

# Empire Life's Registered Disability Savings Plan (RDSP)

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Presented by:

Ian Kerr, Account Executive

Retail Investment



**EMPIRE LIFE HAS  
A GREAT STORY  
TO TELL**

## Our Vision

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Be the industry leader  
for service excellence  
and innovation.





## Our Mission

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Provide expertise and intelligent solutions to help Canadians navigate life with confidence.

# Brand Pillar

Intelligent solutions 

# Brand Pillar



Renowned Service

# Brand Pillar

Culture of integrity and care 

# Brand Update – Our new vision, mission and pillars

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## Our Vision

Be the industry leader for service excellence and innovation.



## Our Mission

Provide expertise and intelligent solutions to help Canadians navigate life with confidence.



## Brand Pillars

- ④ Intelligent solutions
- ④ Renowned service
- ④ Culture of integrity and care

# Registered Disability Savings Plan (RDSP)

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Navigate life with confidence  
Insurance & Investments



# Today's agenda

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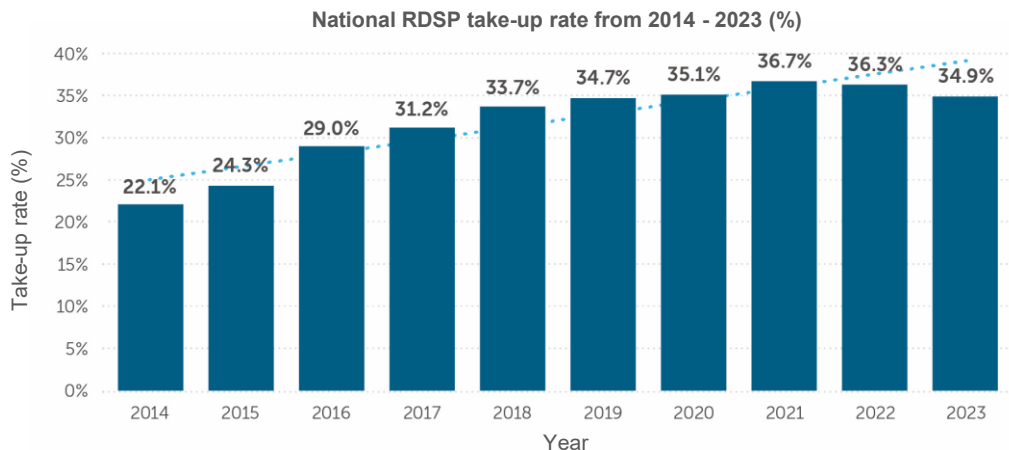
1. Why RDSPs?
2. RDSP fundamentals
3. Empire Life's RDSP *at-a-glance*
4. Key takeaways & next steps



# Why RDSPs?

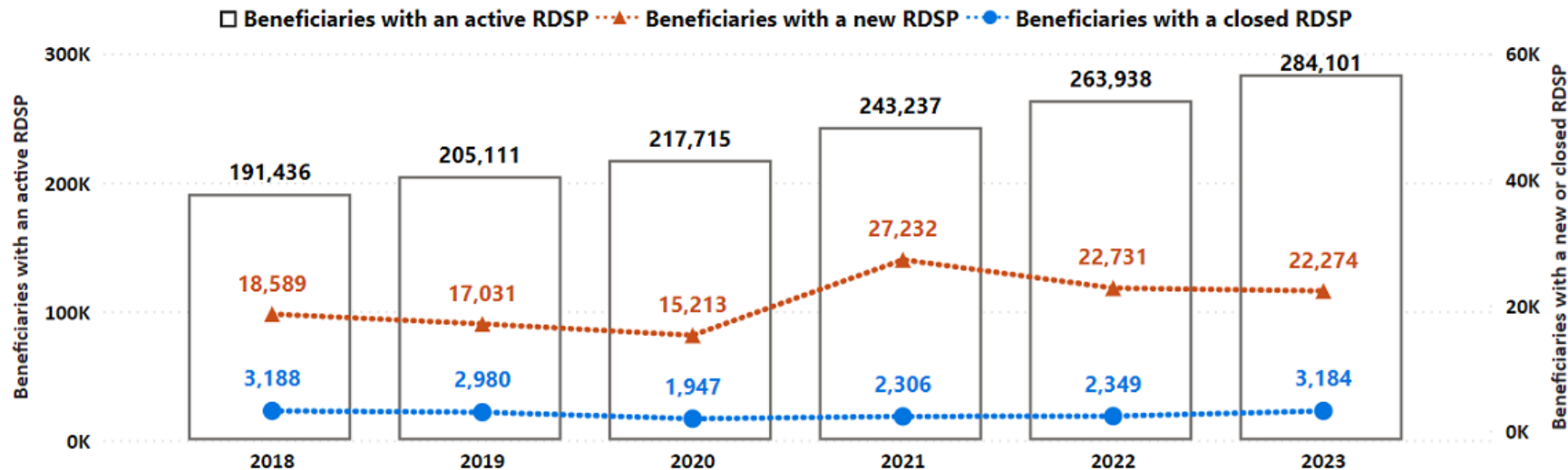
## The RDSP opportunity: Historical take-up rate

- Introduced in 2008, yet only about 1/3 of eligible Canadians have an RDSP<sup>12</sup>—**resulting in a missed opportunity to build tax-deferred long-term savings.**
- Take-up rate has been trending slightly upward since 2013.



<sup>12</sup> Source: Employment and Social Development Canada. Canada Disability Savings Program: [2023 Annual Report](#), Table 6: Historical RDSP take-up rate, Canada (2014 to 2023).

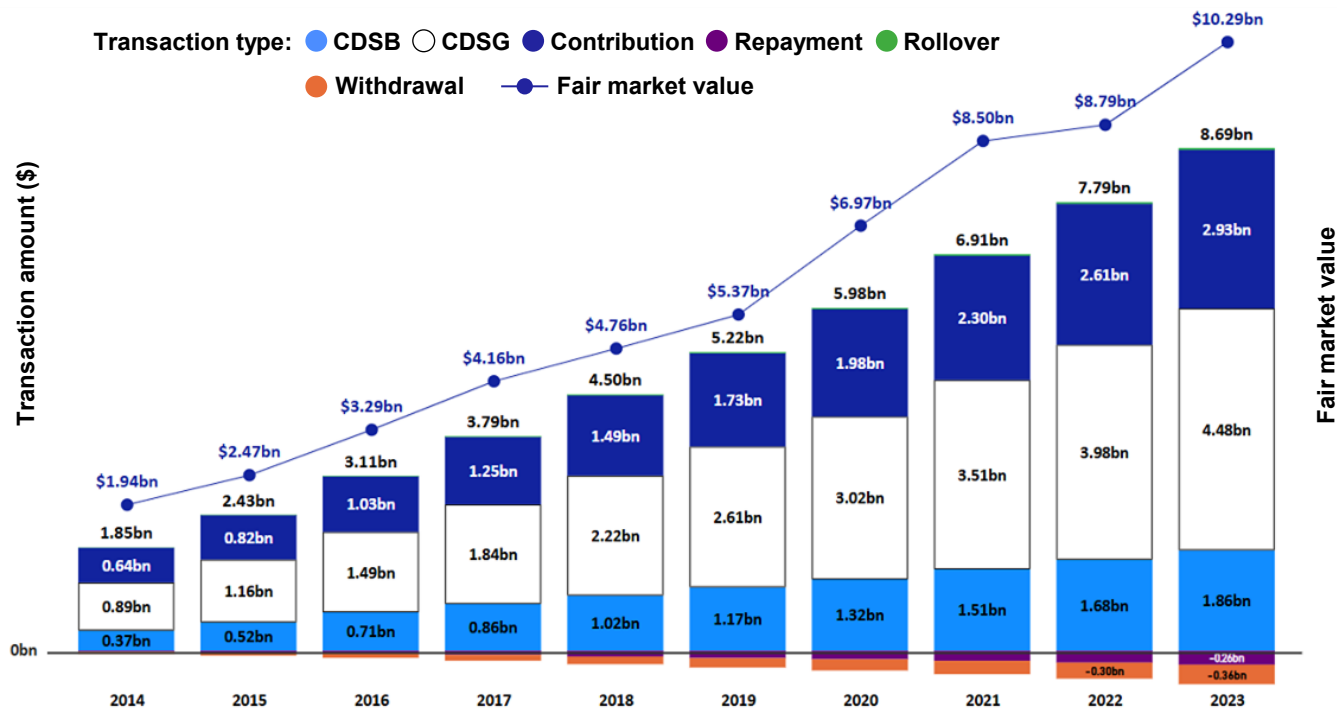
# Number of plan beneficiaries with an active RDSP has steadily increased from 2018-2023



# Significant cumulative government grants (CDSG) representing the largest portion of total AUM (\$4.48B)



Description	Amounts (billions \$)
Cumulative contributions	2.93
Cumulative grants (CDSG)	4.48
Cumulative bonds (CDSB)	1.86
Cumulative rollovers	0.03
Cumulative withdrawals	0.36
Cumulative repayments	0.26
<b>Total RDSP assets</b>	<b>10.29</b>





What it is and how it works:  
**RDSP**  
**fundamentals**

## Determining eligibility: First step is DTC approval

- **RDSP plan beneficiary must be approved for the Disability Tax Credit (DTC)**
  - A non-refundable tax credit to help reduce income tax for persons with disabilities or their families.
  - DTC application requires healthcare provider input and certification.
  - Approval is often limited to five years and may need to be renewed.
- RDSP can remain open if DTC approval expires, however, no new contributions, grants, or bonds can be added until DTC approval is regained.

### RDSP eligibility criteria

- 1 Approved for **Disability Tax Credit**
- 2 **Resident of Canada**
- 3 **Age 59 or less** on December 31 of the year applied in<sup>4</sup>
- 4 Have a valid **Social Insurance Number (SIN)**

<sup>4</sup> Age limit does not apply when an RDSP is opened due to a transfer from an existing RDSP.

## RDSP lifetime maximums

### Lifetime financial benefits and limits of an RDSP<sup>3</sup>



**\$200,000**

Lifetime  
contribution  
limit



**\$70,000**

Lifetime amount  
of grants  
available



**\$20,000**

Lifetime amount  
of bonds  
available



Plus tax-sheltered investment  
growth within your RDSP

<sup>3</sup> Maximum amounts available, if eligible.

## Holder(s) and the plan beneficiary

### Holder(s):



### Plan Beneficiary



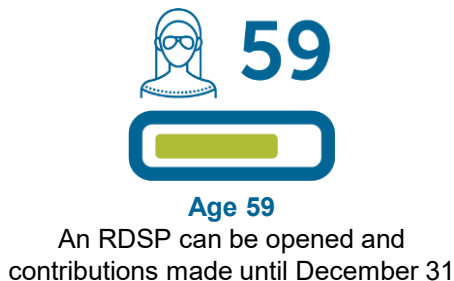
A young man with dark, spiky hair, wearing a white t-shirt with thin brown horizontal stripes, is sitting at a wooden desk and typing on a silver laptop. A young woman with long dark hair, wearing a red turtleneck, is leaning over his shoulder, looking at the laptop screen with a smile. The background shows a bookshelf with books and a window with green curtains. A large, semi-transparent blue circle is overlaid on the right side of the image, containing the text 'Funding an RDSP'. Thin green and blue lines curve across the bottom of the image.

## Funding an RDSP

## Funding a RDSP: Several options

- Lifetime maximum of \$200,000, but no annual limits.
- Contribute as a lump sum or ongoing contributions.
- Anyone may contribute, including the holder(s), the plan beneficiary, their family members, and other contributors, but if they are not the holder(s), they must have the holder's written consent.
- Contributions are not tax-deductible but are tax-deferred until withdrawn.
- Contributions can be made until December 31 of the year the plan beneficiary reaches 59.

### Age milestones for the plan beneficiary in an RDSP



## Government grants and bonds help boost savings



**Key benefit:** A Registered Disability Savings Plan may be eligible for the Canada Disability Savings Grant (CDSG) and/or the Canada Disability Savings Bond (CDSB).



The grant is based on contributions and has a matching rate determined by the plan beneficiary's family net income.



The bond is designed for lower income families. It doesn't require contributions to the RDSP.

Rollovers from specified registered retirement plans or an RESP, and transfers from another RDSP, are not eligible for grants but do reduce the maximum lifetime contribution amount of the RDSP.

# Canada Disability Savings Grant (CDSG)



- Contributions are required to receive grants
- Annual grant limit of \$3,500
- Lifetime limit of \$70,000
- Carry-forward annual limit of \$10,500 (including new annual grant)
- Uses a matching rate based on income thresholds
- Available until Dec. 31 of the year the plan beneficiary turns 49

## 2025 Canada Disability Savings Grant matching rate based on family net income

Family net income <sup>7</sup>	Contribution amount and grant matching rate
Less than or equal to the income threshold of \$114,750	\$3 for every \$1 on the first \$500 contributed
	\$2 for every \$1 on the next \$1,000 contributed
Above income threshold of \$114,750	\$1 for every \$1 on the first \$1,000 contributed

# Canada Disability Savings Bond (CDSB)



- For low- and modest-income Canadians
- No contributions required
- Annual bond limit of \$1,000
- Lifetime limit of \$20,000
- Carry-forward annual limit of \$11,000 (including new annual bond)
- Available until Dec. 31 of the year the plan beneficiary turns 49

## 2025 Canada Disability Savings Bond rates based on family net income

Family net income <sup>7</sup>	Bond rates
Less than or equal to \$37,487 (or if holder is a public institution)	\$1,000 per year
Between \$37,487 and \$57,375	A portion of the \$1,000 is deposited each year. As the income increases, the bond amount paid into the RDSP decreases.
Greater than or equal to \$57,375	Not eligible for bond.

## Family net income



**Until the end of the year plan beneficiary turns 18**, family net income is the combined income of their parents or guardians.



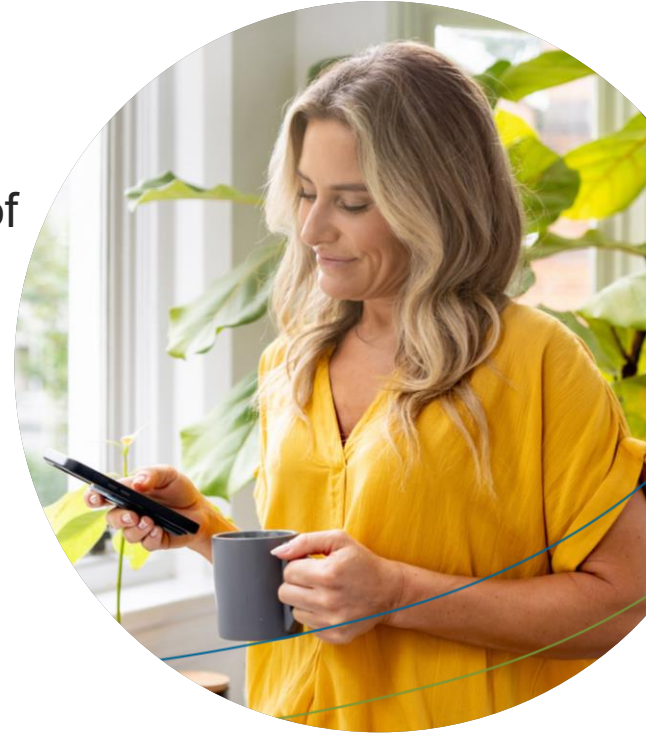
**At the start of the year the plan beneficiary turns 19**, family net income is their income plus their spouse or common-law partner's income.

**Tip! Remind clients to start filing the plan beneficiary's tax returns in the year they turn 17 even if there is no income to report.** The government uses the tax return from two years prior to the current year to determine the plan beneficiary's family net income.

## Case Study: Zoe



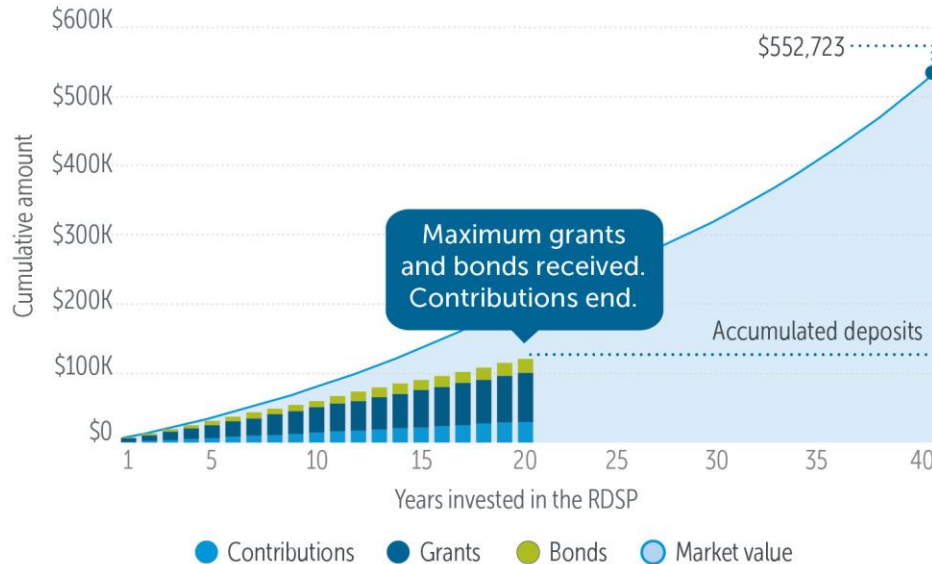
- At age 20, Zoe started investing \$1,500 annually into her RDSP.
- She continues these annual deposits for 20 years when her RDSP has received the maximum amount of grants and bonds.
- She achieves an average annual rate of return of 5%.
- Let's see how much she could accumulate between age 20 and 60 (when she needs to start withdrawals).



## Zoe's RDSP accumulates to \$552,723 by age 60



### Cumulative amount of contributions, grants, bonds and market value within Zoe's RDSP help to build her savings<sup>1</sup>



Private contributions of only \$30,000 were made—not even close to the lifetime contribution amount of \$200,000—so this RDSP could have grown even larger.

<sup>1</sup> For illustrative purposes only. Assumes private contributions were made on January 2, bonds were paid on February 1, and grants were paid on March 1 of each year. No further contributions were made after year 20 (age 39) when the maximum amount of grants and bonds had been received. Assumes an average annual rate of return of 5%. Return is net of fees.

A woman with long brown hair, wearing a denim jacket, is sitting at a wooden table in a cafe. She is looking at a smartphone in her right hand, which displays a line graph. Her left hand is on the laptop trackpad. The laptop screen shows a cityscape. A blue cup of coffee is on the table. The background is a blurred outdoor cafe setting with other tables and chairs. A large blue circular graphic is overlaid on the right side of the image, containing the text.

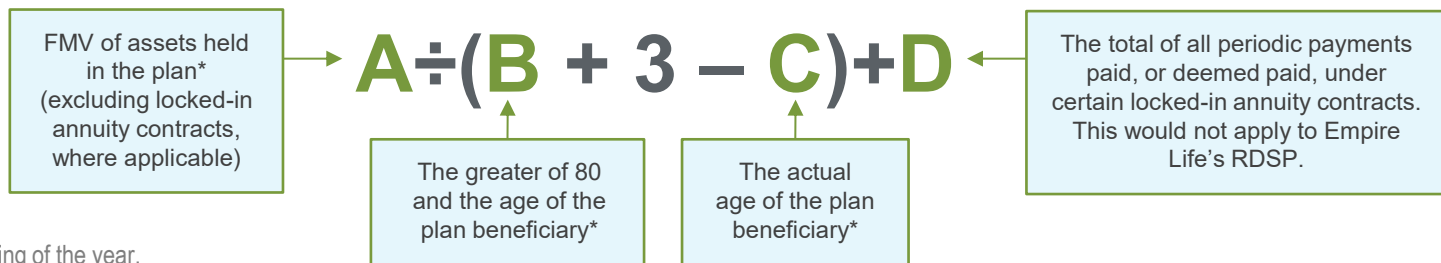
## Withdrawals from an RDSP

## Withdrawals from an RDSP: LDAP

### Lifetime Disability Assistance Payment (LDAP)

- Regular withdrawals must begin by December 31 of the year the plan beneficiary turns age 60 but can start earlier.
- Once started, a minimum of one payment per year is required until the money in the RDSP runs out or the plan beneficiary has died.
- Is subject to an annual withdrawal amount based on the LDAP formula.

### Lifetime Disability Assistance Payment (LDAP) Formula



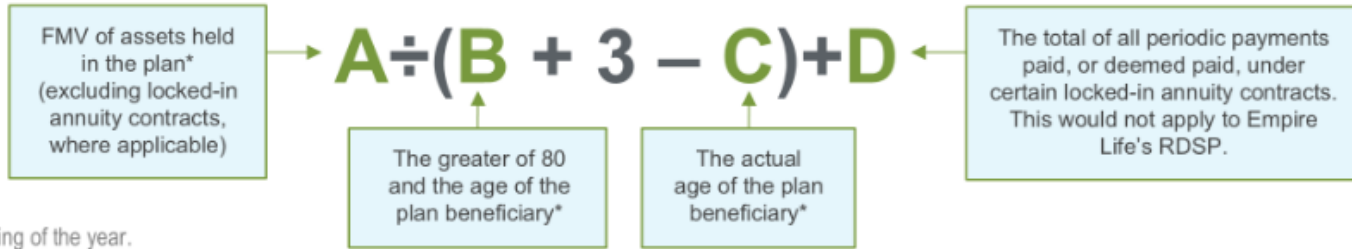
\* At the beginning of the year.

## Case Study revisited: Zoe's required LDAP at age 60



When Zoe begins LDAP withdrawals at age 60, the required amount in the first year will be:

### Lifetime Disability Assistance Payment (LDAP) Formula



$$\begin{aligned} & \$552,723_{(A)} / (80_{(B)} + 3 - 60_{(C)}) + (D \text{ not applicable}) \\ & = \mathbf{\$24,031.43} \text{ First Year LDAP payment} \end{aligned}$$

## Withdrawals from an RDSP: DAP

### Disability Assistance Payment (DAP)

- A lump sum withdrawal that can be requested at any time, even if Lifetime Disability Assistance Payment withdrawals have started.
- A request must be made for each DAP withdrawal.
- Only allowed if the fair market value of the RDSP after the payment will be more than the Assistance Holdback Amount.
- Empire Life offers DAPs, but not all financial institutions do.

#### Payments from an RDSP include a portion of the following:

Contributions (including rollovers)

- Grants
- Bonds
- Investment growth

How much can be withdrawn is governed by the composition of the RDSP.

## Assistance Holdback Amount (AHA)

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- Withdrawals before age 60 may trigger the payback of grants and bonds that have been in an RDSP for less than 10 years.
- The total amount of grants and bonds paid into an RDSP within a 10-year period before a withdrawal is known as the **Assistance Holdback Amount**.
- The AHA is a 10-year window beginning from the last grant or bond deposit.
- For every \$1 withdrawn, \$3 worth of grants or bonds paid into the RDSP in the previous 10 years must be repaid, up to a maximum of the Assistance Holdback Amount.
- The 3:1 payback is called the **Proportional Repayment Rule**.

**Warning!** Withdrawals made before age 60 may trigger repayment of some grant and bond amounts.

## Taxation of RDSP withdrawals

Source of savings	Taxable as income upon withdrawal
Private contributions <sup>10</sup> (excluding rollovers)	No
Grants	Yes
Bonds	Yes
Investment growth	Yes
Rollovers from Registered Retirement Savings Plan (RRSP), Registered Retirement Income Fund (RRIF), Registered Pension Plan (RPP), Pooled Registered Pension Plan (PRPP), Specified Pension Plan (SPP) proceeds from a deceased caregiver parent/grandparent	Yes
Rollovers from Registered Education Savings Plans (RESP) <sup>11</sup>	Yes

<sup>10</sup> Private contributions are any contribution not made by the Government of Canada. <sup>11</sup> Only the Accumulated Income Payment (AIP) for an RESP can be rolled over into an RDSP. This is the growth amount accumulated within the RESP.

## Shortened life expectancy

When a plan beneficiary has a shortened life expectancy of five years or less, that has been medically certified, there are two options that the holder can choose:

**Keep the plan as an RDSP or Designate the RDSP as an SDSP**



**Registered Disability Savings Plan**



**Specified Disability Savings Plan**

A year that has been medically certified is known as a “**specified year**”, whether the plan is an RDSP or SDSP.

An RDSP can become an SDSP when all the following conditions are met:

- ✓ A licensed **medical doctor or nurse practitioner** certifies in writing that the plan beneficiary of an RDSP is, in their professional opinion, unlikely to survive more than five years.
- ✓ The holder of the RDSP completes an **SDSP election form** and sends it with the medical certification to Empire Life.
- ✓ **Employment and Social Development Canada (ESDC)** receives **notification** of the election from Empire Life.



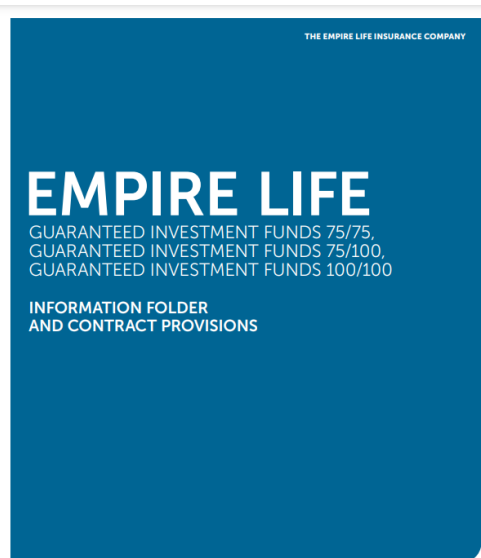
# Empire Life's RDSP at a glance

# Empire Life's RDSP will be available in GIF 75/75

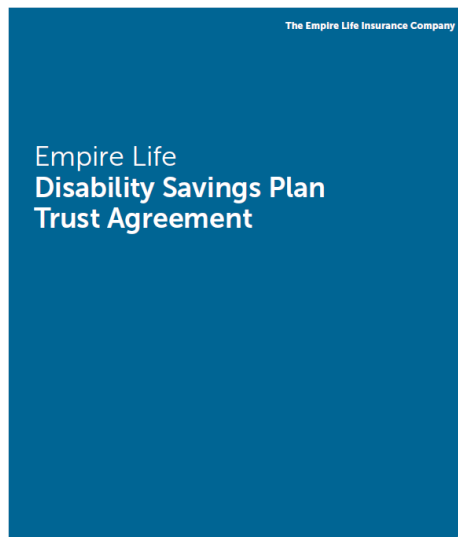


The RDSP will be offered with the Empire Life GIF 75/75 contract to simplify your administration, including using the same funds, fund codes, MERs, purchase fee options, etc.

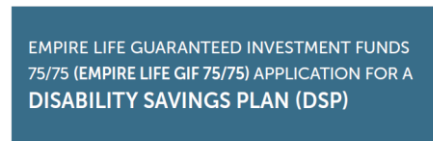
VERSION DATE: TBD 2025



This document contains the information folder and the contract provisions for the Empire Life Guaranteed Investment Funds 75/75 contract, the Empire Life Guaranteed Investment Funds 75/100 contract, and the Empire Life Guaranteed Investment Funds 100/100 contract. The information folder is for information purposes only and is not an insurance contract.



The Empire Life Insurance Company  
259 King Street East, Kingston, Ontario K7L 3K8  
t: 613 549-5890 • toll-free 1 800 561-1268 • www.empire.ca



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

When you receive your contract confirmation notice, record your contract number here for future reference.

Contract number:



#### Advisor Checklist

- ☐ All names match exactly as they appear on SIN documentation.
- ☐ If there is a Joint Holder include the EMP5609 Annex A - Joint Holder.
- ☐ If there is a Primary Caregiver include the EMP5610 Annex B - Primary Caregiver.
- ☐ EMP5608 Application For: Canada Disability Savings Grant and/or Canada Disability Savings Bond has been completed.
- ☐ Banking information/void cheque has been provided, if pre-authorized debit requested.
- ☐ If the bank account holder is not a Holder, include the INV-TBD RDSP Holder Consent to Non-Holder Contributions.
- ☐ Investment instructions have been provided.
- ☐ A copy of the Application, Empire Life Disability Savings Plan Trust Agreement, the Information Folder and Contract Provisions, and the Fund Facts has been provided to the Holder(s).

Contracts are issued by:

The Empire Life Insurance Company

Send signed copy to:

Empire Life  
259 King Street East  
Kingston, ON K7L 3K8  
empire.ca • 1 800 561-1268

INV-4100-EN-09/25



# Industry leading digital RDSP application process



MY CLIENTS FRANÇAIS Logout

Your Progress
1 Owner Information
2 Product Information
3 Beneficiaries
4 Initial Deposit / Investment Details
5 Acknowledgement & eSignature
6 Complete

## FAST & FULL<sup>®</sup>

### INVESTMENT APPLICATION

Complete the required owner information below, and tell us what type of investment product you would like to purchase

#### Advisor Meeting type

My clients and I are meeting: \*

☒ In Person

☐ Non-Face to Face

#### Account Type

Account Type \*

☐ Registered ☐ Non-Registered ☐ Tax Free Savings Account (TFSA) ☐ First Home Savings Account (FHSA) ☒ Disability Savings Plan (DSP)

#### Holder Type\*

Joint Holder

#### What is your relationship to the plan beneficiary? \*

Holder	Joint Holder
<input checked="" type="radio"/> Plan Beneficiary	<input checked="" type="radio"/> Plan Beneficiary
<input type="radio"/> Legal Parent	<input type="radio"/> Legal Parent
<input type="radio"/> Other qualified family member	<input type="radio"/> Other qualified family member
<input type="radio"/> Guardian, tutor or curator*	<input type="radio"/> Guardian, tutor or curator*
<input type="radio"/> public department, agency, or institution*	<input type="radio"/> public department, agency, or institution*

\* Please attach documentation evidencing authority to act on behalf of the Plan Beneficiary.

Upload Document

Preferred Language \*

English

MY CLIENTS FRANÇAIS Logout

Your Progress
1 Owner Information
2 Product Information
3 Beneficiaries
4 Initial Deposit / Investment Details
5 Acknowledgement & eSignature
6 Complete

Owner : Amy Anders

Application Number : LO020560

Verify Owner's Email Address: \* tina.bailey+603c@empire.ca ☒ Can you verify if this is the correct email? If not, please modify

#### Disclosure Documents

☒ I acknowledge that I have accessed an electronic copy of the Information Folder and Contract Provisions, the Fund Facts and Empire Life Disability Savings Plan Trust Agreement, or my advisor has provided me with these documents.

Download Information Folder and Contract Provisions

GIF 75/75, 75/100 & 100/100

Download Fund Facts

Fund Facts

Download Empire Life Disability Savings Plan Trust Agreement

Trust Agreement

Please click to view these documents (Fund Facts, and Information Folder and Contract Provisions) in order to submit your application.

#### Signature Instructions

Owner(s) Signs

Annuitant(s) Signs

Advisor Signs

Application delivered to Empire Life

To complete the online portion of the investment application the Owner(s) and Annuitant must sign the application electronically. Once the Owner(s) and Annuitant have signed the online application, it will be sent to the Advisor via email for signature before being submitted to Empire Life.

Applications received after 4pm EST will be processed effective the next date Empire's head office is open for business.

A parent or legal guardian must sign for a minor annuitant.

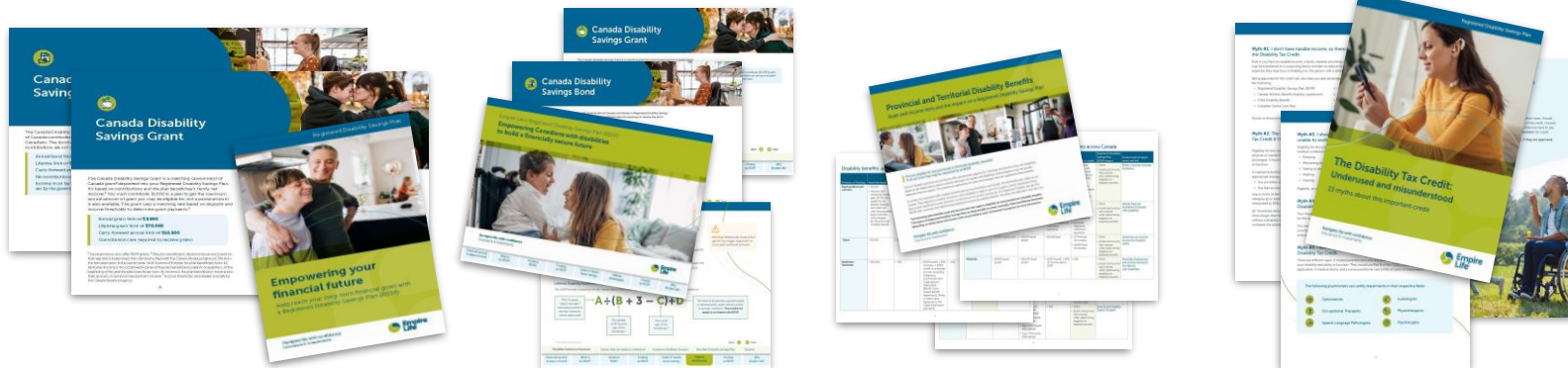
Signatures must be completed one person at a time.

We recommend each Owner and Annuitant sign "on screen" while meeting with the Advisor. To sign on screen, the Advisor must pass control of the online session to the Owner so he or she can complete the signing process. All signers must sign "on screen" if this method is chosen.

# Extensive suite of marketing materials



## Sample marketing materials



## Advisor training & tools

- Bootcamp training sessions on in-depth RDSP topics
- Advisor website & Portal
- Reference guides and brochures
- FAQ


## Customer resources & tools

- Customer website
  - RDSP videos
- Customer brochures
- Customer Portal

# Customer and Advisor Portals



My Investment



GIF 75/75

TEST00030

Registered Disability Savings Plan

Issue Date December 30, 2016

\$91,366.48

Updated on October 16, 2024\*

Investment Holdings

V

Segregated Funds

	Price per Unit (\$) Units (y)	Value (\$)
Dividend Balance GIF	\$11.01 2385.72	\$26,270.16
Canadian Equity GIF	\$10.91 2385.72	\$29,119.58
Dividend Balance GIF	\$11.01 2385.72	\$26,270.16

Benefit Guarantees

Maturity Benefit Guarantee	\$68,453.63
Death Benefit Guarantee	\$95,960.48

RDSP Contribution Summary

Last date to contribute: December 31, 2025

Deposits	Year To Date (\$)	Lifetime To Date (\$)
Contributions	\$\$\$	\$\$\$
Grants	\$\$\$	\$\$\$
Bonds	\$\$\$	\$\$\$

\* All values are determined as of October 15, 2024. Values may not reflect transactions currently processed. 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.

Net Growth & transactions

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Payment Details

>

Relationships


>

My Advisor


>

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FR

 Paul Smith

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Insurance

Investments

Forms & Applications

Tax Centre

Documents

Home > Investment Loyalty Program Eligibility

Quick Links

Business Centre

Class Plus 3 Illustrator

eVision Insurance Illustrator


Fast & Full Insurance

Fast & Full Investments

Retirement & Savings Tool

TRIIPS Webinars

Registered Disability Savings Plan (RDSP) Application Status



Review or download the RDSP\* Application Status Report that summarizes your clients' pending RDSP applications.

\*Empire Life will notify the Government of Canada of the establishment of your client's RDSP to validate the registration.

This list is updated regularly, so please check back later for updates.

Select application status:

All

Download my list

Learn more

Policy Number	Holder(s) Name	Plan Beneficiary Name	Application Status	Current Market Value
000000000L	John Doe	John Doe	Unfiled	\$0,000,000.00
000000000L	John Doe	John Doe	Filed	\$0,000,000.00
000000000L	John Doe	John Doe	Registration pending	\$0,000,000.00
000000000L	John Doe	John Doe	Rejected	\$0,000,000.00

Business Support

Policy Search

Client Search

General Business Search

Inforce Policy Actions

RDSP Application Status

Expiring Term Exchange Options

RRSP to RIF

See all reports

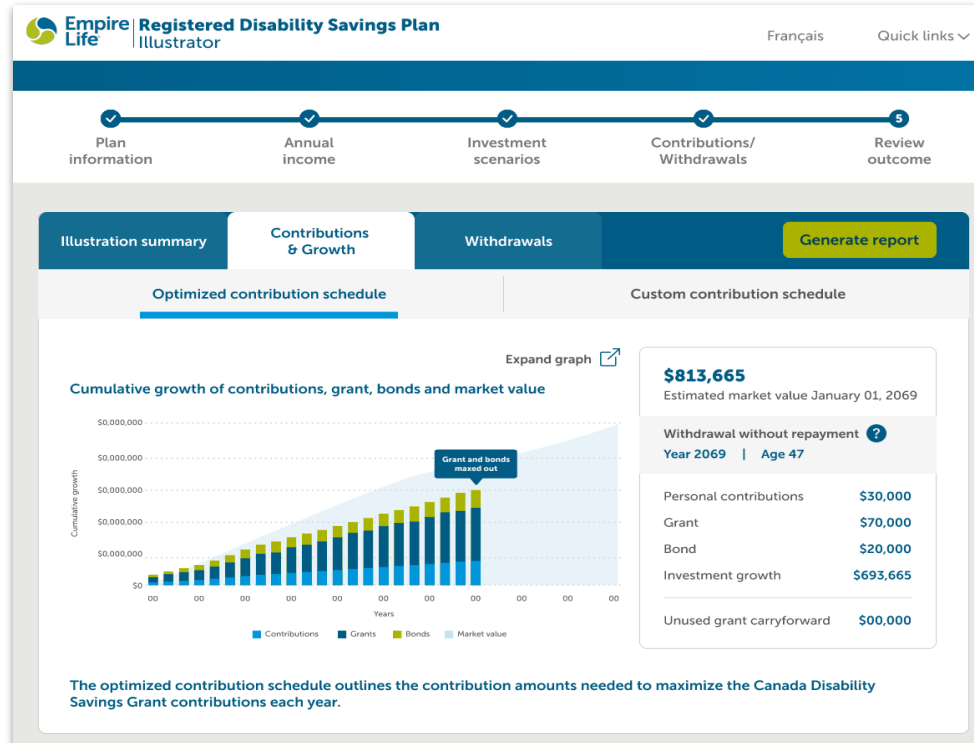
Contract & Compensation Login required

RETIREMENT AND SAVINGS TOOL

Start a conversation

38 | FOR ADVISOR USE ONLY

# RDSP Illustrator - coming later this Fall



# Advisor sales support models



## 1- Directly selling and servicing RDSPs

- Advisor identifies existing and potential clients who are or may be eligible for the Disability Tax Credit (DTC) and would potentially benefit from an RDSP
- Advisor learns intricacies and nuances of the RDSP, DTC, and other disability programs/benefits
- Advisor provides advice to clients on considerations that could impact disability benefits
- Advisor works with the client to apply for the RDSP and service the account
- Advisor works with TREPS experts (where required) on more complex RDSP considerations (Henson Trusts, etc...)



## 2 - Introduction to Empire Connect RDSP Specialist

- Advisor identifies client who may benefit from RDSPs
- Utilize the expertise of Empire Connect advisor who specializes in RDSPs to handle all aspects of the RDSP application and ongoing servicing (contributions, grants, bonds, withdrawals, etc.)
- Independent advisor retains ownership of client relationship – EC advisor will service the RDSP
- Agreements will be signed to formalize the arrangement
- Independent advisor receives a small annual bonus for the RDSP assets



## Key takeaways & next steps

## Benefits of incorporating RDSPs



**Build a holistic and  
rewarding advice practice**



**"Sticky" assets that can  
grow quickly**



**Intergenerational wealth  
transfer and asset retention**



**Referral generation and  
cross-selling opportunities**



**Become the  
Advisor of Choice**

# Key takeaways

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## 1. RDSP features & benefits

- Plan beneficiary must be approved for the **Disability Tax Credit (DTC)** to be eligible
- Powerful **grants & bonds**, when combined with market growth, can grow savings substantially
- **Cross-sell** opportunities (TFSA, RRSP, life insurance)

## 2. Key differentiators for Empire Life's RDSP

- First RDSP available with segregated funds
- Extensive suite of advisor and customer materials
- F&F digital application process, including government forms
- Online Portals for clients & advisors with access to grant/bond information

## 3. Next steps

- Ensure you are contracted with Empire Life
- Familiarize yourself with the Empire Life GIF product and fund options

# Empire Life GIF

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Navigate life with confidence  
Insurance & Investments



# Empire Life GIF: Choice of Guarantees & Features



Series	75/75	75/100	100/100
<b>Clients want to:</b>	<ul style="list-style-type: none"> <li>• Grow investments with benefit of guarantees</li> <li>• Protect personal assets from creditors</li> <li>• Competitive fees</li> </ul>	<ul style="list-style-type: none"> <li>• Grow investments while protecting their estate</li> <li>• Maximize their legacy</li> </ul>	<ul style="list-style-type: none"> <li>• Maximize capital and estate protection</li> </ul>
<b>Guarantees</b>	<ul style="list-style-type: none"> <li>• 75% maturity benefit guarantee</li> <li>• 75% death benefit guarantee</li> </ul>	<ul style="list-style-type: none"> <li>• 75% maturity benefit guarantee</li> <li>• 100% death benefit guarantee</li> </ul>	<ul style="list-style-type: none"> <li>• 100% maturity benefit guarantee</li> <li>• 100% death benefit guarantee</li> <li>• </li> </ul>
<b>Resets</b>	<ul style="list-style-type: none"> <li>• Automatic annual death benefit resets until age 80</li> </ul>	<ul style="list-style-type: none"> <li>• Automatic annual death benefit resets until age 80</li> </ul>	<ul style="list-style-type: none"> <li>• Automatic annual death benefit resets until age 80</li> <li>• 2 client maturity benefit guarantee resets per year</li> </ul>

## New in 2025



- FHSA available
- New funds launched, including:

Fidelity Investments	Vanguard ETF Portfolios	Index funds	Other new funds
Empire Life Fidelity Global Innovators® Empire Life Fidelity Global Income GIF Empire Life Fidelity Global Balanced GIF Empire Life Fidelity Global Growth GIF Empire Life Fidelity Insights™ GIF Empire Life Fidelity Multi-Asset Innovation GIF	Empire Life Vanguard Conservative Income ETF Portfolio GIF Empire Life Vanguard Conservative ETF Portfolio GIF Empire Life Vanguard Balanced ETF Portfolio GIF Empire Life Vanguard Growth ETF Portfolio GIF	Empire Life Nasdaq-100 Index GIF Empire Life U.S. Large Cap Equity Index GIF Empire Life Global Equity Index GIF Empire Life International Equity Index GIF	Empire Life Purpose Global Bond GIF Empire Life American Growth GIF Empire Life Canoe Global Equity and Canoe Portfolios

# Get rewarded with the Empire Life GIF Growth Commission bonus



Extended for 2025, the Empire Life GIF Growth Commission program helps you earn a bonus on deposits into Empire Life GIF segregated funds, including any GIF deposits used to calculate the **2025 RRSP Season Commission Bonus**.



## Empire Life GIF Growth Commission Bonus: Your formula for higher commission.

$$\text{Total GIF Deposits} \times \text{GIF Deposit Bonus Rate} \times \text{Net GIF Growth Bonus Factor} = \text{GIF Growth Commission Bonus}$$

### How does the Empire Life GIF Growth Commission Bonus program work?

100% of the bonus is payable directly to advisors to reward them for growing their GIF business and providing outstanding in-force service to existing Empire Life GIF clients. The program rewards successful advisors in two ways:

GIF Deposit Bonus Rate		Net Growth Bonus Factor	
A bonus commission is payable based on GIF gross deposits		The GIF Deposit Bonus Rate is multiplied by the Net Growth Bonus Factor to determine the total GIF Growth Bonus	
Deposits	GIF Deposit Bonus Rate	Ratio Formula (Gross Deposits – Redemptions) ÷ Gross Deposits	
		Net GIF Growth Ratio (result of formula)	Net GIF Growth Bonus Factor
\$0-\$99,999	0.00%	0%-9%*	100%
\$100,000-\$499,999	0.25%	10%-19%	105%
\$500,000-\$999,999	0.30%	20%-29%	110%
\$1,000,000-\$1,999,999	0.35%	30%-39%	115%
\$2,000,000-\$2,999,999	0.40%	40%-49%	120%
\$3,000,000-\$3,999,999	0.45%	50%-59%	125%
\$4,000,000-\$4,999,999	0.50%	60%-69%	130%
\$5,000,000+	0.55%	70%-79%	135%
		80%-89%	140%
		90%-99%	145%
		100%	150%

\* The Growth Ratio has a floor of 0%, so advisors who have a negative growth ratio will not have a negative Growth Factor.



## Empire Life GIF Growth Commission Bonus: Your formula for higher commission.

Total GIF Deposits x GIF Deposit Bonus Rate x Net GIF Growth Bonus Factor  
= GIF Growth Commission Bonus



Robert generated \$4,000,000 in segregated fund deposits into Empire Life GIF contracts in 2025. He also had \$1,700,000 in redemptions from Empire Life GIF contracts. Robert's segregated fund growth bonus will be calculated as follows:

- Deposits = \$4,000,000; resulting GIF Deposit Bonus Rate = 0.50% (based on chart)
- Redemptions = \$1,700,000
- Net Growth Ratio =  
 $(\$4,000,000 - \$1,700,000) \div \$4,000,000 = 57.5\%$
- Resulting Net GIF Growth Bonus Factor = 125%  
(based on chart)
- **GIF Growth Commission Bonus =**  
 **$\$4,000,000 \times 0.50\% \times 125\% = \$25,000$**



Julia generated \$2,500,000 in segregated fund deposits into GIF contracts in 2025. She also had \$3,000,000 in redemptions from Empire Life GIF contracts. Julia's segregated fund growth bonus will be calculated as follows:

- Deposits = \$2,500,000; resulting GIF Deposit Bonus Rate = 0.40% (based on chart)
- Redemptions = \$3,000,000
- Net Growth Ratio =  
 $(\$2,500,000 - \$3,000,000) \div \$2,500,000 = -20\%^*$
- Resulting Net GIF Growth Bonus Factor = 100%  
(based on chart)
- **GIF Growth Commission Bonus =**  
 **$\$2,500,000 \times 0.40\% \times 100\% = \$10,000$**

\* The Growth Ratio has a floor of 0%, so advisors who have a negative growth ratio will not have a negative Growth Factor.



# Questions?

# Disclaimer

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Segregated Fund contracts are issued by The Empire Life Insurance Company ("Empire Life"). A description of the key features of the individual variable insurance contract and the RDSP are contained in the Empire Life GIF Information Folder and the Empire Life Disability Savings Plan Trust Agreement. **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.** Past performance is no guarantee of future performance.

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A man and a woman are hiking on a trail. The man is on the left, wearing a grey jacket and a dark shirt. The woman is on the right, wearing a grey beanie, a dark jacket, and a backpack. They are both smiling and looking towards the camera. The background shows a hilly landscape with some vegetation and a body of water in the distance under a bright sky.

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