



Questions to consider for your retirement



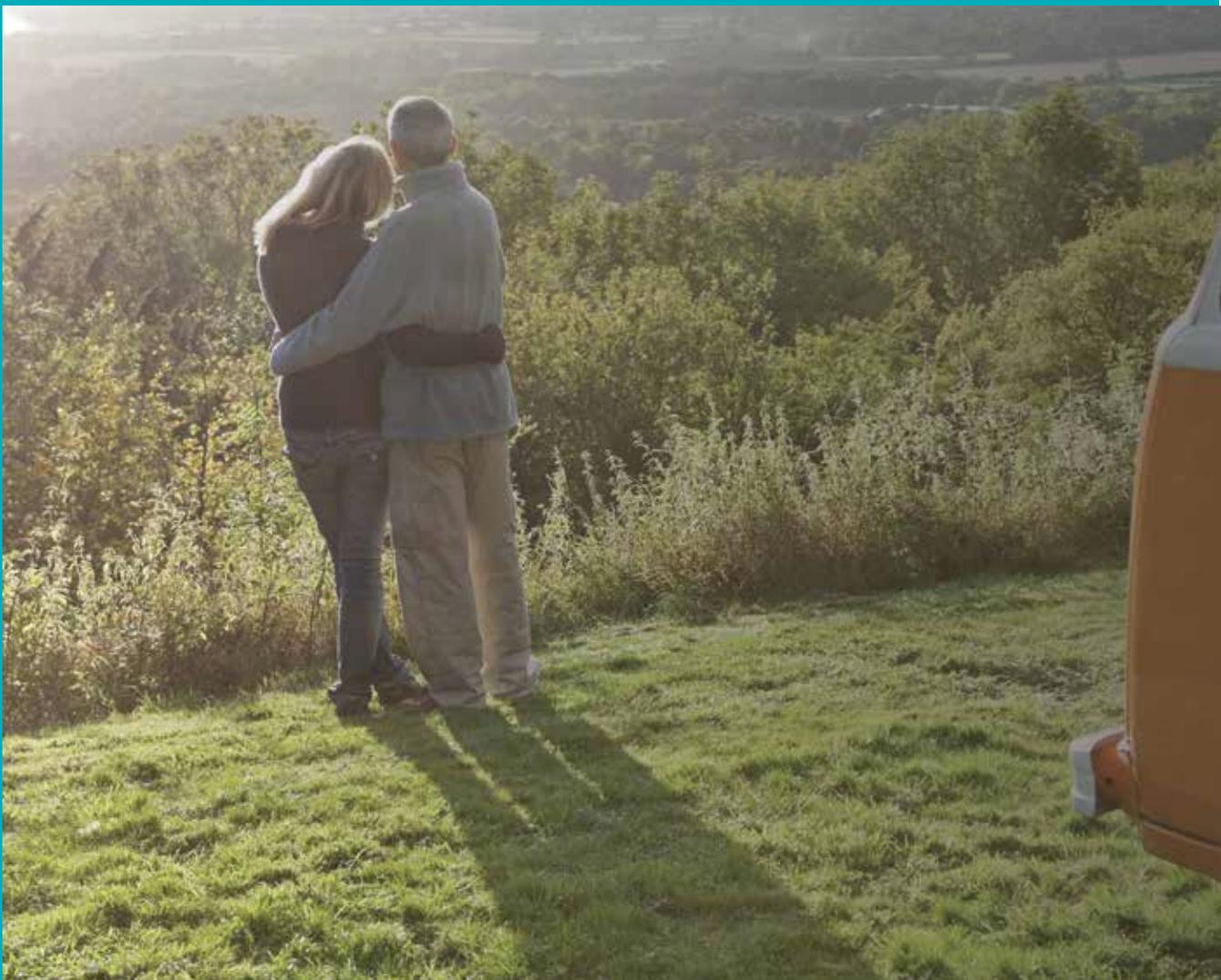


When do you want to retire?

In a year? Six months? At a particular age?

The timing of your retirement is crucial to building your retirement nest egg and assessing how long it needs to last. In retirement, you are likely to experience a fundamental shift—from saving to spending.

While planning your retirement date, you'll need to consider factors such as your health, motivation to continue working, lifestyle needs and other long-term plans.



How much of your current income do you expect to need in retirement?

Your goals and challenges are unique to your life situation. The amount of your current income you'll need in retirement depends on a number of factors, including:

- How much you've saved.
- How much you plan to spend in retirement.

Your financial security advisor can help you determine this.



3

What guaranteed sources of income do you have to support your retirement?

- Canada Pension Plan (CPP)
- Quebec Pension Plan (QPP)
- Old age security (OAS)
- Employer pension(s)
- Other guaranteed sources of income

Taking into account your existing sources of guaranteed income can help determine how much additional money you require to cover basic living costs, as well as preserving the lifestyle you've worked hard to achieve.



How do you plan to spend your money in retirement?

How you spend during your retirement will depend on your choices, and could be influenced by factors beyond your control.

As you plan for this new phase in your life, how much you spend and what you spend it on could be different than your pre-retirement spending patterns.

4



5

Do you plan to work part-time or full-time in retirement?

Your decision to continue working into retirement may be influenced by a number of factors. Perhaps you want to continue using your skills or explore new opportunities. You could also be influenced by debts or helping family members.

As many as 45 per cent of retirees hold mortgages or home equity loans.*

As you move into this new phase of life, lifestyle requirements and health concerns may also be factors to consider.

* Life Insurance Marketing and Research Association





6

Have you considered your lifestyle needs in retirement?

What is your lifestyle vision for your retirement years? Do you see yourself:

- Travelling a lot?
- Doing volunteer work or donating to charities?
- Investing your time in hobbies?
- Staying close to home and sharing quality time with your family and friends?

How would these choices impact your spending pattern in retirement?

7

How do health and wellness factor in your retirement plan?

Focusing on your wellness is central to your vitality and enjoyment of life. You may want to consider:

- Using retirement to focus on your mental and physical fitness.
- Making room in your budget for health and wellness priorities.
- Assessing your long-term health and accessibility needs and if your current home will fit your needs.
- The possibility of moving to a retirement community or getting home care.

8

Are you ready for any unexpected events in your life?

When you consider retirement planning, take into account unpredictable events—financial and personal—that you want to be prepared for.

Check to see if your retirement nest egg is strong enough to support you through a future economic downturn, a rise in the cost of living and longer lifespan.

These unforeseen events might not affect you all at the same time, but you need to keep them in mind. Your advisor can help you be prepared for whatever life brings.

9

Have you considered the need for maintaining control of your investments through your retirement years?

In addition to fully protecting the money you need to cover your basic expenses, many retirees want a portion of their nest egg to grow. Your advisor can help you balance these needs with a HelloLife™ program that's customized for you.



10

Do you plan to leave a legacy?

You might want to leave an inheritance to your family or favourite charity. Once again, your advisor can help put this in place.



Answering these questions can be the first step towards a secure and confident retirement.

Talk to your advisor to learn more about *HelloLife* to unlock the potential of your financial resources to meet your retirement needs. Your advisor can show you how a *HelloLife* program—with its blend of annuities and segregated funds—can last you the rest of your life. Guaranteed.

Unlock the potential of your financial resources with HelloLife

Your advisor can help you assess your retirement needs using *HelloLife* and create your customized *HelloLife* retirement program in three easy steps.

Step 1

Describe your vision for the future

Describe to your advisor your vision for retirement – How do you plan to spend your time? Where? With whom?

Work with your advisor to establish how much income you'll need to cover your essential expenses and live the life you've planned.

Step 2

Cover your essential expenses with guaranteed income – for life

Convert a portion of your nest egg into an income stream that will last the rest of your life, regardless of market performance.

Step 3

Ensure your money also has the potential to grow through investments

Use another portion of your savings to potentially grow your money so you can help maintain your buying power in retirement.

With a retirement program that puts you firmly in control of your finances, you're ready to say *HelloLife*, with London Life.



Contact your financial security advisor to discuss your income needs in retirement, or go to HelloLifeRetirement.com for more details.

