

# Introducing **my savings**

A competitive edge for you and  
your small business clients

SunAdvantage  
**my savings**

**SunAdvantage™ my savings** is a group savings plan for small businesses with two or more employees and more than \$10,000 of annual plan contributions. This plan gives small businesses a benefit, other than a pay cheque, to attract new employees and give them an easy, cost-effective way to save.

## *PLAN FEATURES*

**Your small businesses clients choose the option that fits their needs** – Two ways your clients can help their employees save, with a combination of savings products:

- **Option 1:** a Registered Retirement Savings Plan (RRSP), a Deferred Profit Sharing Plan (DPSP) and a Tax-Free Savings Account (TFSA)
- **Option 2:** a Registered Retirement Savings Plan (RRSP) and a Tax-Free Savings Account (TFSA)

**Unique investment selection – my savings** offers a suite of Sun Life Financial-branded funds from top investment managers.

**Cost effective** – investments charge often lower than comparable retail fund management fees.

**Easy access** – employees have access to Sun Life Financial tools and services.

**Hassle-free** – there are no employer costs to establishing **my savings** and plan administration fees are built into the management fees for each fund option.

## *COMMISSION OPTIONS*

When you sell SunAdvantage **my savings** to your small business clients you have the choice of two solid commission structures:

1. Two per cent of annual contributions paid on those received. Option one may be your preferred commission structure for startup plans that have no existing assets.



2. Your commission can be set at 1.25% of annual contributions, plus 0.30% of plan assets annually (1/12<sup>th</sup> paid monthly based on the month-end asset balance), and an additional 0.50% for asset transfers. Asset Transfer commission applies to transfers received from accounts at other financial institutions and accounts with Sun Life that are not Group Retirement Services accounts. Option two may be your preferred commission structure for existing plans that already have a significant asset base.

*With either option, after seven years, we automatically transition the plan to a commission scale that includes 1% commission on annual contributions and 0.40% of plan assets annually, 1/12<sup>th</sup> paid monthly based on the month-end asset balance.*

### **BUILDING ON OUR STRENGTHS**

**my savings** is a complement to **SunAdvantage**<sup>™</sup> benefits solutions offered by our Group Benefits division. By partnering with Group Benefits' successful small business service offering, we can offer you and your small business clients a complete benefits and savings solution.

**SunAdvantage** offers small businesses a range of group benefit services and solutions including life insurance, accidental death and dismemberment insurance and dependent life insurance. Additional options such as extended health care, dental care, critical illness, and health spending or income continuance can also be added to a company's benefit package.

### **PASSIONATE SUPPORT**

We provide a comprehensive suite of tools to support your sales efforts, from materials for employer prospecting and meetings and employee materials, to tools and information available online through the Sun Life Financial advisor website or at [www.sunlife.ca/sunadvantagemysavings](http://www.sunlife.ca/sunadvantagemysavings).

### **QUESTIONS?**

Please contact us at **1-800-387-7262** or email **SCC@sunlife.com**.

For Quebec plans, contact us at **1-855-362-3086** or email **CentrePME@sunlife.com**.

**my savings** – *a cost-effective sales and retention tool*