

Guaranteed  
interest option

Daily interest  
option

A guaranteed investment  
with the benefits of an  
insurance policy.

- The Canada Life™ guaranteed interest option (GIO) is a guaranteed investment with the benefits of an insurance policy.
- Offering clients a low-risk investment option with multiple terms helps you stay competitive in today's marketplace.
- A GIO helps you complete the suite of your product offerings for the lifetime of your relationship with a client.



It's a simple  
strategy in  
a complex  
investment  
world

## Advantages of guaranteed investments:

- Access to a **range of terms** and the ability to set up multiple terms under one policy. Select a term that fits your client's investment needs.
- It's an insurance product with the **option for a named beneficiary**, backed by Canada Life, an insurance company that has been in business for over 175 years.
- **Safe investment:** your client's return is guaranteed.
- It's available for the **pension income tax credit** if your client doesn't already have RRIF or pension income.
- It's redeemable, with **easy access to money** if your client needs it.\*

## Who is it for?

- A GIO is an investment that's designed for people who don't want to take too many risks with their savings or income, meaning it could be attractive to Canadians who have a conservative investment style, such as **those entering or already in retirement**.
- A GIO can make it easier for your clients to **pass on their investment** – including the principal plus interest – to their loved one, compared to a guaranteed interest certificate (GIC) offered by banks.
- A GIO, which is only offered by insurance companies, can help your clients **bypass estate and probate fees**, if any. The investment is paid directly to the client's designated beneficiary after their death.

\* See table for more details.

# Quick reference guide

		Savings policy	Income policy
Guaranteed investments		<ul style="list-style-type: none"> <li>• Daily interest option (DIO).</li> <li>• Guaranteed interest option (GIO) terms - 1-10 years in any number of months.</li> </ul>	
Rate guarantee		<ul style="list-style-type: none"> <li>• 45-day rate guarantee.</li> <li>• The interest rate is the rate in effect on the day the application is received by head office, provided the premium is received within 45 calendar days.</li> </ul>	
Interest rate types		<ul style="list-style-type: none"> <li>• Compound</li> <li>• Monthly payment of interest to the DIO (non-registered and TFSA only).</li> <li>• Annual payment of interest to the DIO (non-registered and TFSA only).</li> </ul>	
Joint annuitants		<p><b>Non-registered only:</b></p> <ul style="list-style-type: none"> <li>• Available only to policyowners who are spouses or common-law partners.</li> <li>• The joint annuitant arrangement must be the same as the joint ownership agreement.</li> <li>• The death benefit only comes into effect on the death of the last annuitant (the primary or joint annuitant).</li> </ul>	
Minimum issue age		<p><b>Registered:</b> 16 in all provinces except Quebec where it is age 18.</p> <p><b>Non-registered:</b> no restrictions on annuitant, but the policyowner must be 16 in all provinces except Quebec where they must be 18.</p> <p><b>TFSA:</b> 18 in all provinces.</p>	
Maximum issue age		<p><b>Registered:</b> Dec. 31 of the year the annuitant turns 71. The policy will automatically convert to an income policy after the annuitant turns 71.</p> <p><b>Non-registered:</b> Dec. 31 of the year in which the youngest annuitant turns 95           <ul style="list-style-type: none"> <li>• When the (youngest) annuitant is 91 or older, the only term available is 1 year.</li> </ul> </p> <p><b>TFSA:</b> Dec. 31 of the year the annuitant turns 95.           <ul style="list-style-type: none"> <li>• When annuitant is 91 or older the only term available is 1 year.</li> </ul> </p>	<p><b>Registered:</b> Dec. 31 of the year the annuitant turns 95, subject to provincial legislation.</p> <ul style="list-style-type: none"> <li>• When the annuitant is 91 or older, the only term available is 1 year.</li> </ul>
Maturity date		<p><b>Registered:</b> Dec. 31 of the year the annuitant turns 105. (The policy will automatically convert to an income policy after the annuitant turns 71).</p> <p><b>Non-registered:</b> Dec. 31 of the year the (youngest) annuitant turns 105.</p> <p><b>TFSA:</b> Dec. 31 of the year the annuitant turns 105.</p>	<ul style="list-style-type: none"> <li>• Dec. 31 of the year the annuitant turns 105. Subject to provincial legislation.</li> </ul>
Minimum initial premium		<p><b>DIO:</b></p> <ul style="list-style-type: none"> <li>• \$500 lump sum or \$25 PAC.           <ul style="list-style-type: none"> <li>• PACs are available weekly, bi-weekly, semi-monthly, monthly, bi-monthly, quarterly, semi-annualiy, annually.</li> </ul> </li> </ul> <p><b>GIO:</b></p> <ul style="list-style-type: none"> <li>• \$500 lump sum for each GIO term.</li> <li>• PAC isn't allowed on simple interest GIOs.</li> </ul>	<ul style="list-style-type: none"> <li>• \$5,000 minimum lump sum for policies that are converted from a savings policy.</li> <li>• \$10,000 for new policies.</li> </ul>
Maximum premium		Contact head office for rates on amounts greater than \$2,000,000.	
Subsequent premiums		<p><b>DIO:</b> \$100 lump sum or \$25 PAC.</p> <p><b>GIO:</b> \$500 lump sum for each GIO term (value will accumulate in DIO until threshold has been met).</p>	\$1,000 minimum.

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	Savings policy	Income policy
Income payments	Not applicable. See Automatic partial redemption.	<b>Day</b> - the 1st to the 31st of the month. <b>Frequency</b> - monthly, quarterly, semi-annually, annually. <b>Method</b> - electronic funds transfer (EFT).
Income payment options	Not applicable. See Automatic partial redemptions.	<ul style="list-style-type: none"> <li>• Minimum.</li> <li>• Legislated maximum (LIF/LRIF only).</li> <li>• Equal payments (gross or net).</li> <li>• Increasing annually (%).</li> <li>• We will withdraw income from the DIO first and then the GIO term closest to renewal. Early cashout charges (ECCs) apply for amounts above the minimum. See ECCs for more info.</li> </ul>
Automatic partial redemption	<b>Non-registered and TFSA only:</b> <b>Day</b> - the 1st to the 31st of the month. <b>Frequency</b> - monthly, quarterly, semi-annually, annually. <b>Method</b> - electronic funds transfer (EFT). <b>Minimums</b> - \$7,500 policy balance to begin an APR and \$50 per payment. We'll withdraw income from the DIO first and then the GIO term closest to renewal. An ECC will be applicable if withdrawn from a GIO. See ECCs for more info.	Not applicable. See Income payments and Income payment options.
Unscheduled withdrawals	<ul style="list-style-type: none"> <li>• \$500 minimum withdrawal.</li> <li>• \$500 policy value must remain unless there's an active PAC on the policy.</li> <li>• Withdrawals will be subject to ECC.</li> </ul>	
Early cashout charges (ECCs)*	<ul style="list-style-type: none"> <li>• ECCs will be applied to all withdrawals/payment changes to a GIO term before the renewal date. The ECC will include expense recovery fees and a market value adjustment (MVA).</li> <li>• ECCs are waived on conversion from a savings policy to an income policy. ECC is waived on all year-to-date withdrawals processed from a RIF policy up to the legislated minimum amount.</li> <li>• ECCs are waived on death.</li> </ul>	
Commission charge back	Commission is charged back on death or surrender on the first 90 days after issue.	
Taxation	Withdrawals from registered income are fully taxable in the year they are received.	
Statements	Semi-annual statement.	
Death benefit	The death benefit is equal to the premiums paid, plus interest earned minus all withdrawals on the date of death of the last annuitant. There is no ECC applied.	