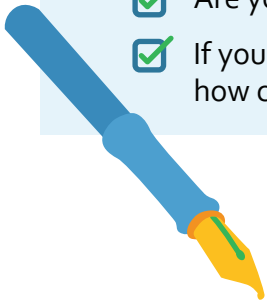


The right advisor can make all the difference.

As you approach retirement...

You'll have a lot of financial decisions to make.

- ✓ How will you take your **pension income**? Will you **convert other assets** to income?
- ✓ Do you want **certainty or flexibility** in your retirement income, or some mix of both?
- ✓ How hands-on do you want to be in **managing your assets** – and will your involvement decrease as the years go on?
- ✓ Are you making **tax-efficient investment** decisions?
- ✓ If you have a family **cottage or other property** that you want to leave to your children, how can you help them manage the tax bill?



If you have a financial advisor, you're probably working with them already on these decisions. If you've never used a financial advisor, **now is a good time**. The decisions you'll be making can **affect you for the rest of your life**.

What you can expect from an advisor.

	A commitment to understanding you , your objectives and your risk tolerance .
	A detailed understanding of financial matters and strategies .
	An ability to identify and explain your range of options so that you can make informed decisions.
	Access to a network of other professionals who can help you in related areas (e.g., <i>tax specialists, lawyers</i>).
	Management and monitoring of your plan.
	Regular meetings to discuss your plan, how it's working and if changes are warranted.

Understanding the different kinds of financial advisors.

Financial advisors are able to provide you with advice and products according to the licence(s) or registration(s) that they have, their training and specialized designations. They may call themselves an investment advisor, an insurance advisor, or a financial planner. Depending on your needs, you may need more than one type of financial advisor.



- 1 An advisor who can **assist with mutual funds or with a portfolio of stocks and bonds** will be registered with their provincial/territorial securities regulator or the Mutual Fund Dealers Association of Canada.
- 2 An advisor who can **assist with life annuities, segregated funds and the use of insurance for estate planning** purposes will be licensed with their provincial/territorial insurance regulator.
- 3 A financial planning advisor with a specialized designation like **Certified Financial Planner (CFP)** or **Chartered Financial Consultant (CH.F.C.)** is trained in a **cross-section of financial planning matters** including estate planning and taxation.

What you should find out about a financial advisor.

You might want to interview two or more advisors to find the best fit for you. Be prepared to ask them about themselves, how they work and what you can expect from them.

Consider the following:

- 1 What **products and services** do they offer (*e.g., investments, annuities, insurance, financial planning*)?
- 2 How are they **regulated**? What **licenses or registrations** do they carry? (*You can verify this by checking on the provincial regulator's website*).
- 3 Do they have **professional accreditations**?
- 4 What **experience** do they have?
- 5 What kind of **clients** do they work with – and can they provide you with **references** from clients like you?
- 6 How do they do business? **For example:** How often do they like to meet? Do they work with a team or alone?
- 7 How do they **get paid** and what does that mean to you? (*They may charge a fee for their service which will be billed to you. Alternatively, they may be paid a commission by the financial institution where they place business*).
- 8 Do you **feel comfortable with them** – is this someone you want to work with?

