

More for you.
More for your
clients.



We're here to help.™

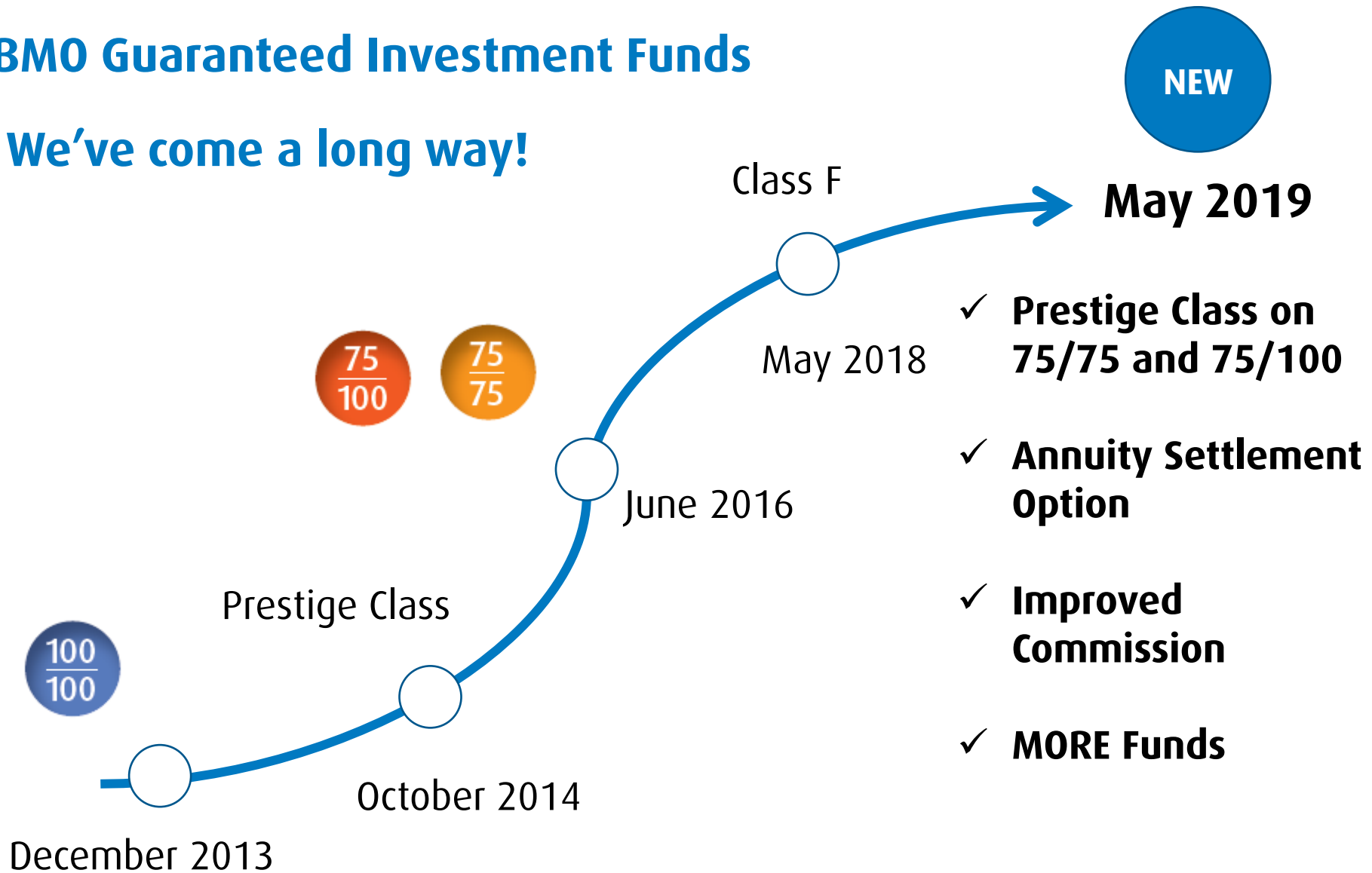
BMO Guaranteed Investment Funds (GIF)
2019

Agenda

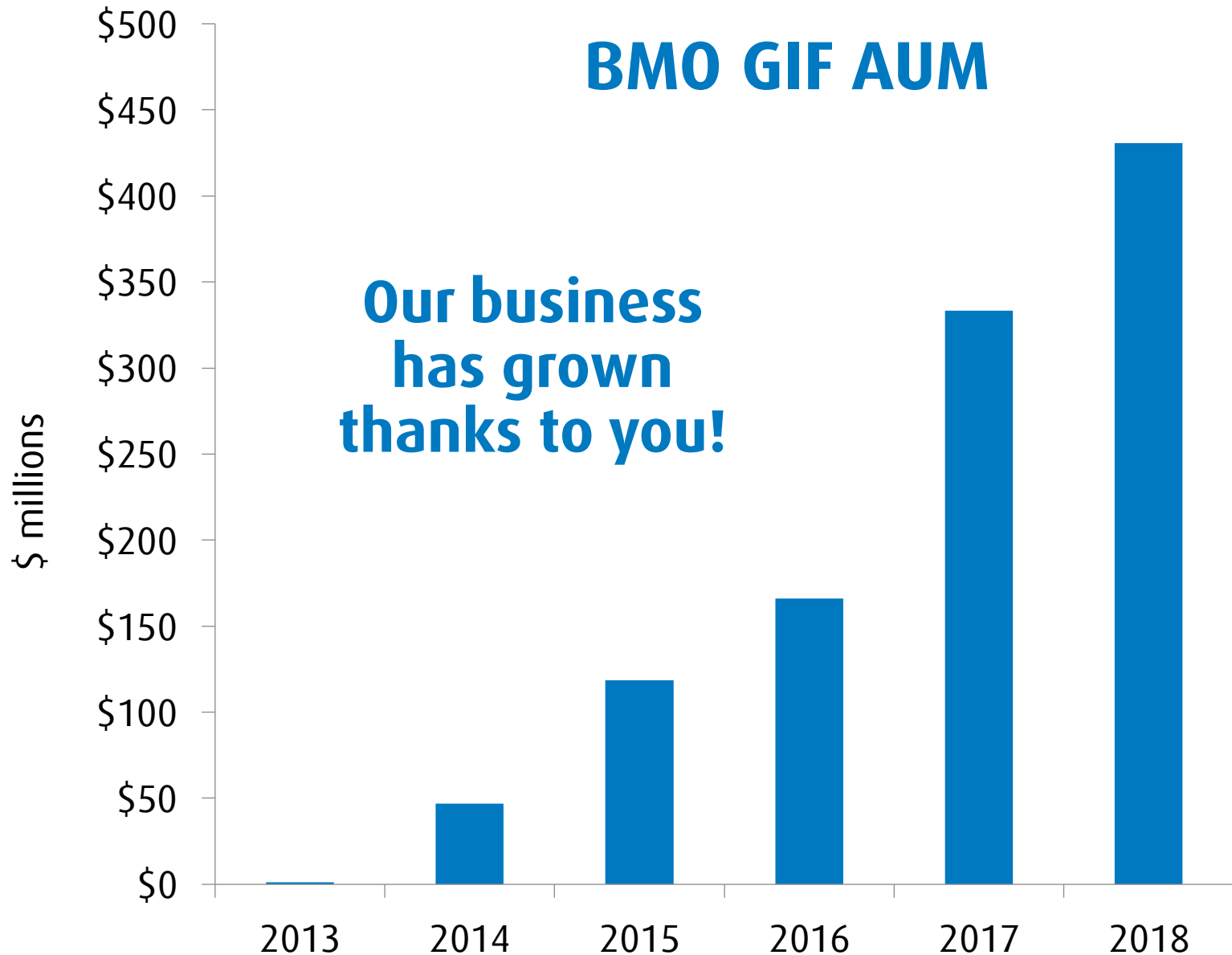
- ✓ Enhancements to BMO GIF
- ✓ Two simple solutions to help grow your RRIF business
- ✓ Marketing support

BMO Guaranteed Investment Funds

We've come a long way!



BMO GIF AUM



Expanded opportunities with Prestige Class pricing

Average Expected Annual Savings in MER:



18 bps



26 bps



40 bps

Total Savings*

\$9,000

\$13,000

\$20,000

**\$250,000+
in assets**

Automatic

\$1 Trillion

Source: BMO Wealth Institute,
"A sudden windfall: A blessing, not a burden", December 2018



We're here to help.™

Aged 75+

2.5 million Canadians
(about 45% are widowed)



The Givers

Aged 50 to 75



The Benefactors

More flexibility with Annuity Settlement Option

Gives your client more choice on how to distribute the value of the Death Benefit:



Lump Sum



Instalments



Combination of both

Opportunity is knocking on your door!



2 out of **3** adult children **fire** their parent's financial advisor after they inherit their parents' wealth.

You can be their new advisor!

Solution 1 : An Alternative to GMWB

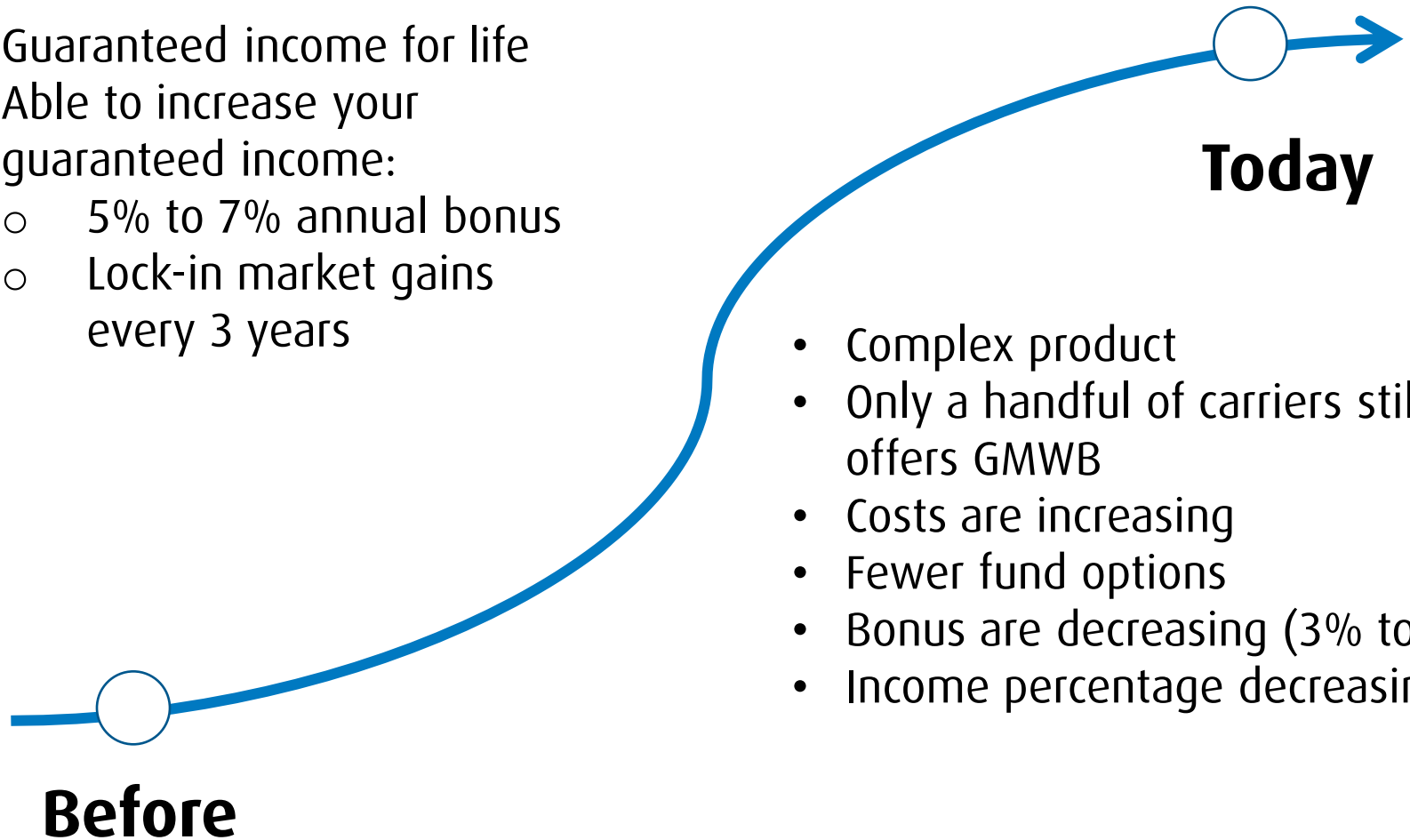


We're here to help.™

Guaranteed Minimum Withdrawal Benefit (GMWB)

- Guaranteed income for life
- Able to increase your guaranteed income:
 - 5% to 7% annual bonus
 - Lock-in market gains every 3 years

- Complex product
- Only a handful of carriers still offers GMWB
- Costs are increasing
- Fewer fund options
- Bonus are decreasing (3% to 4%)
- Income percentage decreasing



We have a much simpler solution!

BMO GIF + Annuity

- ✓ A simple solution to have liquidity
- ✓ A simple solution to have guaranteed income for life
- ✓ Low MERs

Target Market

- Ages 45 to 65
- Assets: \$500,000 to \$2,000,000

Case Study: Armand (50)

- \$500,000 RRSP
- Looking to participate in market growth with principal protection

BMO GIF  **RRSP**

- 15 years contract
- At age 65: Market Value = \$1,200,000
 - 5 years of automatic reset (up to 60 times)
- Short-fall in retirement income: \$1,000 per month
 - Buy a registered single life annuity: \$200,000





Solution 2: Boost your clients' RRIF

BMO  **Insurance**

We're here to help.™

Consider a segregated fund with a 20-year term to maturity

Possible Number of Resets

BMO GIF

120 times



It's automatic!

Other plans in
the market

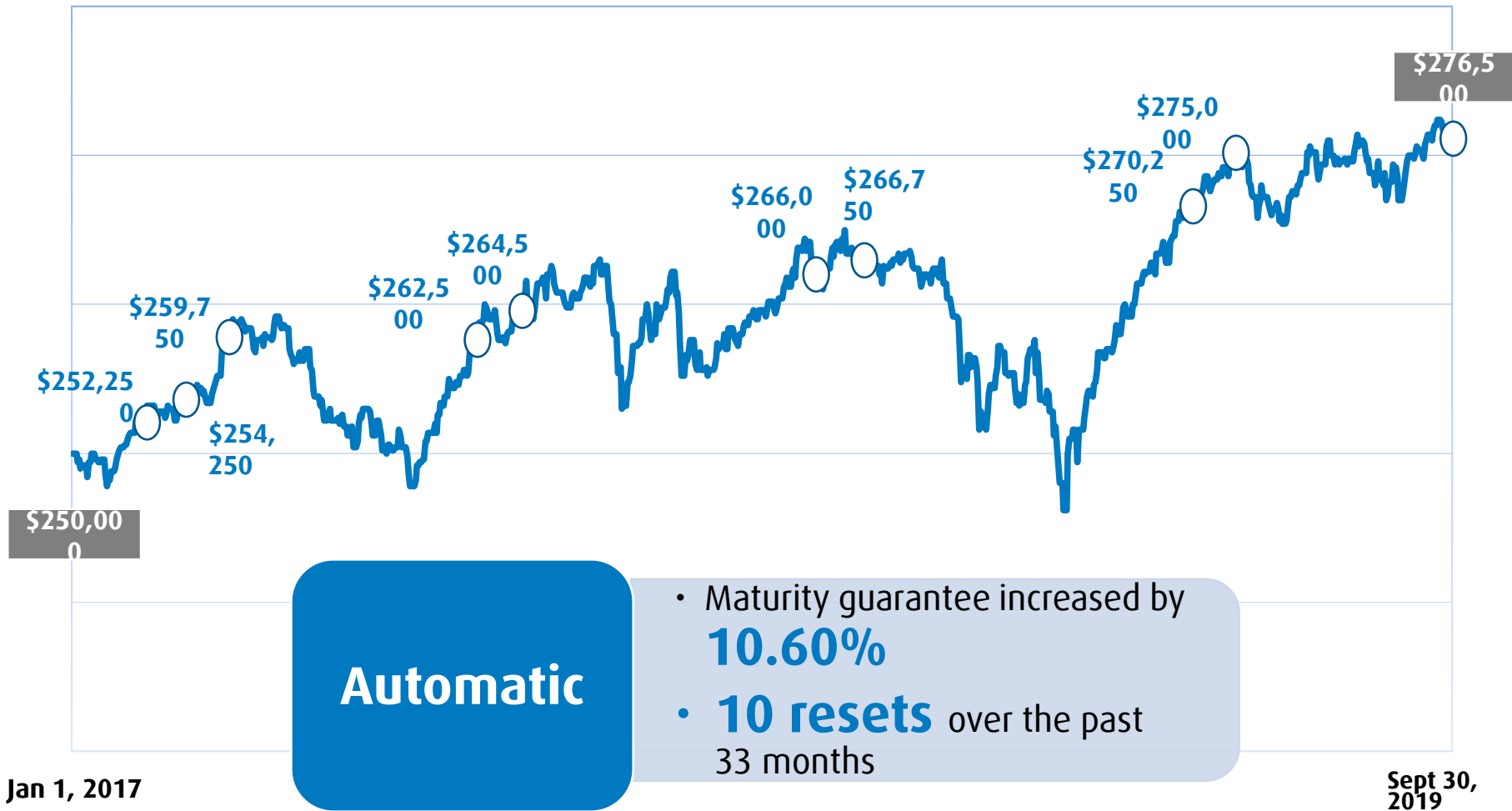
5-20 times



**You need to
make a call**

BMO Balanced ETF Portfolio GIF

Prestige Class



The BMO GIF Solution!

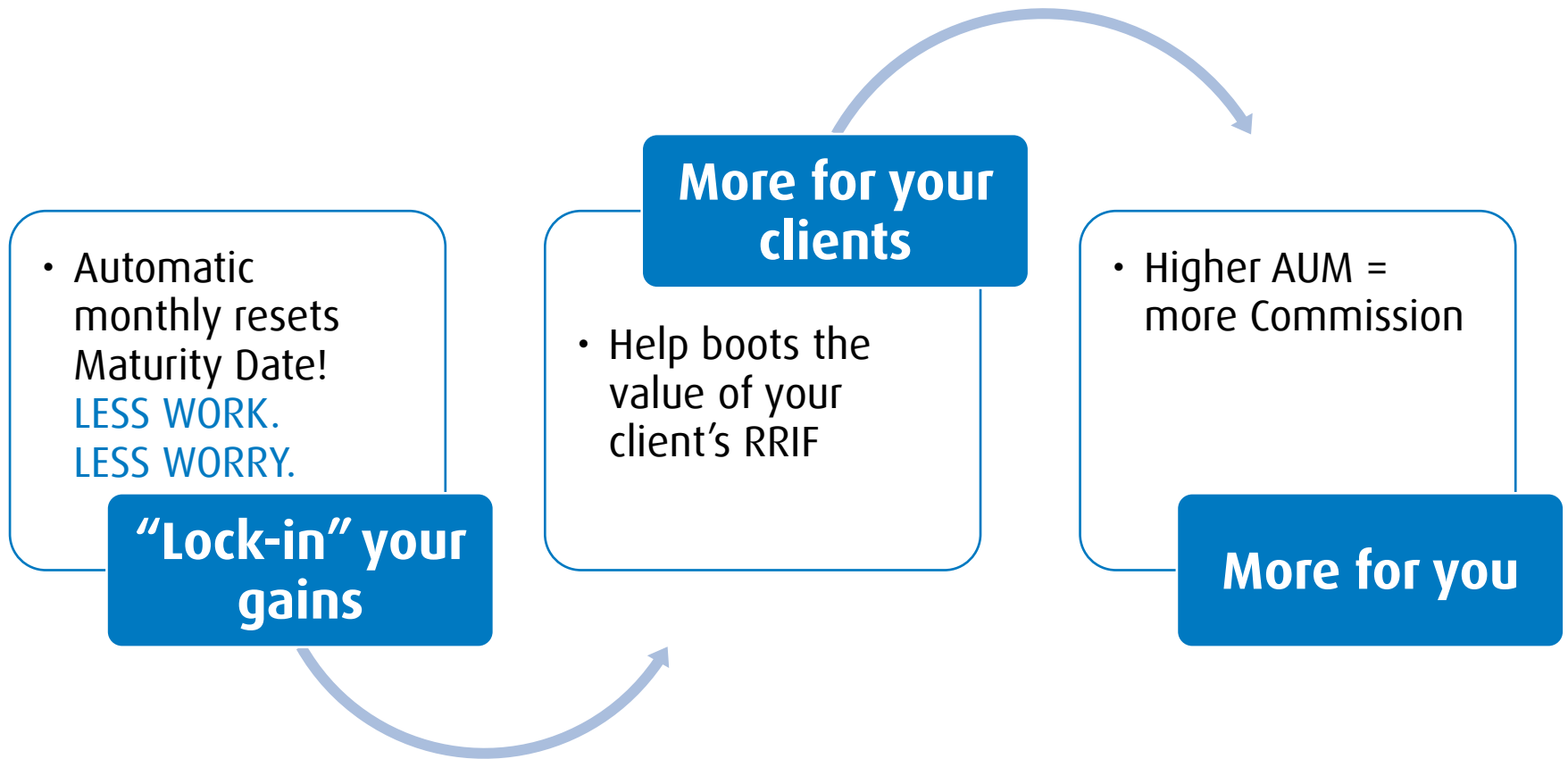
- ✓ Automatic monthly resets of the maturity guarantee

No need to make a call!

- ✓ Optional triennial resets of death benefit guarantee
- ✓ Low costs ETF with Prestige Class pricing

Target Market

- Ages 50 to 65
- Assets: \$250,000+



More support
for you!

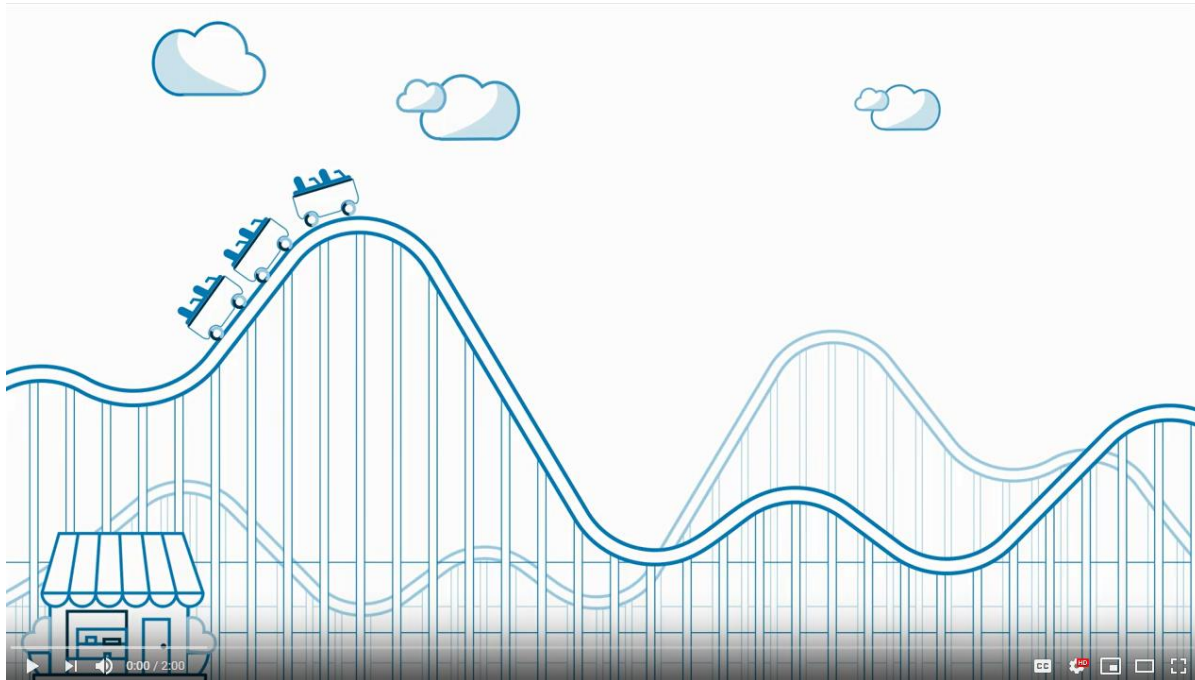


We're here to help.™

Go to ... bmoinsurance.com/advisor

- ✓ NEW and updated materials/videos

- ✓ Improved search feature for forms and materials



Disclosure

FOR ADVISOR USE ONLY

This presentation is for general educational purposes only and should not be considered as investment, legal, tax or accounting advice. All charts and illustrations in this presentation are for illustrative purposes only and do not reflect future values or future performance of any segregated funds. Comparisons are performed based on information from segregated fund plans believed to be reliable and in effect April 11, 2019. BMO Life Assurance is not liable for any errors or omissions in the information derived from third party sources. To the extent of any inconsistencies between this presentation and the then current BMO Guaranteed Investment Funds Information Folder and Policy, the terms of the Information Folder and Policy prevail. For full product details and disclosure, refer to the Information Folder and Policy.

BMO ETFs are managed and administered by BMO Asset Management Inc., an investment fund manager and portfolio manager and separate legal entity from Bank of Montreal. Exchange traded funds are not guaranteed, their values change frequently and past performance may not be repeated.

BMO Life Assurance Company is the sole issuer and guarantor of the BMO GIF individual variable insurance contract.

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

® Registered trade-mark of Bank of Montreal, used under licence.

™ Trade-mark of BMO Life Assurance Company.