

SUN GIF SOLUTIONS ESTATE SERIES

THE EMOTIONAL AND FINANCIAL
COST OF SETTLING AN ESTATE

Life's brighter under the sun

Sun 
Life Financial

SUN GIF SOLUTIONS ESTATE SERIES

The emotional and financial cost of settling an estate

THE CONCERN: settling an estate can be costly, both financially and emotionally

With segregated fund products, you can alleviate some of the burden through the features of an insurance contract, which include efficient estate settlement.¹

Your loved ones could face the following **EMOTIONAL BURDENS:**

IRRATIONAL DECISIONS	your loved ones could make poor decisions while grieving
QUARRELS	when an estate is left unallocated, disputes over distribution of assets are possible
INVASION OF PRIVACY	If the estate is probated, anyone may obtain access to the court file to view the will
DELAYS	the process of settling an estate can take an average of 12-18 months ²

Your loved ones could face the following **FINANCIAL BURDENS:**

PROBATE FEES	vary from province to province, from as low as \$400 to as high as \$15,778 to settle a million dollar estate
EXECUTOR FEES	typically between 2.5% and 5.0% of the estate value
ACCOUNTING FEES	the average Canadian hourly rate is estimated at \$250 per hour
LEGAL FEES	can significantly reduce the estate value, averaging three to six per cent, or an hourly charge of more than \$200
DEALING WITH CREDITORS	creditors make the first claim on an estate's assets; only then are the remainder of your assets distributed

THE SOLUTION: benefit from an efficient settlement by investing in Sun GIF Solutions Estate Series

Sun GIF Solutions Estate Series can help alleviate some of the emotional and financial burdens on your loved ones that come with settling your estate. It can provide you and your family with peace of mind by quickly and efficiently paying the death benefit to your beneficiaries.

¹This advantage applies in the case of registered funds across Canada (including Quebec).

²Simple estates can be settled in less time; more complicated estates may take more time.

Easily reduce the emotional and financial burden of settling your estate

As insurance contracts, **Sun Life GIFs** will protect you and your loved ones with the following benefits:

NAMED BENEFICIARIES

Sets up the estate settling process for success, removing the guesswork and ensuring your assets will be distributed efficiently and according to your wishes.

BYPASS PROBATE AND OTHER FEES

Ability to bypass the estate, so that proceeds can pass quickly and privately to your beneficiaries without legal, estate administration, and probate fees.

DEATH BENEFIT GUARANTEE

Protection for your assets, with your beneficiary receiving the guaranteed amount or the market value, whichever is greater.

As well, Sun Life Financial waives deferred sales charges upon death. **There are no hidden fees.**

In the chart below, you can see the difference in the treatment of your estate through probate and with Sun GIF Solutions Estate Series.

	\$500,000 ESTATE - NO INSURANCE-BASED PRODUCTS	\$500,000 ESTATE - 50% IN AN INSURANCE-BASED PRODUCT SUCH AS SUN GIF SOLUTIONS ESTATE SERIES
PROBATE FEES	\$400 (AB) - \$7,553 (NS) ³	\$300 (AB) - \$3,441 (NS) ³
EXECUTOR FEES	\$12,500 (2.5%) - \$25,000 (5.0%)	\$6,250 (2.5%) - \$12,500 (5.0%)
LEGAL & ACCOUNTING FEES	\$15,000 (3.0%) - \$30,000 (6.0%)	\$7,500 (3.0%) - \$15,000 (6.0%)
TOTAL	\$27,900 - \$62,889	\$14,050 - \$30,941

SAVINGS OF SETTLING A \$500,000 ESTATE WITH SUN GIF SOLUTIONS ESTATE SERIES: **\$13,850 - \$31,948**

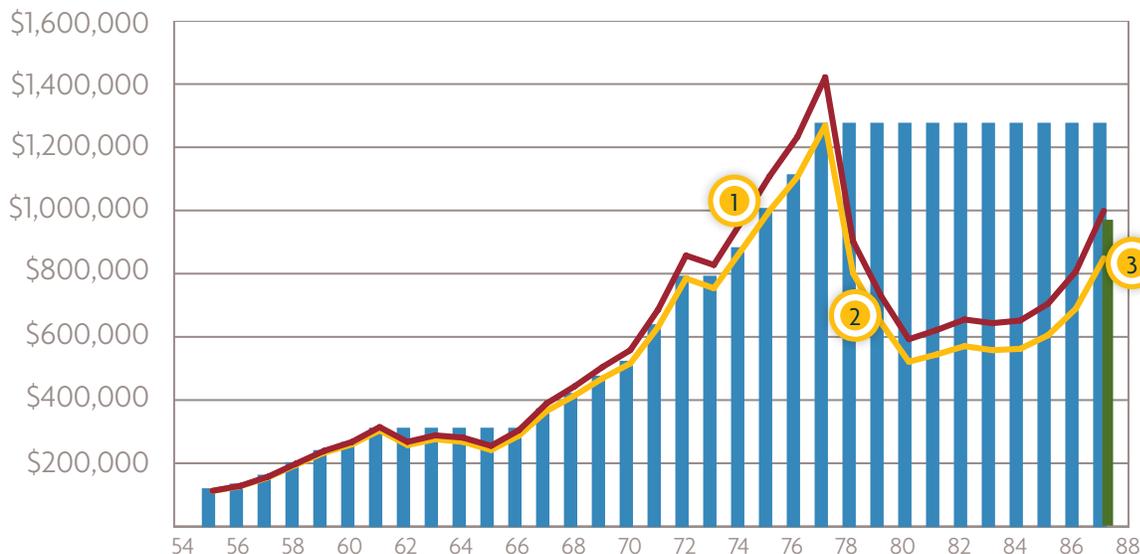


Sun GIF Solutions Estate Series allows you to easily reduce the emotional and financial burden on your loved ones at the time of your death.

See the reverse page for more information about the benefits of Sun GIF Solutions Estate Series.

³ Probate fees: in Nova Scotia, \$973.45 on the first \$100,000 and \$16.45 per \$1,000 after that; in Alberta, \$400 on assets above \$250,000.

In the graph below, you can see how the Estate Series in Sun GIF Solutions protects your investment against poor market performance and the fees associated with settling an estate.



■ Death benefit with Estate Series ■ Remaining market value after probate - mutual fund ■ Estate Series market value ■ Mutual fund market value



The red line shows the performance of an unprotected asset (not insurance based), such as a mutual fund.



The yellow line shows the growth of your investment within the Estate Series until death. The death benefit guarantee resets, shown in the blue bars, ensure that your investment is protected from poor market performance for beneficiaries, while allowing you to safely take advantage of market gains. Your death benefit guarantee is locked in at age 77 and the value does not decline, even though market performance does.



At age 87, the death benefit guarantee market value is locked in at \$1.29 million. The green bar shows the final value beneficiaries receive* in an unprotected asset after probate fees are applied – only \$997,180. This is a \$290,101 reduction.

*Ontario probate fees apply.

Economic scenario – historical returns: 1985-2014 is based on actual equity and fixed income returns during this period. 100% in equity funds. Management expense ratio (MER) of Estate Series is 2.90%. MER of the mutual fund is 2.40%.



Your journey with Sun Life GIFs starts here

As your advisor, I'm here to guide you along the way.
Let's talk more to see if this strategy is right for you.

For more information on **Sun GIF Solutions Estate Series**, please visit sungifsolutions.ca/estate.
To learn more about the complete suite of **Sun Life GIFs**, visit sunlifegifs.ca.

CONTACT INFORMATION:

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Any amount that is allocated to a segregated fund is invested at the risk of the contract owner and may increase or decrease in value.

Sun Life GIFs are individual variable annuity contracts issued by Sun Life Assurance Company of Canada, a member of the Sun Life Financial group of companies.

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810-4310-05-15

