

**ivari Universal™**  
Life Insurance

## Investor profile questionnaire

### Universal life insurance needs and investment objectives

Universal life provides two key financial planning solutions: life insurance that provides a tax-free death benefit, ensuring your family has the protection they need, and a savings component that permits tax-deferred investment growth, allowing for long-term wealth accumulation. When you deposit premiums into your policy, part of that money goes towards your savings, and part of it pays for your insurance protection.

### Save for your future

The savings portion of your plan can be directed into Treasury Bill Interest Options, Fixed-Rate Interest Options and Index Interest Options. Index Interest Options allow you to earn an interest rate linked to a variety of underlying investments, that match your investment profile.

In order to help determine a suitable investment profile for your investment, please complete the following three simple steps with your advisor. Answer the questions honestly to ensure you get the profile best suited to you and your needs.

Client name

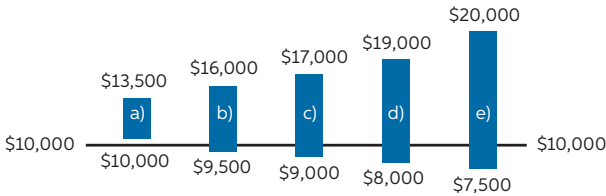
Client Signature

Date

## Step 1 – Complete the investor profile questionnaire

Insurance needs		
1. Which of the following statements best describes your objective with regards to your universal life policy?		# of points
a) To provide a tax-free death benefit for my dependants and cover final expenses	= 0 points	
b) To achieve both income protection and wealth accumulation	= 3 points	
c) To maximize tax-deferred investment growth	= 4 points	
d) To create an estate for my beneficiaries by accumulating wealth that will be transferred tax-free upon death	= 8 points	
2. When do you think you might need access to the funds in your universal life policy either for a cash withdrawal, a loan or to use your policy as collateral for a loan?		# of points
a) Under 10 years*	= 0 points	
b) 10–15 years	= 6 points	
c) Over 15 years	= 8 points	
d) Never	= 10 points	
3. What do you think the chance is that you will cash in a significant portion of your universal life policy investment earlier than you originally thought?		# of points
a) Low (less than 10%)	= 5 points	
b) Medium (between 10% and 25%)	= 3 points	
c) High (over 25%)	= 0 points	
Investment experience and knowledge		
4. Which of the following best describes your level of investment knowledge?		# of points
a) Very little	= 0 points	
b) Some familiarity	= 1 point	
c) Reasonably knowledgeable	= 2 points	
d) Quite knowledgeable	= 4 points	
e) Very knowledgeable	= 5 points	
Attitude towards risk		
5. Typically, investments which are more volatile (i.e., tend to go up and down in value) will, over the long term, have greater potential for return. With regard to your universal life investments, how much of a drop in value over one year could you tolerate before becoming uncomfortable?		# of points
a) 0%	= 0 points	
b) -1% to -5%	= 1 point	
c) -6% to -15%	= 3 points	
d) -16% to -25%	= 4 points	
e) More than -25%	= 5 points	

\* There are surrender charges involved in accessing funds within universal life, as the plan is not intended to cover short-term needs. Universal life is not an appropriate vehicle for you if you have selected (a) (under 10 years).

Attitude towards risk		
<p>6. Investments with the potential for higher returns also have the greatest variability in their returns. Given this statement, assuming you had a \$10,000 investment, please select one of the following gain/loss scenarios that you would be most comfortable with after a five-year investment time period. The gain/loss scenarios below show the range of potential value of the \$10,000 investment at the end of the five-year period.</p>	<p># of points</p>	
 <p>a) = 0 points b) = 1 point c) = 2 points d) = 3 points e) = 5 points</p>		
Personal information		
<p>7. Which of the following best describes your employment status?</p> <p>a) Full-time = 5 points b) Self-employed = 3 points c) Part-time = 2 points d) Retired = 0 points e) Other = 1 point</p>	# of points	
<p>8. Your personal income, before taxes, is in which of the following ranges?</p> <p>a) Under \$25,000 = 0 points b) \$25,000–\$50,000 = 1 point c) \$50,001–\$80,000 = 2 points d) \$80,001–\$125,000 = 4 points e) Over \$125,000 = 5 points</p>	# of points	
<p>9. The current value of your investments (i.e., registered, non-registered, TFSA, mutual funds, segregated funds, chequing/savings accounts), excluding real estate, is:</p> <p>a) \$25,000 or less = 0 points b) \$25,001–\$50,000 = 1 point c) \$50,001–\$100,000 = 2 points d) \$100,001–\$250,000 = 4 points e) Over \$250,000 = 5 points</p>	# of points	
<p>10. Your current age is within which of the following categories?</p> <p>a) Under 30 = 5 points b) 30–39 = 4 points c) 40–54 = 3 points d) 55–71 = 1 point e) Over 71 = 0 points</p>	# of points	
<p><b>Step 2 – Total your score</b></p> <p>Simply add up your total points from the ten questions above to determine your investment profile score.</p>	Score	

### Step 3 – Determine your investment profile

Using your investment profile score from Step 2, please refer below to the corresponding investment profile and index interest options. Once you have determined your investment profile, your advisor can work with you to determine appropriate investments.

If your score is*:	Investment profile	Target asset mix		Index Interest Options	
		Income	Equities	Managed	ivari Asset Allocation Portfolios
12 to 20	Conservative	55%–80%	20%–45%	ivari CI Conservative Portfolio	ivari Asset Allocation Portfolio Conservative
21 to 33	Moderate	35%–55%	45%–65%	ivari CI Balanced Portfolio	ivari Asset Allocation Portfolio Balanced
34 to 46	Aggressive	15%–35%	65%–85%	ivari CI Growth Portfolio	ivari Asset Allocation Portfolio Growth
47 or greater	Very aggressive	0%–15%	85%–100%	ivari CI Maximum Growth Portfolio	ivari Asset Allocation Portfolio Aggressive Growth

\*If your score is 11 or less, your investment profile is Very Conservative. You should consider investments with a target mix of 80-100% income and 0-20% equities. You may also want to consider Fixed-Rate Interest Options (1-, 5- and 10-year) or Treasury Bill Interest Options.

The investor profile questionnaire is a tool that allows the advisor and the client to discuss risk tolerance issues. I understand that the results of this questionnaire do not constitute an investment recommendation or allocation by ivari and any of its affiliates or subsidiaries. ivari has developed this questionnaire to assist in developing guidelines for assisting with the suitability of certain options within a universal life policy. This questionnaire does not form part of a contract or policy and should be completed with the assistance of an insurance advisor. All calculations are based on assumptions believed to be reasonable at the time of development. ivari and/or its affiliates are not acting in the capacity of an insurance advisor. ivari and/or its affiliates cannot be held responsible for any damages resulting from the use of this questionnaire by me or any other person.

Investment income within a universal life policy is interest income; however, all income (within certain limits) is tax deferred.

While universal life is usually a long-term investment vehicle; there are options that allow access to cash in the short term. Please speak with your advisor about these features, including tax and surrender charges considerations with respect to universal life insurance.

ivari is not liable to account to Owners for any revenue which arises from its activities in relation to the policy. ivari, for its own account, generally purchases a wholesale series of the same fund constituting the Designated Index. ivari derives a margin as fees and expenses attributable to a wholesale series are lower than those reflected in the retail series of the Designated Index.

Index Interest Option Fee is guaranteed not to change. Where applicable, the management fees and expenses (MER) and related taxes for the underlying designated index will apply.

The ivari CI Portfolios are managed by CI Global Asset Management on behalf of ivari.



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