

# Generating Supplemental Income

Meet Olivia and Lee



## Client Profile

### Homeowners:

Female, Age 69 | Male, Age 69

### Location:

Birchcliffe-Cliffside Scarborough, Ontario

### Home Value:

\$1,300,00

### Investments (Reg & Non-Reg):

\$645,000

### Portfolio Rate of Return:

3.5% (conservative)

### Inflation:

3.0%

### Home Appreciation:

3.0%

### Expenses:

\$7,000/month or \$84,000/year

## Situation

- ✓ Olivia and Lee, from Scarborough, are both 69 years old, enjoying retirement freedom and proud of their home located in a community they love
- ✓ Despite a modest investment nest egg built with the help of their trusted Financial Professional, they are **concerned about maintaining their lifestyle throughout retirement**
- ✓ They recently asked their Financial Professional to investigate ways to ensure consistent, tax-efficient retirement cashflow

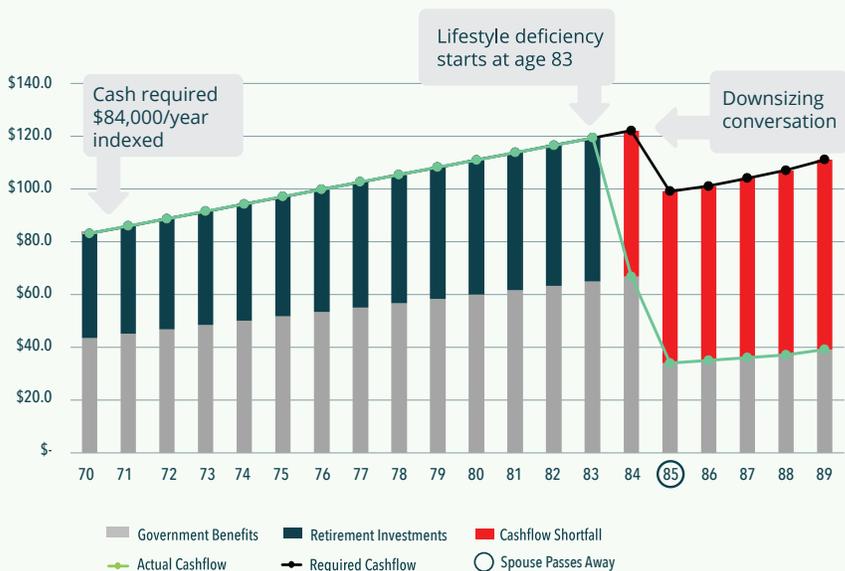


Let's find a Solution!

# Generating Supplemental Income

## Recommended Approach for Olivia and Lee

### Traditional Financial Plan

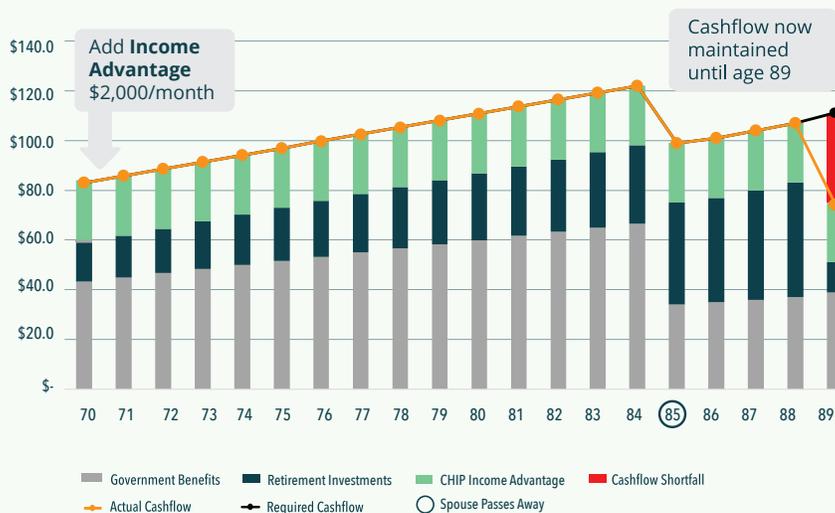


### Challenges

- ! Olivia and Lee will deplete their registered investments by the age of 83
- ! They are left with an annual cashflow shortfall of nearly \$55k at age 84, which gets more exhaustive in outward years as government benefits are clawed back, totaling just shy of \$400k in cashflow shortfall over the years
- ! They will face the difficult decision of either a) changing their lifestyle or b) selling their home and downsizing



### CHIP Enabled Plan



### Key Benefits

- ✓ Olivia and Lee continue to enjoy home appreciation potential and comfort in the lifestyle they've earned as homeowners
- ✓ Preservation of their registered investment portfolio defers \$216k in withdrawals over the life of the plan and retains the business relationship with their Financial Professional
- ✓ Registered investments continue to grow for six years longer (compared to a traditional financial plan)

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