

# Investing to achieve your goals

Whether it's for a comfortable retirement, a major purchase, or funding a child's education, or saving to leave a legacy, investing to achieve your goals and dreams takes planning.



Your name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone number: \_\_\_\_\_

Date: \_\_\_\_\_



**Freedom 55**  
Financial

A division of London Life Insurance Company

# Investment Voyager™ can help

Whatever your stage of life, successful investment planning takes an honest assessment of your investment knowledge and your comfort with risk. It also considers the number of years you have until you withdraw from your investments or need to use your investments for income. In other words, you need to understand your investment profile.

These 14 questions will help you understand your investment profile and enable you and your financial security advisor and investment representative to develop a personal investment plan that suits your needs and goals.

Investment Voyager is designed for investors who have long-term financial security goals. If your investment goals are less than five years, or if you're uncomfortable with any fluctuations in your investments, we suggest limiting your investment options to guaranteed interest investments such as money market funds or guaranteed investment certificates (GICs). Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

Please complete the questionnaire in full (questions one to 14).

## Section one – Investment objectives

**1. What is the intent of your portfolio? Please select the most appropriate one.**

- ( 0 ) a  To generate income for today\*
- ( 10 ) b  To generate income at a later date
- ( 15 ) c  To provide for my dependents (I do not anticipate using these funds)
- ( 10 ) d  To fund a large purchase in the future

Total for this question

**2. What is your major goal for your portfolio? Please select the most appropriate one.**

- ( 2 ) a  To ensure that my portfolio remains secure\*
- ( 5 ) b  To see my portfolio grow and to avoid fluctuating returns
- ( 10 ) c  To balance growth and security, and to keep pace with inflation
- ( 15 ) d  To provide growth potential, and to accept some fluctuation in returns
- ( 20 ) e  To provide the sole objective of potential long-term growth

Total for this question

Total section one



\*If your response to question 1 was (a) and your answer to 2 was (a), your needs are short term. Stop here. Consider the use of money market funds or guaranteed investments to meet your savings goals. Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

## Section two – Personal information

### 3. Which of the following ranges includes your age?

- ( 15 ) a  Under 30  
( 15 ) b  30 to 39  
( 15 ) c  40 to 49  
( 10 ) d  50 to 59  
( 5 ) e  60 to 69  
( 3 ) f  70 to 79  
( 2 ) g  Over 79

Total for this question

### 4. Which of the following ranges best represents your current annual family income (including pensions) before taxes?

- ( 4 ) a  Less than \$30,000  
( 6 ) b  \$30,000 to \$60,000  
( 8 ) c  \$60,001 to \$90,000  
( 10 ) d  \$90,001 to \$120,000  
( 10 ) e  More than \$120,000

Total for this question

### 5. After deducting any loan or mortgage balances, which one of the following ranges best represents your immediate family's overall net worth?

- ( 2 ) a  Less than \$30,000  
( 4 ) b  \$30,000 to \$50,000  
( 6 ) c  \$50,001 to \$100,000  
( 8 ) d  \$100,001 to \$200,000  
( 10 ) e  \$200,001 to \$300,000  
( 10 ) f  More than \$300,000

Total for this question

Total section two

## Section three – Investment horizons

Investors often have distinct phases in their investment plans. The initial phase is savings and growth. During this time an investor builds up a portfolio toward a future goal. The second phase is typically the use of funds, either for a specific purchase or for income.

### 6. When do you anticipate using these funds?

- ( 0 ) a  Immediately\*
- ( 0 ) b  One to three years\*
- ( 5 ) c  Four to five years\*
- ( 10 ) d  Six to 10 years
- ( 15 ) e  11 to 15 years
- ( 20 ) f  16 to 20 years
- ( 20 ) g  More than 20 years

Total for this question

### 7. At the time you need this money, when will you withdraw it?

- ( 3 ) a  All at once in one lump sum\*
- ( 3 ) b  Over a period of less than two years\*
- ( 5 ) c  Over a period of two to five years
- ( 8 ) d  Over a period of six to nine years
- ( 10 ) e  Over a period of 10 to 15 years
- ( 15 ) f  Over a period of more than 15 years

Total for this question



**\*If your response to question six was either (a) (b) or (c), and your answer to question seven was also (a) or (b), your needs are short term. Stop here. Consider the use of money market funds or guaranteed investments to meet your savings goals.**

**Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.**

**8. What are your intentions regarding withdrawals and/or contributions to your investments today and over the next five years?**

- ( 5 ) a  I plan to withdraw money at regular intervals and do not plan on making contributions.
- ( 7 ) b  I will probably make a lump sum withdrawal and do not plan on making contributions.
- ( 8 ) c  I will probably be making both contributions and withdrawals.
- ( 10 ) d  I will probably make contributions and will not be withdrawing any funds.
- ( 15 ) e  I will make regular contributions and will not be withdrawing any funds.

Total for this question

Total for section three

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## Section four – Attitude towards risk

**9. Which statement best describes your knowledge of investments?**

- ( 2 ) a  I have very little knowledge and I rely exclusively on the recommendations of financial advisors.
- ( 5 ) b  I have limited knowledge of stocks and bonds, and I do not follow financial markets.
- ( 8 ) c  I have good working knowledge and I regularly follow financial markets.
- ( 10 ) d  I understand how different investment products work; including stocks and bonds, and I follow financial markets closely.

Total for this question

10. Realizing there will be downturns in the market, in the event of a significant loss, how long are you prepared to hold your existing investments in anticipation of a recovery in value?

- ( 5 ) a  Less than three months\*
- ( 8 ) b  Three to six months\*
- ( 10 ) c  Six months to one year
- ( 15 ) d  One to two years
- ( 20 ) e  Two to three years
- ( 25 ) f  Three years or more

Total for this question

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11. Assume you invest \$100,000 for the long term, what is the maximum drop in your portfolio's value you could comfortably tolerate in any given year?

- ( 2 ) a  I'd be uncomfortable with any loss.\*
- ( 5 ) b  A \$5,000 drop is all I could live with.\*
- ( 10 ) c  A \$10,000 decline is something I could tolerate.
- ( 15 ) d  A \$15,000 drop would be about all I could stand.
- ( 20 ) e  A \$20,000 decline is pretty much my limit.
- ( 25 ) f  I could live with a decline of more than \$20,000.

Total for this question

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12. Which of the following statements most correctly describes your investment philosophy?

- ( 5 ) a  I can not accept any fluctuation in principal.\*
- ( 10 ) b  I can only accept minimal fluctuations, and prefer to invest in safer, lower return investments.\*
- ( 20 ) c  I am willing to tolerate some ups and downs in the value of my investments to achieve overall higher returns in the long run.
- ( 30 ) d  My main interest is high, long-term returns and I am not concerned about short-term decreases in the value of my investments.

Total for this question

Total for section four



\*If you answered (a) or (b) to questions 10, 11 or 12, evaluate your need for growth and carefully consider your desire for stability. Portfolios without fluctuations in values generally have no growth component. If you cannot tolerate any losses, even short term, stop here.

Consider using money market funds or guaranteed interest investments to meet your savings goals. Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

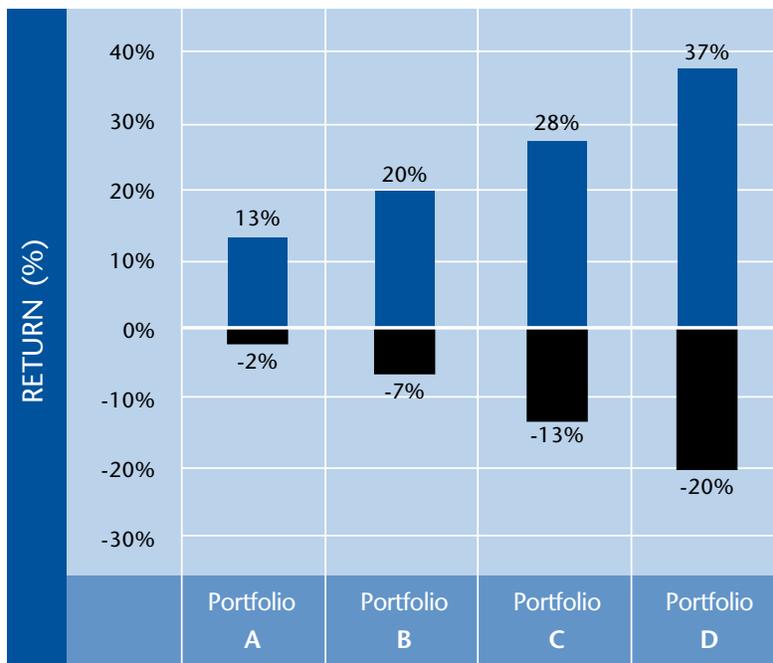
## Section five – Portfolio volatility

Investment portfolios designed to provide higher returns tend to have greater swings in value (providing both gains and losses). The more aggressive your portfolio, the more pronounced these swings become, and the more often short-term losses may occur.

13. A portfolio is a basket containing different investments. The returns earned by a specific portfolio depend on the mix of investments that make up the portfolio. The following graph shows the probable range of returns (from best to worst) of four hypothetical portfolios over a one-year period. In which of these portfolios would you prefer to invest?

- ( 5 ) a  Portfolio A
- ( 10 ) b  Portfolio B
- ( 20 ) c  Portfolio C
- ( 30 ) d  Portfolio D

Total for this question



14. Some investors are more willing than others to accept periodic declines in the value of the portfolio as a trade-off for potentially higher long-term returns. Which response best represents your feelings toward the following statement?

I am willing to experience potentially large and frequent declines in the value of my investment if it will increase the likelihood of achieving higher long-term returns

- ( 20 ) a  Strongly agree
- ( 15 ) b  Agree
- ( 10 ) c  Disagree
- ( 5 ) d  Strongly disagree

Total for this question  Total for section five

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Section one	<input type="text"/>
+ Section two	<input type="text"/>
+ Section three	<input type="text"/>
+ Section four	<input type="text"/>
+ Section five	<input type="text"/>
<b>= Final total</b>	<input type="text"/>

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**The total of the five sections will identify an investment mix best suited for your investment profile.**

<b>Investment profile</b>	<b>Scoring</b>
Conservative	105 or less
Moderate	106 to 135
Balanced	136 to 164
Advanced	165 to 199
Aggressive	200 or more

As a general rule, you should have an emergency fund to cover at least three months of basic living expenses. Consider building an emergency fund based on cash or cash equivalents such as daily interest plans, short-term guaranteed investment certificates (GICs) or money market funds.

Please note the Investment Voyager questionnaire addresses long-term investment goals and, as such, does not include GICs or money market funds. If you have shorter-term goals (for example, saving for a vacation) as well as planning for the longer term (such as retirement), consider a combination of investment funds and other products.

**Your financial security advisor and investment representative can help you create a plan to meet your investment needs.**

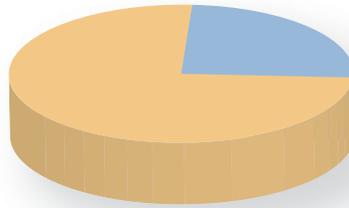
# Investment mix suggestions

Asset mix

 equity

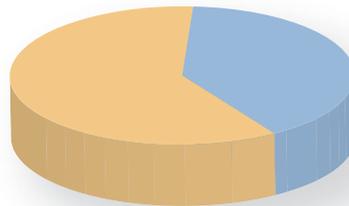
 fixed income

Conservative



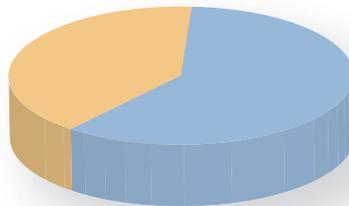
25% equity  
75% fixed income

Moderate



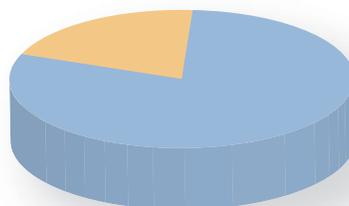
40% equity  
60% fixed income

Balanced



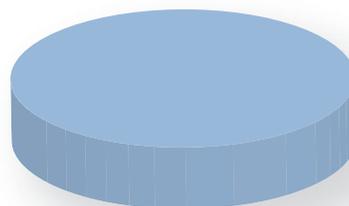
60% equity  
40% fixed income

Advanced



80% equity  
20% fixed income

Aggressive



100% equity

Making an investment plan takes time.

Making an investment plan happen takes action.

Your financial security advisor and investment representative can help you make the right choices to make your investment goals and dreams come true.

A description of the key features of the segregated fund policy can be found in the information folder and important information about mutual funds can be found in the funds' simplified prospectus. Please read these documents carefully before investing.

Mutual funds are not guaranteed. Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund and segregated fund investments. Mutual fund and segregated fund values change frequently and past performance may not be repeated.

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

### **Important Information concerning *Investment Voyager***

*Investment Voyager* has been developed to assist in the assessment of your financial circumstances, investment time frame and attitude toward risk for the purpose of allocating funds offered by London Life Insurance Company and Quadrus Investment Services Ltd. While reasonable efforts have been made to ensure the accuracy of the information and calculations contained in *Investment Voyager*, the responsibility for determining the most appropriate allocation to meet your needs remains with you. Neither London Life nor Quadrus are responsible for any damages resulting from the use of *Investment Voyager* by any of its representatives or any other person, however caused.



The DALBAR Communications Seal is a mark of excellence and is only awarded to communications in financial services that excel in meeting the needs of consumers.

### **Your privacy**

I consent to the collection and use of personal information concerning me, as well as information I may have provided with respect to others (e.g., family members), that is included on this form. I understand that this information is obtained for the purpose of helping me plan for financial security, and is to be used for no other purpose unless I consent. You will not retain this form, and the information it contains, longer than required for financial security planning and for related record-keeping purposes. Subject to legal and contractual considerations, I may withdraw this consent at any time. In the event I complete an application with London Life and/or Quadrus, I understand that this form, as completed by or for me, or a copy of it, may be retained by such company and that it and the information contained in it will be subject to the personal information and related consent provisions contained in the application or in related documentation, and to the provisions of applicable law.



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