



## **SSC # 2 - RETIREMENT INCOME OPTIONS**

### **This course is eligible for:**

**7 Life & A&S CE Credits for BC, SK, MB & ON.**

**7 Life CE Credits ONLY for AB.**

**QC resident Advisors will receive 5 PDUs**

### **What will the Financial Advisor learn as a result of completing this course?**

Throughout your client's lifetime, there will be several distinct and important events that will bring them face to face with their financial well-being: their education, their marriage, their first child, their first house, perhaps even starting their own business, and sending their children to university.

Financial planners for years have been saying that even though the above events are important and can be costly, *the largest single most expense that they will have in their lifetime will be their "RETIREMENT."*

This course will provide the advisor with all the various retirement planning tools and options that are available to their clients and prospects so that they can enjoy their comfortable retirement years without financial burdens.

### **This course covers:**

- The realities of Retirement Planning.
- The six steps of the retirement planning process.
- Some updated facts and figures about retirement and planning.
- The Baby Boomers and why planning for the future is important.
- Retirement planning in the early years – "The Early, Early Years."
- Government sources of CPP, QPP, OAS and their planning features.
- Registered Retirement Savings Plans, Annuities, LIFs, LRIFs and RRIFs.
- Definition of earned income for retirement purposes.
- The many types of Corporate sponsored retirement plans and limits – IPPs, ESOPs, ESPPs,
- Advantages & disadvantages of various Corporate retirement plans.
- Mutual Funds (Investment Funds) and other Variable contracts.

- Mutual fund maturity benefits, limitations, death benefits, reset options, transfers, deferred sales charges, and management expense ratios.
- Segregated funds and how they work
- Tax-Free Savings Accounts. What they are and how they work.
- Life insurance as retirement funding vehicles such as RCAs, Split Dollar Arrangements and Salary Deferral Arrangements
- Taxation as it pertains to retirement income.
- Assuris protection for your clients and prospects.