid this expense?

Based on	\$100,000 example in Ontario	COST	
Fee	Structure	Non Insurance company investment	Insurance company investment with a named beneficiary
Probate Fee	\$250 + \$15 per \$1,000 > \$50,000	\$1,000	\$0
Executor's Fee	Varies by province – up to 5% for corporate executors (1% used as majority name a family member)	\$1,000	\$0
Legal Fee	0.5% to 3% of assets + Accounting fees	\$3,000	\$0
Total		\$5,000	\$0

This table illustrates a scenario of what could happen if an investor were to die with a \$100,000 investment. Costs will vary depending on the province and complexity of the estate.

* Death benefit guarantee is applicable on death of annuitant and is calculated at date of notification of death

Content provided courtesy of Manulife Investments

Did you know - we can help you with Travel Insurance

Keeping kids active doesn't have to be expensive

Many people find their lives enriched by having children, emotionally or spiritually — but usually, not financially.

According to 2004 statistics*, it now costs about \$166,000 to raise one child to the age of 18 in Canada, not factoring in inflation.

Out of that total, about \$16,000 is spent on recreation, reading, gifts and school needs. That's a lot — but there are ways to keep kids active without spending so much money.

Talk to children about their interests

Before you sign your children up for expensive dance, art or horseback-riding classes, ask them what activities they'd like to participate in. It might turn out that they enjoy pursuits that are less costly. For example, cross-country skiing is less expensive than downhill skiing; it's cheaper to buy a guitar than a piano for your budding musician.

Take advantage of local community programs like skate and ski exchanges to buy inexpensive sports equipment. And not every activity has to be so structured. Consider helping your kids organize informal pick-up games of soccer, road hockey, baseball or basketball. Don't rush to outfit your kids with top-of-the-line equipment for new activities until you're sure they're going to stick with them. And encourage your young bookworm to use the public library.

Don't overdo it

Consider limiting your children to one or two extracurricular activities at a time. There will be less cost to you, and it may actually be better for your children.

David Elkind, author of *The Hurried Child*, believes parents are pushing their children too far, too fast. Today's parents think of their kids as "superkids," he worries — so competent and mature that they don't even really need parents.

Similarly, in *The Over-Scheduled Child: Avoiding the Hyper-Parenting Trap*, authors Alvin Rosenfeld and Nicole Wise wonder if in trying so hard to give children everything they can, parents have lost the ability to know how much is enough.

Leaving kids to their own devices more often may be both easier on your wallet and better for their imaginations, say these experts.

When you do want to enrol them in sports or other activities, save money by making use of community resources, such as low-cost neighbourhood arenas and swimming pools. Courses and classes offered by your city at local community centres are usually less expensive than those offered by private schools.

So, unplug the TVs and computers and send the kids out to play—and congratulate yourself for making a good parenting choice that didn't cost you a dime.

Consider helping your kids organize informal pick-up games of soccer, road hockey, baseball or basketball.

*From a database at the Manitoba Department of Agriculture, Food and Rural Initiatives. Content courtesy of WealthStyles from Manulife Investments

Group benefits don't have to end at retirement

Act quickly to ensure uninterrupted coverage

Jack is looking forward to his early retirement — but he is a bit nervous about losing the valuable extended health-care benefits provided by his employer.

In a wide-ranging discussion about his early retirement plans, Jack's financial advisor told him about a very important conversion product that can provide him and his family with a supplemental health insurance plan that offers uninterrupted health benefits coverage. Basically, the advisor explained, even after Jack's employment ends, his health and dental coverage doesn't have to end. Regardless of who provides his group health and dental coverage at work, there is an insurance product available that allows Jack to maintain many of the benefits he currently enjoys with his employer.

As long as Jack applies within 60 days of the loss of his group health and dental plan, he can obtain uninterrupted coverage. His acceptance is guaranteed — no medical questionnaire is necessary. What could be easier? The more Jack learned about this option, the more he liked it. With his advisor's help, he can select the health insurance plan that best suits him and his family. He can choose from four different levels of plan coverage — from basic to premiere.

Regardless of which plan he selects, he will enjoy inexpensive health protection, including coverage for dental expenses, such as cleanings, fillings, extractions and examinations. Payment for coverage towards prescription drugs, vision care, home support services, ambulance services, prosthetic appliances such as splints and casts, and much more. Two of the four plans also offer coverage for dental care expenses such as cleanings, fillings, extractions and examinations. All these benefits are available to Jack through a single, comprehensive health and dental conversion product.

If your employer-provided benefits are coming to an end because you're changing jobs, your children are no longer eligible on your group plan or you're retiring, coverage is still available.

Contact us for more information or go to our website www.soulliere.com.

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The information contained in this newsletter provides general information and is not intended to be comprehensive investment, medical, financial or legal advice to any individual or business. We strongly recommend that any queries be directed to an appropriate professional advisor. If you have any questions or issues that have risen from reading this material, please call our office. We would be pleased to assist you.

Summer 2008



Local Events

July 10—14

Essex Fun Fest

Arena Grounds

July 18—20

Sunsplash 2008

Belle River
Lakeview Park

July 19—20

Dragonboats for the Cure

Sandpoint Beach

August 9—10

Blueberry Social

John R. Park Homestead

August 15-17

Leamington Tomato Festival

Leamington

Aug 17

Hawk Run

Holiday Beach

Aug 28—31

Harrow Fair

Harrow

Sep 4—7

Shores of Erie

Wine Festival

Amherstburg

Sep 6—7

Migration Hike

Point Pelee National Park

Sep 13—21

Festival of Hawks

Holiday Beach

Sep 27

Kids Health Day

Windsor Health Centre

For more information on the above events, or to find out about more exciting events, visit: www.citywindsor.ca

