SUN LIFE GIFs
ILLUSTRATION TOOL

QUICK REFERENCE GUIDE

Sun Life
Global Investments

Table of contents

This guide helps you navigate and better understand how to use the Sun GIF Solutions and Sun Lifetime Advantage GIF illustration tools. It highlights specific features and provides useful tips and hints to guide you through building an illustration and report for Clients.

Getting started

Two ways to begin an illustration

Presenting a plan

Start a new illustration allows you to enter specific transactions and plan details to show the Client what their investment and income might look like.

Selecting this option will take you to the **CLIENT INFORMATION** tab.

Presenting a concept

Select a pre-defined illustration allows you to choose from eight pre-defined illustrations representing different Client profiles.

Selecting a pre-defined illustration displays more detail about the profile such as profile description, the investment strategy, and a sample graph.

This method is a quick and easy way to learn how the tool and product generally work.

Sun GIF Solutions

Client information

When starting a new illustration, most fields have default options. You can change any of the fields to match the Client's information.

Helpful information is available throughout the tool.

Buttons at the bottom of each tab help you navigate through the illustration.

NOTE

All income values in the illustration tool are reflected on a pre-tax basis.

If you select a pre-defined illustration, fields such as **Plan type** and **Age** are pre-populated. You can edit these fields with the client's information.

The *Illustration summary* recaps the information you've entered or selected (if you used a pre-defined illustration).

Notifications appear in the messages section of the *Illustration summary* for fields that require editing due to errors.

Solve for deposit
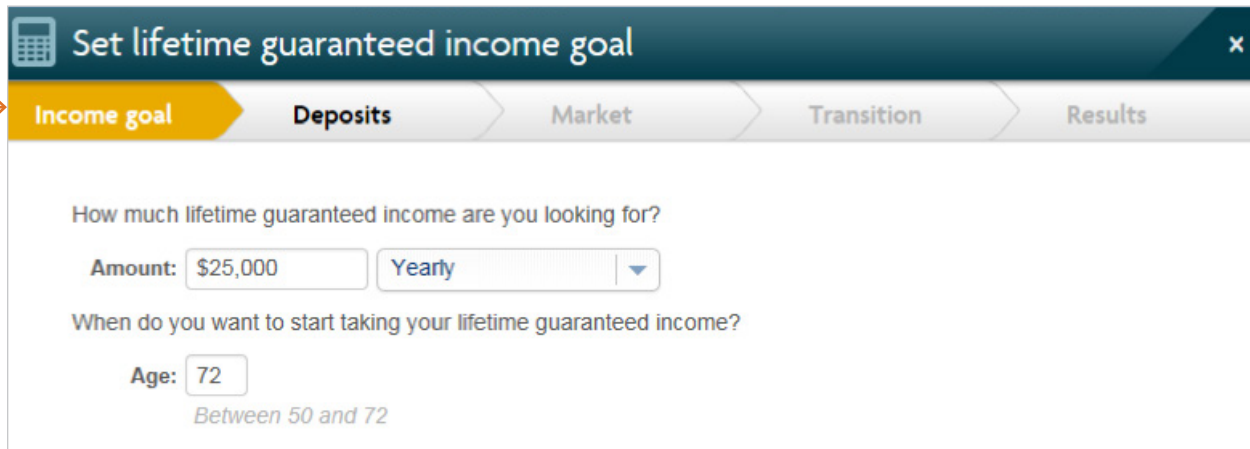
(Only appears if you start a new illustration)
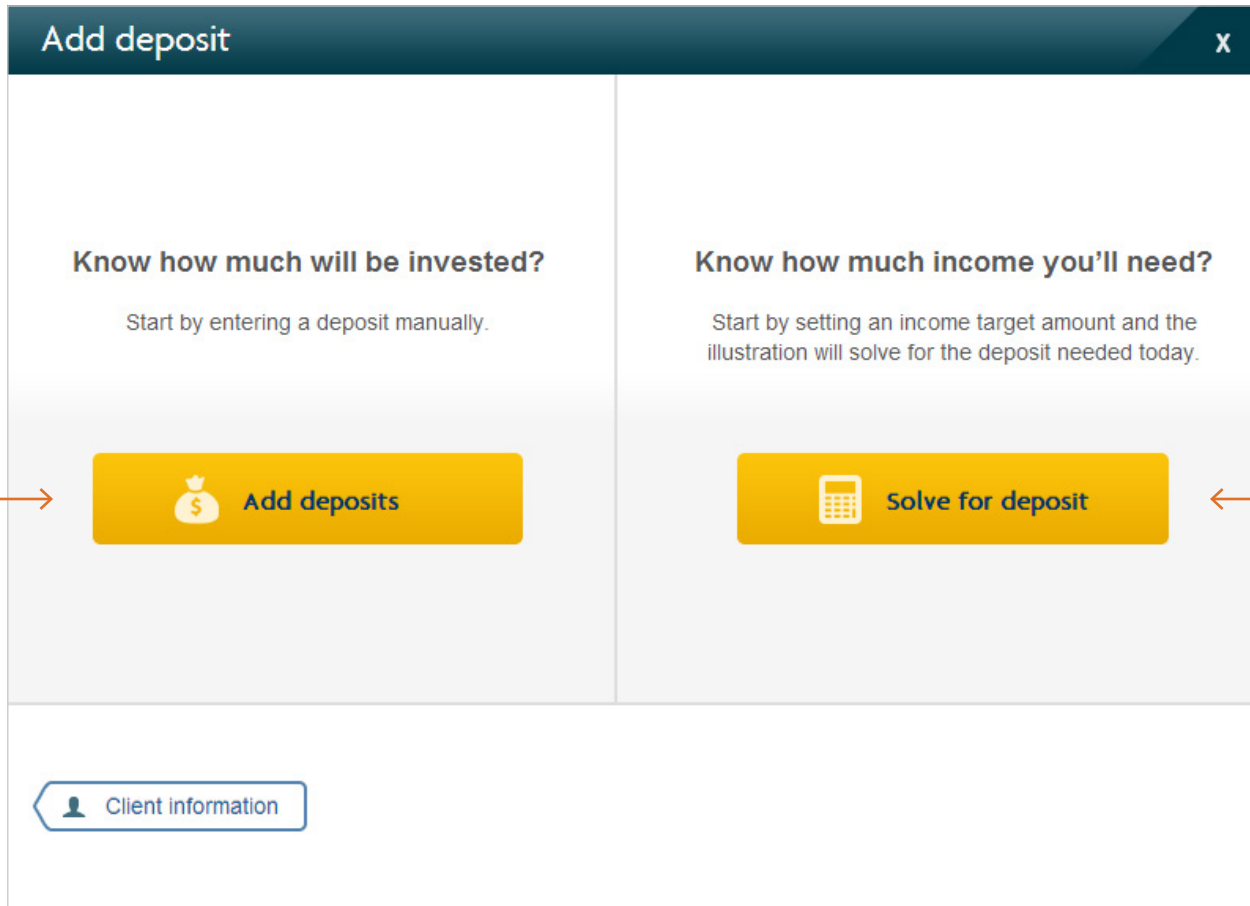
Add deposits takes you to the **TRANSACTIONS** tab where you enter the first deposit.

Solve for deposit takes you through five quick screens that show you how to meet the Client's income goal.
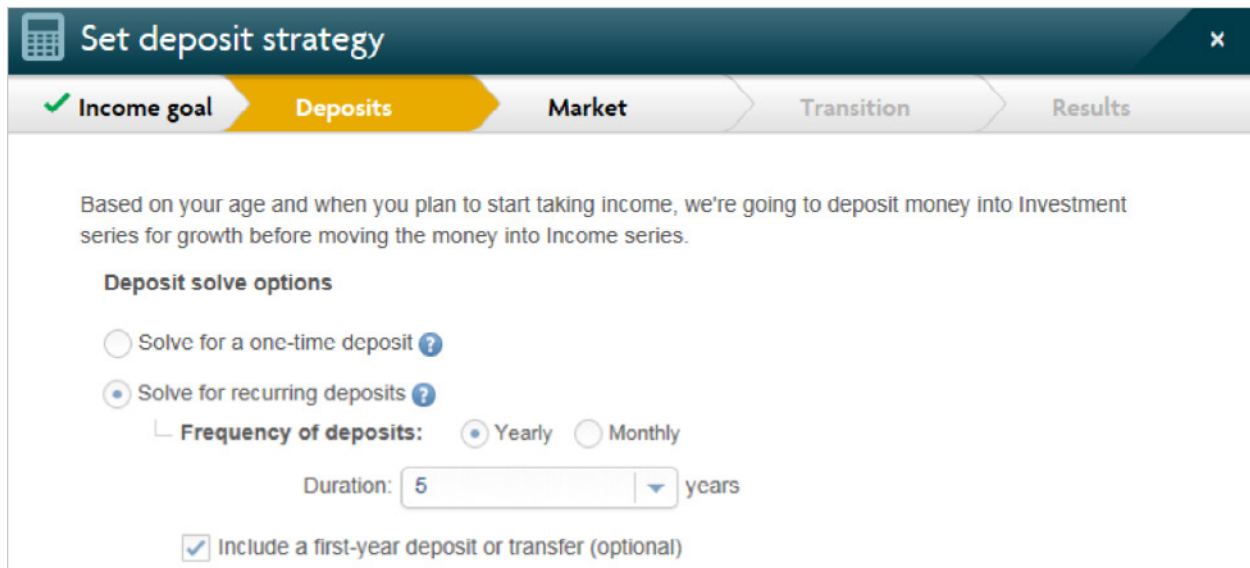
Solve for deposit

Set lifetime guaranteed income goal ✕

| **Income goal** | Deposits | Market | Transition | Results |

How much lifetime guaranteed income are you looking for?

Amount: $25,000   Yearly ▼

When do you want to start taking your lifetime guaranteed income?

Age: 72

Between 50 and 72

In the illustration, Clients who are three or more years from taking income are invested into Investment Series before transitioning into Income Series.

If they're less than three years from taking income, all deposits go directly into Income Series.

Set deposit strategy ✕

| ✓ Income goal | **Deposits** | Market | Transition | Results |

Based on your age and when you plan to start taking income, we're going to deposit money into Investment series for growth before moving the money into Income series.

Deposit solve options

○ Solve for a one-time deposit ❓

● Solve for recurring deposits ❓

└ **Frequency of deposits:**   ● Yearly   ○ Monthly

Duration: 5 ▼ years

☑ Include a first-year deposit or transfer (optional)

HINT

Use recurring deposits with a first-year deposit for Clients transferring money and making yearly contributions.

Solve for deposit

The *View details* links open a PDF that explains in more detail the different income rates and economic scenarios you can choose.

Clients who choose to move the money over gradually have a lower lifetime guaranteed income initially, but have the opportunity to continue to grow their assets to increase income in later years.

NOTE

This only appears if Clients are three or more years from taking income.

Solve for deposit

Results preview

✓ Income goal ✓ Deposits ✓ Market ✓ Transition **Results**

Lifetime guaranteed income goal

$25,000 /year   Income start age: **72**

Solution
Based on what you've entered, deposit $50,000 today plus $28,314 per year for 5 year(s) to hit your income goal.

Transaction	Amount	When
Initial lump sum deposit, **Investment Series**	$50,000	Today
Solved deposit, **Investment Series**	$28,314/year	For 5 years
Total Deposits	**$191,570**	
Transition into **Income Series**	From age 71 to 72 **(2038 to 2039)**	

This is a hypothetical scenario only, dependent on market rate and income rate projections. It's important to review and update your plan to ensure you're on track to meet your goals.

Transition   Start a new illustration   Continue Illustration

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This summarizes the deposit needed today to meet the Client's income goal. If you make any changes on the **TRANSACTIONS** tab, you may no longer meet the Client's income goal.

Transactions listed here are illustrated on the **TRANSACTIONS** tab.

Transactions

By selecting Clear all, all transactions are removed and you start with a blank scenario.

Untitled illustration — Clear all

○ Total market value ○ Series level market value (▲ Investment Series ▲ Income Series)
☑ Potential guaranteed income ☑ Withdrawals ☑ Lifetime guaranteed income

For more information on the graph, check out the **UNDERSTANDING THE GRAPH** section of this guide.

Market value: $400,000 / $350,000 / $300,000 / $250,000 / $200,000 / $150,000 / $100,000 / $50,000 / $0

Income: $45,000 / $39,375 / $33,750 / $28,125 / $22,500 / $16,875 / $11,250 / $5,625 / $0

Age: 65 67 69 71 73 75 77 79 81 83 85 87 89 91 93 95 97 99

Person1 at age **71** Year 2023

Income Series Lifetime guaranteed income: **$15,803**
Elect income at this age
Income start age is set to 71

Total deposits $10,000 | Total income $17,803 | Total market value $332,824

Illustration Checklist 2/2

Illustration Summary — Refresh

Messages 0

Plan summary
Plan type: Non-registered
Single life stream
Person1, age 65
Economic scenario
Historical returns: 1987 to 2016
Income rate scenario
Current
Rate of return
Investment series: **4.69%**
Income series: **1.55%**

Deposits
Investment series: $200,000
Asset allocation: 60/40
Income series: $95,000
Total deposits: $295,000

This is the *Age* slider. Moving the slider changes the age income starts and adjusts the lifetime guaranteed income amount in the data pane below the graph.

The *Elect income at this age* button allows you to elect income based on the position of the age slider.

The *Illustration checklist* guides you through the required steps to complete the illustration. Be sure to fulfill all requirements before moving on.

Transactions

This area summarizes all of the assumptions chosen for the illustration.

You can customize the economic scenario, asset allocation and income rate scenario. Otherwise, default options are selected.

Person1 at age	Income Series Lifetime guaranteed income: $15,803		
71 Year 2023	$ Elect income at this age ❓ Income start age is set to 71		
Total deposits **$10,000**	Total income **$17,803**	Total market value **$332,824**	

			Show more ⌄
Economic scenario	Historical returns: 1987 to 2016 ❓ Edit		
Asset allocation	Investment Series: 60/40 ❓ Edit		
Income rate	Current ❓ Edit		
Rate of return	Investment: 4.69% | Income: 1.55%		

Add a transaction ▾	Amount	Details	⊖ Delete all
Deposit into Investment Series	$200,000	Lump sum, age 65 (2017)	✏ ⊖
Deposit into Income Series	$25,000	Lump sum, age 65 (2017)	✏ ⊖
Deposit into Income Series	$10,000 /year	Recurring, from age 65 to 71 (2017 to 2023)	✏ ⊖
Transition into Income Series	80.00%	Lump sum, age 71 (2023)	✏ ⊖
Withdrawal From Investment Series	$2,000 /year	Recurring starting at age 71 (2023)	✏ ⊖
Elect Guaranteed Income	**$15,803 /year**	Starting at age 71 (2023)	✏ ⊖

All transitions are from Investment Series

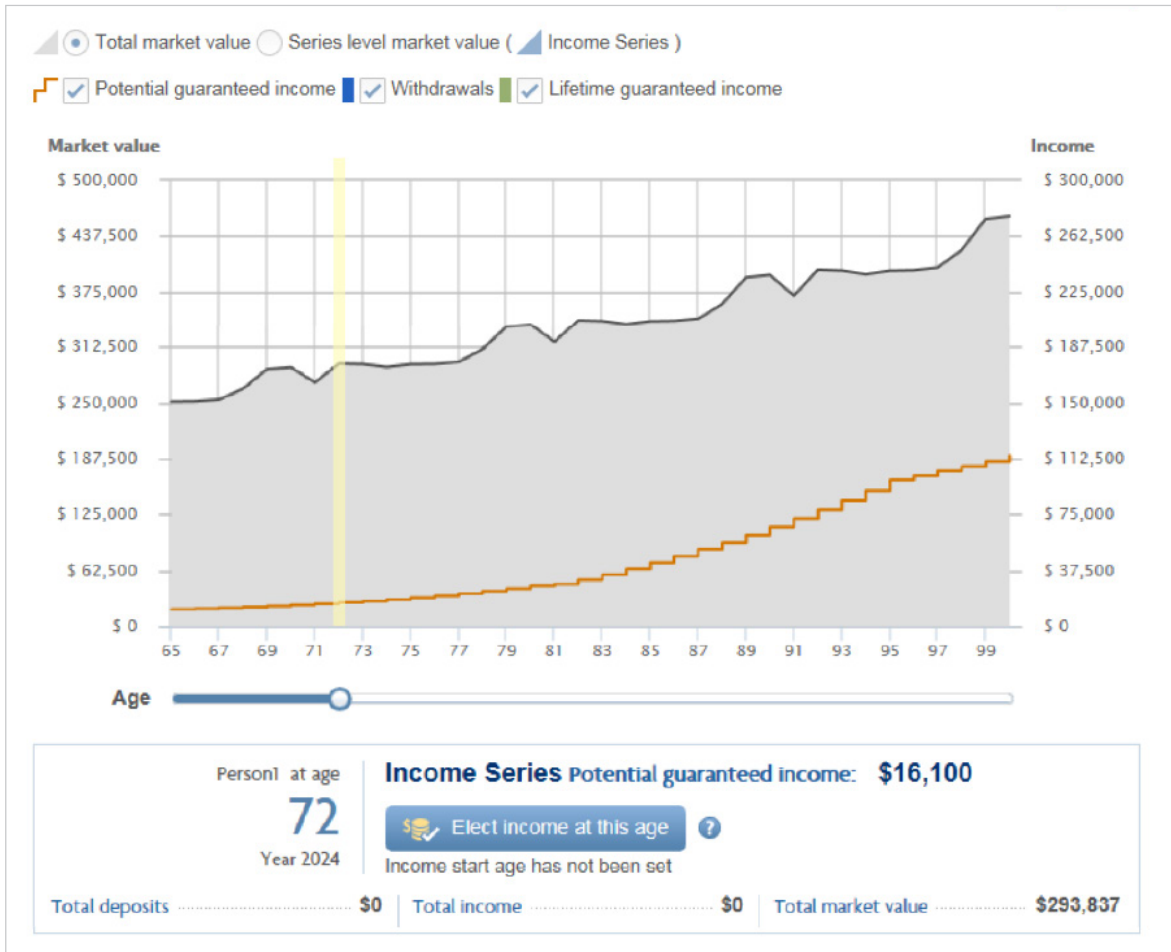| Add a transaction ▾	Amount
Deposit into Investment Series	$200,000
Deposit into Income Series	$25,000
Deposit into Income Series	$10,000 /year
Transition into Income Series	80.00%
Withdrawal From Investment Series	$2,000 /year

For more information about each transaction type and details on registered retirement income fund (RRIF) plan types, check out the **TRANSACTION TYPES** section of this guide.

Transactions

Understanding the graph

The graph is responsive and updates to reflect every transaction you enter. The information below explains everything you see in the graph, including a before and after electing income scenario.

BEFORE ELECTING

Total market value ○ Series level market value (◣ Income Series)

☑ Potential guaranteed income ☑ Withdrawals ☑ Lifetime guaranteed income

Person1 at age **72** Year 2024

Income Series Potential guaranteed income: **$16,100**

$ Elect income at this age ?

Income start age has not been set

Total deposits $0 | Total income $0 | Total market value $293,837

Total or Series level market value

The mountain graphs in the background represent market value. Choose between viewing the total market value of the entire product or broken down by each series. Refer to the left axis of the graph for the market value.
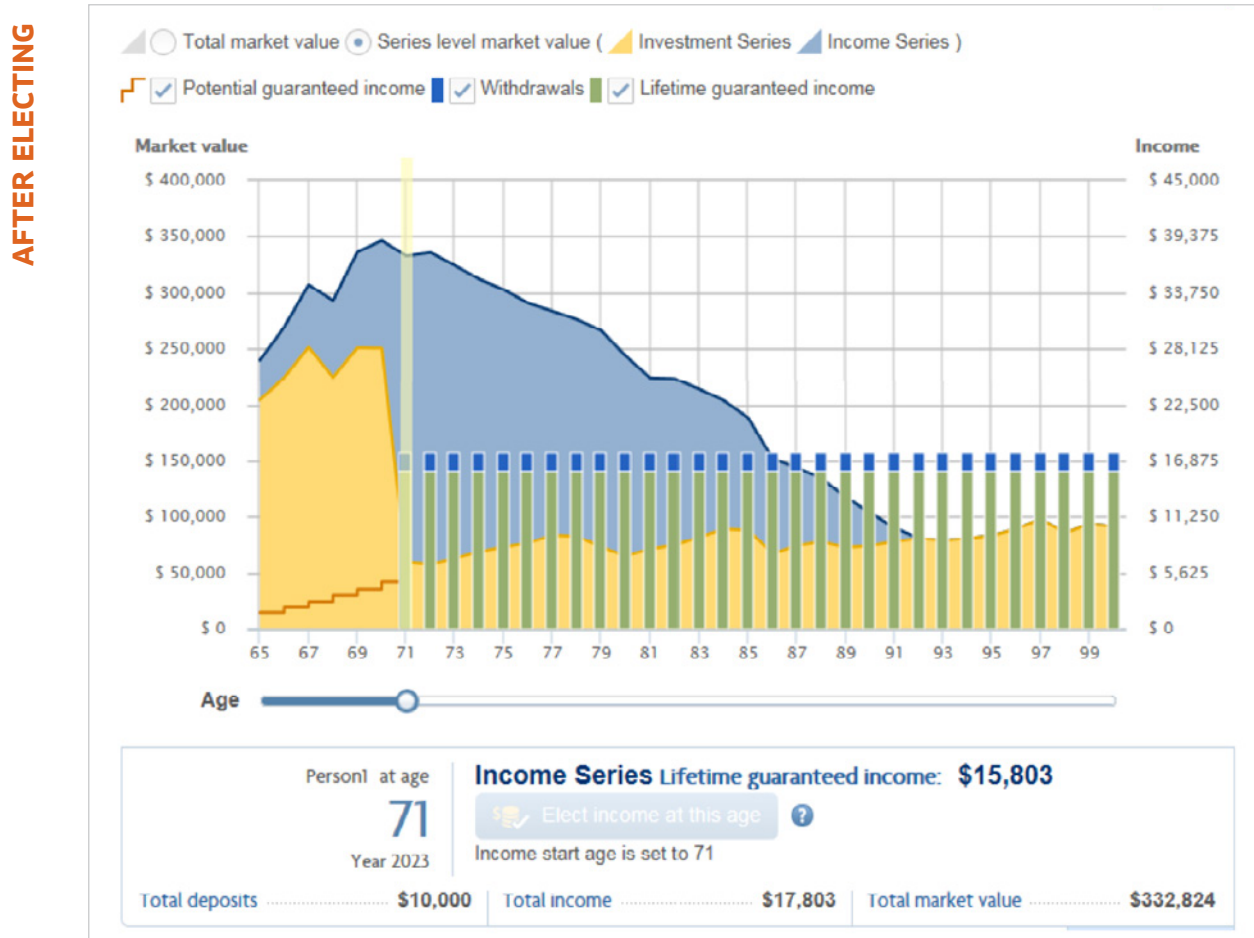
Potential guaranteed income

The orange line represents the potential lifetime guaranteed income at each age before electing income. It appears when there's money in Income Series. Refer to the right axis for the income amount.

Transactions

The Age slider

The blue slider beneath the graph is the age slider. Moving this changes the values that appear beneath the graph such as the lifetime guaranteed income. Select the *Elect income at this age* button to lock in the lifetime guaranteed income the Client may receive.

Highlight that the Series level market view is selected (by clicking on that choice in the top row)

AFTER ELECTING

The market value, potential guaranteed income and age slider also appear in this graph. However, after electing income you also see:

Lifetime guaranteed income

Lifetime guaranteed income is represented by the green bars. Refer to the right axis for the income amount.

Withdrawals

Withdrawals above the lifetime guaranteed income or withdrawals from Investment or Estate Series are represented by the blue bars. This can top up income to meet the RRIF minimum annual payment (MAP) or an excess withdrawal. Refer to the right axis for the income amount.

Report design

Before selecting *View report,* add your business card information so it's included on the Client report.

Check out the additional resources to help you complete the sale.

There are two key sections of the Client report starting on page four: the **Personalized scenario** and **Negative scenario** sections. The **Personalized scenario** section captures detailed information related to the illustration you've run. The *Negative scenario* section includes the same information as the **Personalized scenario** section but assumes a -2% market return with a decreasing income rate scenario. The **Negative scenario** section is included to show Clients what their investment and income could look like during times of poor market conditions.

Client report

This page presents the graph for the **Personalized scenario**. It shows all transactions, but only the total market value is presented rather than the market value by series. Refer to the **Understanding the graph** section for more detail about the graph.
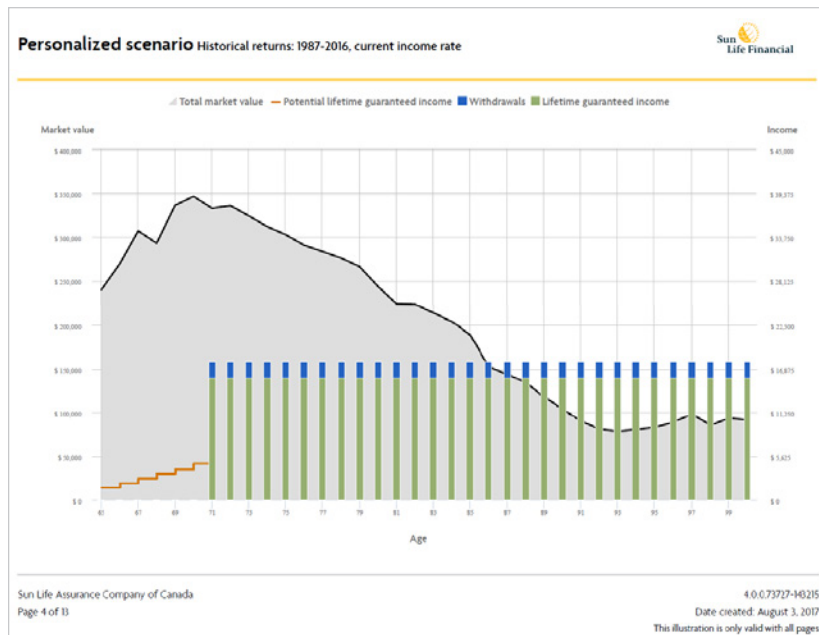
Following the graph is a detailed chart that includes: transactions, market value, income, market return and death benefit guarantee for each series. It shows values for each year from the Client's current age until age 100.

Lifetime guaranteed income is the amount the Client is guaranteed to receive for the rest of their life once income is elected. **Withdrawals** reflect all money received from the contract. Withdrawals may be higher than the lifetime guaranteed income in order to satisfy the RRIF MAP.

The **Contract entering Income Series guaranteed payment phase** bar represents the point when the lifetime guaranteed income continues even if there's no market value in Income Series.

Potential lifetime guaranteed *income* is the amount the Client is guaranteed to receive once money is deposited to Income Series but before income is elected. This is helpful for understanding the benefit of deferring income.

Transaction types

There are a variety of transaction options available. Some transactions are only applicable to a specific series.

> **NOTE**
>
> All transactions occur at, and are based on, the market value at the beginning of each year.

Deposits

You can add a lump-sum deposit, recurring deposits or both to any of the three series.

- A **lump-sum deposit** is a single deposit in the year you selected.
- **Recurring deposits** are multiple deposits that repeat every month or year depending on the duration and frequency selected.

Transitions

A transition moves money from Investment Series to either Income or Estate Series. You can create a lump-sum transition, recurring transitions or a "gradually over time" transition.

- **Lump-sum transition**
  A lump-sum transition is a single transition in the year you selected.
- **Recurring transitions**
  Recurring transitions are multiple transitions that repeat every year over the duration you selected. Use this method if you want to transition a certain percentage or dollar amount each year, for example: 10% of the market value or $10,000 each year for 10 years.
- **Gradual transition over time**
  This is a single amount ($ or %) transitioned gradually over the duration you selected. Use this method if you want to move all or a portion of the investment over a number of years, for example: 100% or $100,000 over 10 years.

Withdrawals

You can create a one-time withdrawal from any of the three series or set up recurring withdrawals from Investment and Estate Series. However, you can only illustrate one recurring withdrawal at a time from each series.

Elect lifetime guaranteed income

This transaction allows you to select the age the Client would like to start receiving lifetime guaranteed income. This can be done through the *Add transactions* dropdown or by selecting the *Elect income at this age* button beneath the graph.

Transaction types

Tips:

For the registered retirement savings plan (RRSP) to RRIF plan type, there are two ways to satisfy the RRIF MAP.

- Under the **Recurring withdrawal** transaction, select the RRIF MAP method. Lifetime guaranteed income may automatically be elected if there isn't enough money in Investment or Estate Series. If there is money in Income Series only, this won't be an option and you'll have to elect lifetime guaranteed income instead.
- Under the **Elect lifetime** *guaranteed income* transaction, the Client must elect income by age 72.

For the RRIF plan type, there are two ways to satisfy the RRIF MAP.

- Under the **Recurring withdrawal** transaction, select the RRIF MAP method at the Client's current age or the following year. Lifetime guaranteed income may automatically be elected if there isn't enough money in Investment or Estate Series. If there is money in Income Series only, this won't be an option and you'll have to elect lifetime guaranteed income instead.
- Under the **Elect lifetime guaranteed** *income* transaction, the Client must elect income at their current age or the following year.

Sun Lifetime Advantage GIF

Client information

Helpful information is available throughout the tool.

Buttons at the bottom of each tab help you navigate through the illustration.

Most fields have default options.

You can change any of the fields to match the Client's information.

The **Illustration summary** recaps the information you've entered.

Notifications appear if any steps are required or fields require editing due to an error.

Solve for deposit
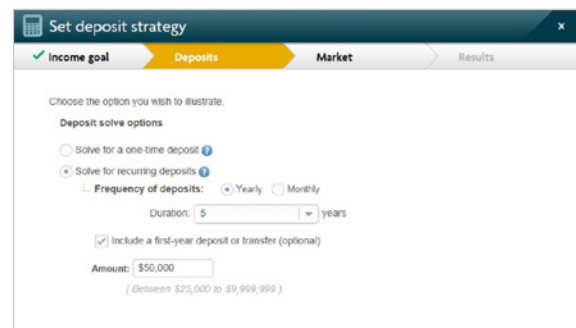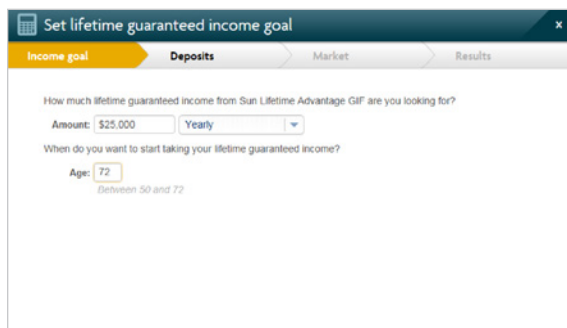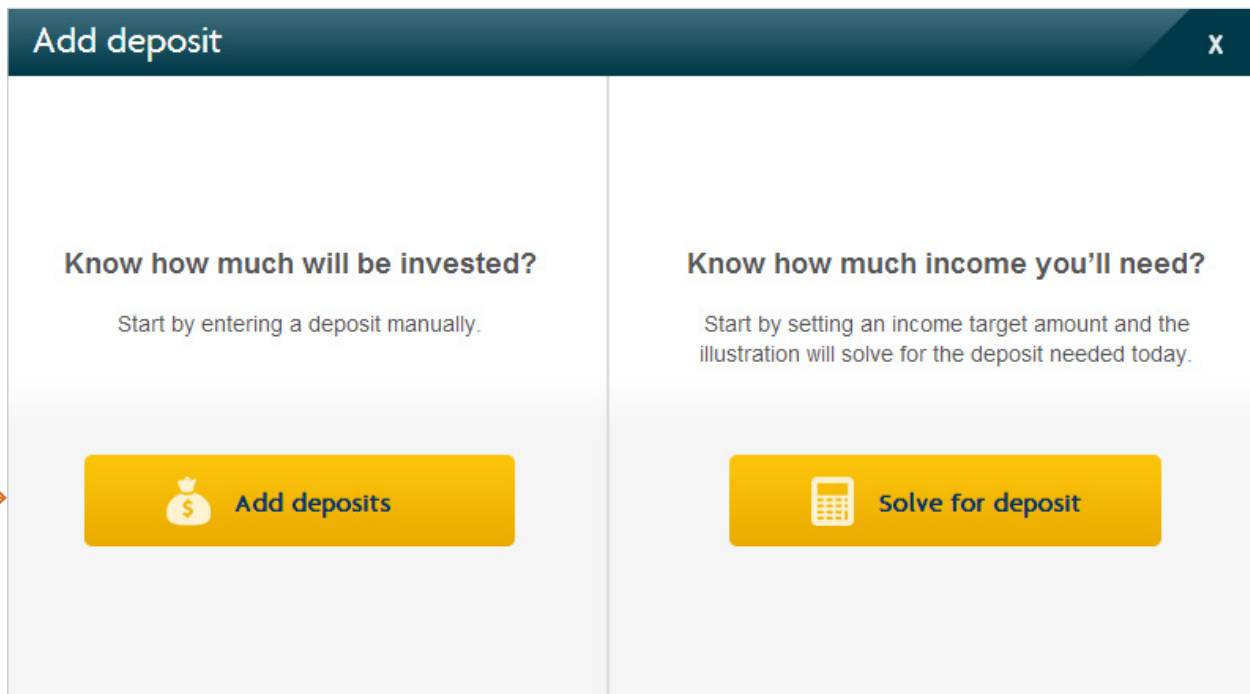
Add deposits takes you to the **TRANSACTIONS** tab where you enter the first deposit.

Solve for deposit takes you through four quick screens to meet the Client's income goal.

HINT

Use recurring deposits with a first-year deposit for Clients transferring money and making yearly contributions.

Solve for deposit

Set economic assumptions

✓ Income goal   ✓ Deposits   Market   Results

What are your market expectations?

Market scenario

Historical returns: 1987 to 2016 ▾ ❓

View details

Rate of return   **3.39%**

Asset allocation

60% Equity / 40% Income ▾ ❓

What are your income rate expectations?

Current ▾ ❓

View details

The market scenario and your expectations of income rates will help determine the deposit required to achieve your income goal.

Deposits   Results

The **View details** links open a PDF that explains in more detail the different income rates and economic scenarios you can choose.

Solve for deposit

This summarizes the deposit needed today to meet the Client's income goal. If you make any changes on the **TRANSACTIONS** tab, you may no longer meet the Client's income goal.

Transactions listed are illustrated on the **TRANSACTIONS** tab.

Transactions

For more information on the graph, check out the **UNDERSTANDING THE GRAPH** section of this guide.

This is the **Age slider**. Moving the slider changes the age income starts and adjusts the lifetime guaranteed income amount in the data pane below the graph.

The **Elect income at this age** button allows you to elect income based on the position of the age slider.

Transactions

This area summarizes all of the assumptions for the illustration.

The economic scenario, asset allocation and income rate scenario have default options, but you can customize these fields with your own assumptions.

For more information about each transaction type and details on RRIF plan types, check out the **TRANSACTION TYPES** section of this guide.

Transactions

Understanding the graph

The graph is responsive and updates to reflect every transaction you enter. The information below explains everything you see in the graph, including a before and after electing income scenario.
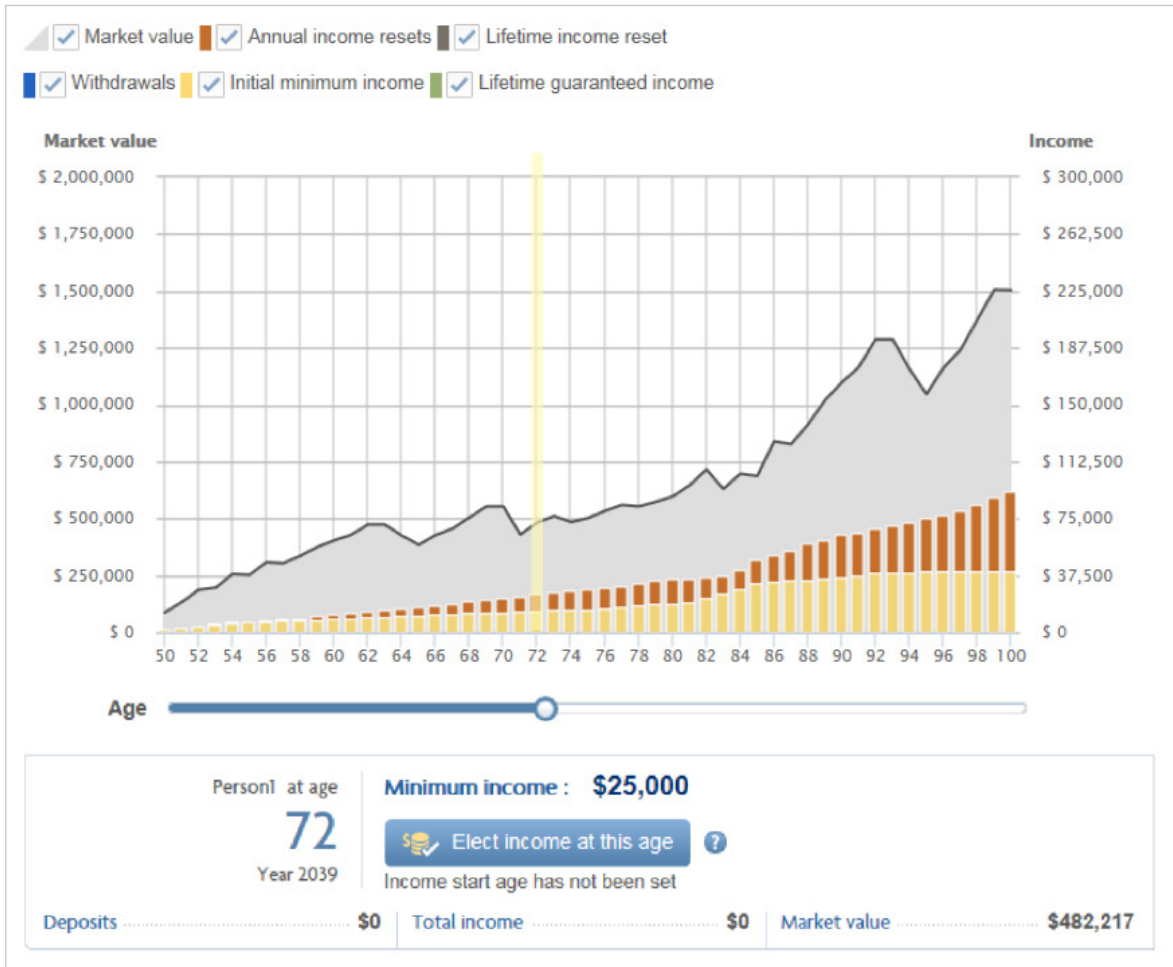
Transactions

Market value

The mountain graph in the background represents market value. Refer to the left axis of the graph for the market value.

Initial minimum income

The yellow bars represent the potential initial minimum income the Client could receive. It increases every year until income is elected. Refer to the right axis for the income amount.

Annual income resets

Annual income resets can occur every year leading up to the election of income. These resets are represented by the orange bars. Refer to the right axis for the income amount.

The Age slider

The blue slider beneath the graph is the age slider. Moving this changes the values that appear beneath the graph, such as the minimum income. Select the **Elect income at this age** button to lock in the lifetime guaranteed income the Client may receive.

Transactions
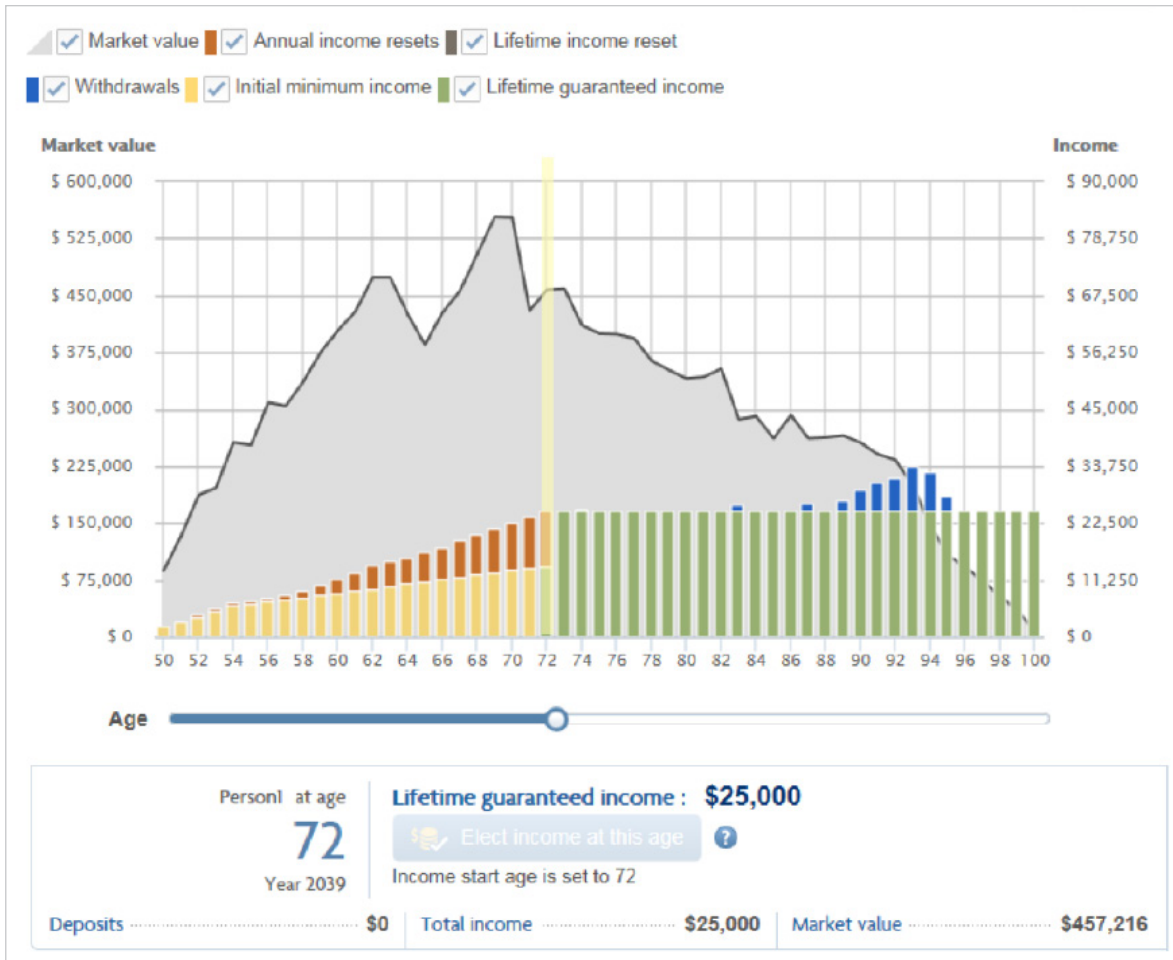
The market value, initial minimum income, annual income resets and age slider also appear in this graph. However, after electing income you also see:

Lifetime income reset

The lifetime income reset is another reset that occurs just before electing income. It's represented by the grey bar above the annual income reset. Refer to the right axis for the income amount.

Lifetime guaranteed income

Lifetime guaranteed income is represented by the green bars. Refer to the right axis for the income amount.

Withdrawals

Withdrawals above and beyond the lifetime guaranteed income are represented by the blue bars. This can top up income to meet the RRIF MAP or an excess withdrawal. Refer to the right axis for the income amount.

Transactions

Report design

Before selecting **View report**, add your business card information so it's included on the Client report.

Check out the **additional resources** to help you complete the sale!

Client report

There are two key sections of the Client report starting on page four: the **Personalized scenario** and **Negative scenario** sections. The **Personalized scenario** section captures detailed information related to the illustration you've run. The **Negative scenario** section includes all of the same information as the **Personalized scenario** section but assumes a -2% market return with a decreasing income rate scenario. The **Negative scenario** section is included to show Clients what their investment and income could look like during times of poor market conditions.
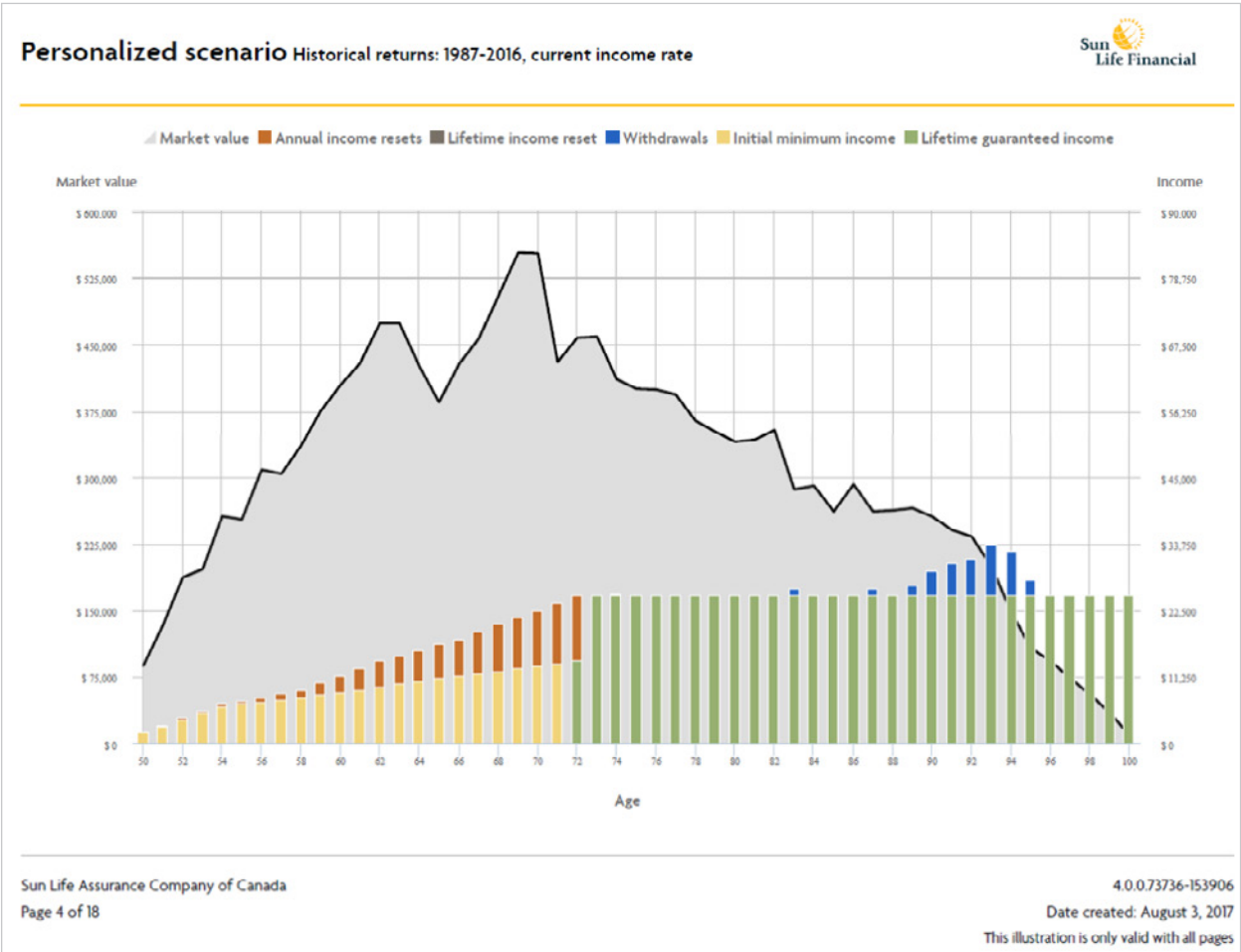
This page presents the graph for the **Personalized scenario.**

Refer to the **Understanding the graph** section for more details about the graph.

Client report

The following pages outline the convenient Set, Reset, Collect process.

Personalized scenario Historical returns: 1987-2016, current income rate (continued)

INITIAL MINIMUM INCOME

This chart shows how your lifetime guaranteed income increases by delaying your income start date. This shows the minimum income you could receive if you elect income at any of the following ages. This does not take into consideration resets, which you could receive through a combination of market value and interest rate movements. These minimums are guaranteed at the time of deposit.

Year	Age	Annual minimum income ($)
2017	65	3,270
2018	66	3,430
2019	67	3,650
2020	68	3,880
2021	69	4,150
2022	70	4,440

RESET CALCULATION – From initial deposit to election at age 70

This reset calculation happens every year until you decide to take income. We do this calculation for every age. Resets, rates and performance shown in this illustration are not guaranteed. On your anniversary date, if your potential minimum income [market value x lifetime income rate] is greater than your current minimum income, we reset your minimum income higher. The lifetime income reset is the final reset that you receive when you elect income, which determines your lifetime guaranteed income.

Reset date	Age	Current minimum income for age 70 ($)	Market value ($)	Lifetime income rate	Potential minimum income ($)	Reset	Reset new minimum income ($)
August 3, 2018	66	5,305 *	128,460	4.21%	5,408	Yes	5,408
August 3, 2019	67	5,810 *	151,957	4.02%	6,109	Yes	6,109
August 3, 2020	68	6,493 *	153,654	3.84%	5,900	No	6,493
August 3, 2021	69	6,861 *	168,127	3.68%	6,187	No	6,861
August 3, 2022	70	6,861	172,228	3.56%	6,131	No	6,861
Lifetime income reset that establishes lifetime guaranteed income when you elect income:							
December 31, 2022	70	6,861	171,433	3.96%	6,789	No	6,861

* Current minimum income value changed due to additional transactions.
Rates shown are not guaranteed, income is only guaranteed when a deposit is made.

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Personalized scenario Historical returns: 1987-2016, current income rate (continued)

INCOME DETAILS

Year	Age	Return	Deposits ($)	Total withdrawals ($)	Dec. 31 market value ($)	Lifetime guaranteed income ($)	Death benefit guarantee ($)
2017	65	4.06%	110,000	-	111,840	-	82,500
2018	66	8.26%	10,000	-	131,903	-	90,000
2019	67	10.81%	10,000	-	157,247	-	97,500
2020	68	-11.94%	10,000	-	147,278	-	105,000
2021	69	10.52%	10,000	-	173,829	-	112,500
2022	70	-1.38%	-	8,278 *	163,156	6,861	107,068
2023	71	22.13%	-	8,158 *	190,429	6,861	102,324
2024	72	-1.44%	-	10,055 *	177,678	6,861	96,867
2025	73	10.43%	-	9,595 *	186,298	6,861	91,972
2026	74	11.65%	-	10,302 *	197,340	6,861	87,257
2027	75	7.70%	-	11,189 *	201,116	6,861	82,566
2028	76	6.14%	-	11,705 *	201,565	6,861	77,964
2029	77	10.48%	-	12,054 *	210,311	6,861	73,631
2030	78	0.01%	-	12,976 *	197,351	6,861	69,088
2031	79	-10.21%	-	12,552 *	164,981	6,861	64,322
2032	80	-9.50%	-	10,856 *	138,757	6,861	59,777
2033	81	11.05%	-	9,463 *	144,292	6,861	55,973
2034	82	6.70%	-	10,216 *	143,538	6,861	52,184
2035	83	10.71%	-	10,593 *	147,983	6,861	48,596
2036	84	9.62%	-	11,409 *	150,507	6,861	45,089
2037	85	-0.12%	-	12,161 *	138,172	6,861	41,443
2038	86	-22.23%	-	11,758 *	96,428	6,861	37,190
2039	87	12.19%	-	8,669 *	99,143	6,861	34,081
2040	88	5.90%	-	9,468 *	95,341	6,861	30,948
2041	89	-5.10%	-	9,734 *	80,906	6,861	27,674
2042	90	3.57%	-	8,892 *	74,793	6,861	24,700
2043	91	6.22%	-	8,915 *	70,336	6,861	21,868
2044	92	5.02%	-	9,186 *	64,525	6,861	19,102
2045	93	-1.19%	-	9,350 *	54,446	6,861	16,312
2046	94	3.63%	-	8,897 *	47,413	6,861	13,708
2047	95	4.06%	-	8,909 *	40,303	6,861	11,197
2048	96	8.26%	-	8,061 *	35,315	6,861	9,063
2049	97	10.81%	-	7,063 *	31,737	6,861	7,350
2050	98	-11.94%	-	6,861	21,471	6,861	5,647
2051	99	10.52%	-	6,861	16,545	6,861	3,937
2052	100	-1.38%	-	6,861	9,500	6,861	2,292

Sun Life Assurance Company of Canada
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This illustration is only valid with all pages

SET – We set an initial minimum income based on the Client's initial deposit. The chart under **initial minimum income** shows the potential income the Client could receive each year leading up to electing lifetime guaranteed income. The last row of the chart is the starting point for the first reset.

RESET – Every year leading up to the election of income, a reset to the Client's potential minimum income will occur. The **reset calculation** section provides details of each reset including the lifetime income reset (final reset) that establishes the Client's lifetime guaranteed income when they elect income.

COLLECT – The **income details** section includes all of the transactions, market value, lifetime guaranteed income and death benefit guarantee from the Client's current age until age 100. The **Contract entering guaranteed payment phase** bar represents the point when the lifetime guaranteed income continues even though there's no contract market value.

Transaction types

There are a variety of transaction options available.

> **NOTE**
>
> All transactions occur at, and are based on, the market value at the beginning of each year.

Deposits

You can add a lump-sum deposit, recurring deposits or both to this contract. A lump-sum deposit is a single deposit in the year you selected. Recurring deposits are multiple deposits that repeat every month or year depending on the duration and frequency selected.

Withdrawals

You can create a one-time withdrawal from the product. This could have a negative impact on the lifetime guaranteed income.

Elect lifetime guaranteed income

This transaction allows you to select the age the Client would like to start receiving lifetime guaranteed income. This can be done through the **Add transactions** dropdown or by selecting the **Elect income at this age** button beneath the graph.

Tips:

For the **RRSP to RRIF plan type**, the Client must elect income by age 72 to satisfy the RRIF MAP.

For the **RRIF plan type**, the Client must elect income at their current age or the following year to satisfy the RRIF MAP.

For more information, contact your Wealth Sales Team or:

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