

Preparing for the retirement you want





You deserve an enjoyable retirement

Retirement is one of life's most significant events. It marks the transition to a new and very wonderful stage of life. You will have more time and freedom to do what you want, when you want.

You may find that your priorities change with this new-found freedom. You'll certainly have plenty to think about. For instance, will you travel? Will you move? Will you spend more time with your loved ones? Will you work part time?

Whatever your picture of retirement looks like, you need to prepare for it financially. That's where a CIBC Advisor can help. At CIBC, we recognize that feeling financially confident and planning your future is important. We believe that planning for your life *in retirement* deserves the same time, commitment, and effort as planning how to save for retirement.

Our retirement planning commitment to you

A CIBC Advisor will work closely with you to develop a written retirement plan that addresses the following key questions:

- 1. How much will it cost for the retirement you want?**
- 2. Can you afford the retirement you want given your current investments and future income stream?**
- 3. Have you considered how to protect yourself and your family for the longer term?**

Remember, enjoying your retirement takes careful and detailed planning to find the financial solutions that are right for you.

A CIBC Advisor can help you feel confident that you are prepared for the retirement you want. *It's worth a talk.*



Is your plan up to par?

Regardless of where you're starting from, your CIBC Advisor can help you understand if your plan is on track.

To create and implement a retirement plan that reflects your unique and personal needs, we have a proven, step-by-step approach:

Your 6 step plan

Step 1

Understand your financial situation and what you want your retirement to look like

Step 2

Identify how much money you will need and where it will come from

Step 3

Develop appropriate strategies to prepare you for retirement

Step 4

Review your written retirement plan presented by your CIBC Advisor

Step 5

Put your plan into action

Step 6

Monitor and adjust your plan on an ongoing basis

Step 1

Understand your financial situation and what you want your retirement to look like

Through discussions with your CIBC Advisor, you will have a more realistic idea of your retirement goals and priorities. You'll review key decisions about what you'd like to do in retirement. By identifying your goals, we can better help you achieve the retirement you want.

At the same time, your CIBC Advisor will assess your current personal financial picture. Your assets, liabilities, income, and expenses will be considered in planning your future retirement.

Step 2

Identify how much money you will need and where it will come from

Your retirement may cost more or less than you think depending on the goals and priorities you identified in Step 1.

Your CIBC Advisor can help estimate your expenses and anticipated income in retirement, and help you factor in such things as:

- How inflation might affect your expenses
- Whether you are spending too much too soon
- If you are planning adequately for increasing healthcare costs
- How to balance spending in retirement and the need to support your family over the longer term

Working with you, your Advisor will identify all available sources of income, including your Registered Retirement Savings Plan (RRSP) and other personal savings, government benefits like Old Age Security (OAS) and the Canada/Quebec Pension Plan (CPP/QPP) (see government income sources table on the next page), employer pension plans, employment income, sale of a business or business income, and your home. This information will help determine if you can afford to do what you want in your retirement.



Make the most of government income sources

Program	Canada/Quebec Pension Plan	Old Age Security	Guaranteed Income Supplement
“Who is eligible?”	Anyone who has contributed to CPP/QPP; amount received will depend on the amount and number of years you have contributed and when you choose to begin receiving benefits	Canadian citizens or landed immigrants who have resided in Canada for at least 10 years since the age of 18*	Old Age Security recipients whose income falls below a certain threshold
“When do benefits start?”	As early as age 60 or as late as age 70; benefits are adjusted accordingly	Age 65 or older; note that you must apply in order to receive benefits	Age 65 or older
“What are the tax implications?”	Benefits are taxable	Benefits are taxable	Benefits are not taxable

**Benefits are reduced (or eliminated entirely) if residency requirements are not met, or if net income exceeds a threshold level.*

Step 3

Develop appropriate strategies to prepare you for retirement



Understanding key issues will help prepare you for a retirement with fewer financial surprises. For example, how would you like to retire? What are your projected expenses and income sources? Do you know what your assets and debts are?

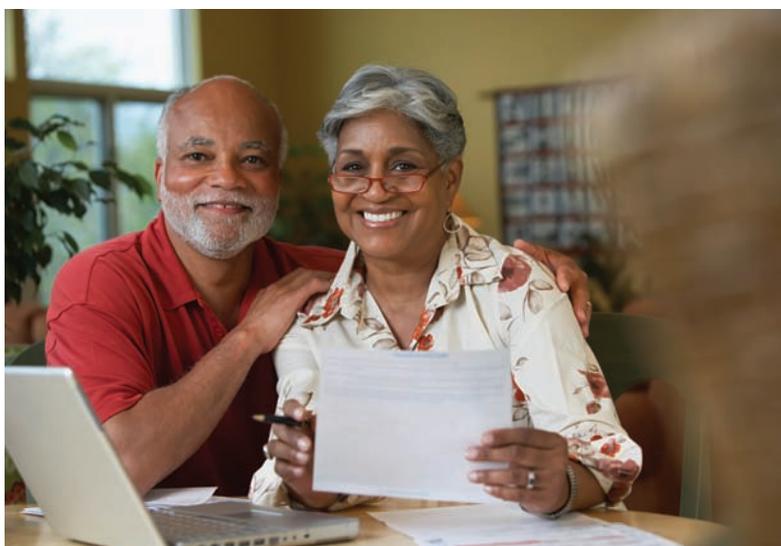
This information will also help your Advisor develop expense, investment, and income strategies, as well as suggest tax-saving products, that could potentially make your assets last longer or allow you to achieve your desired retirement lifestyle sooner. For example, delaying retirement, working part time for a few years, or saving more today can help bridge any financial gaps in your retirement plan.

Step 4

Review your written retirement plan presented by your CIBC Advisor

Your CIBC Advisor will present and review a detailed, written retirement plan with you, including strategies to help bring you closer to your goals. The specific strategies in your plan will be unique to your situation, reflecting your priorities and objectives.

Your plan will act as a guide and provide benchmarks we can refer to as we review your progress towards your goals in the years ahead.



Step 5

Put your plan into action

Now that you and your Advisor have reviewed and discussed your retirement plan, your Advisor will work with you to implement the strategies you have agreed upon. For example, your Advisor might recommend a tax-efficient income solution, such as a Registered Retirement Income Fund or Tax Free Savings Account (see below).



About RRIFs and other retirement income solutions

Under government legislation, you are required to convert your RRSP into a source of retirement income by the end of the year you turn 71, such as a RRIF or other permitted annuity. You have the following options at CIBC:

1. Convert to a Registered Retirement Income Fund (RRIF)
2. Make a cash withdrawal (which is taxable in the year you withdraw the funds)

For many Canadians, the best choice is to convert to a RRIF. RRIFs provide the following benefits:

Extended tax deferral, as capital can continue to grow inside your RRIF and is only taxed when withdrawn

Estate planning, as RRIF assets can pass directly to certain survivors to continue the tax-deferral benefits

Income flexibility, provided the minimum annual amount is withdrawn, you can withdraw the exact amount you need each year

Long-term payments, as a carefully managed RRIF can last throughout retirement

Control over your investments, as you choose the types of investments

Inflation protection, as the right mix of investments will increase your plan's growth potential and security

If you have a locked-in RRSP or a Locked-In Retirement Account (LIRA) — which holds pension funds you have transferred out of a former employer's registered pension plan prior to retirement — you generally have two conversion choices: buy a life annuity or convert to a Life Income Fund (LIF). A LIF is similar to a RRIF but has a legislative maximum annual withdrawal as well as a minimum withdrawal.

Remember that taxable withdrawals from your RRIF can be deposited to your Tax Free Savings Account (TFSA) — assuming you have contribution room — for future growth and estate planning advantages.

Step 6

Monitor and adjust your plan on an ongoing basis

Once your plan has been implemented, you can feel confident that the strategies we've recommended are hard at work helping to bring you closer to your retirement goals. But our commitment to your continued success doesn't end there.

You and your CIBC Advisor will regularly review your progress, making sure your plan is on track. Your Advisor will revisit some of your retirement goals to ensure your plan stays up-to-date with any changes in your life or your retirement priorities. For example, your Advisor may need to:

- Adjust your investment mix so it becomes more conservative as you approach retirement
- Consolidate investments to ensure you have the appropriate investment mix, reduce ongoing fees, and give you a full picture of your investments
- Help you consider all the options if an early retirement package from your employer is offered to you
- Develop a plan to convert your investments into a tax-efficient cash flow at retirement

These regular reviews also help us ensure that you are taking full advantage of any new opportunities that become available.



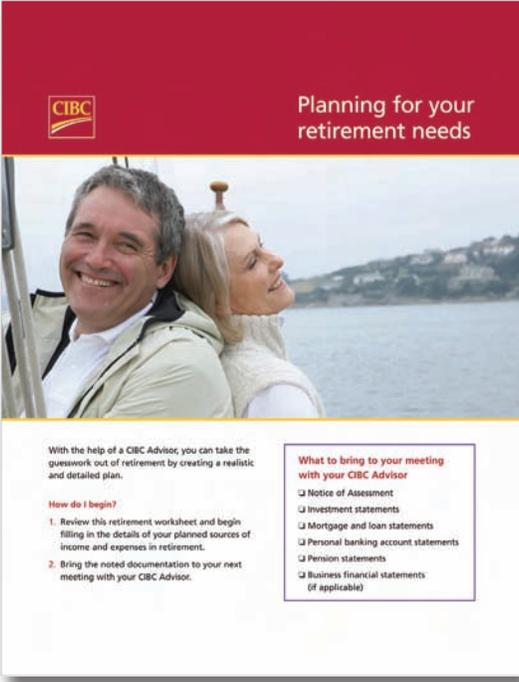


How to begin

By thinking about your retirement goals and learning about some of the financial solutions available, you have taken a very important step towards preparing for the retirement you want.

At CIBC we recognize that preparing to retire is important. With the help of your CIBC Advisor, you can create a realistic retirement plan and feel confident about your future.

The retirement worksheet that accompanies this guide will help you to start thinking about what retirement means to you, as well as understanding what type of information your CIBC Advisor needs to help you develop your retirement plan.



The image shows the cover of a CIBC guide titled "Planning for your retirement needs". The cover features the CIBC logo in the top left corner and a photograph of a smiling couple on a boat. Below the photo, there is text and a list of items to bring to a meeting with a CIBC Advisor.

CIBC Planning for your retirement needs

With the help of a CIBC Advisor, you can take the guesswork out of retirement by creating a realistic and detailed plan.

How do I begin?

1. Review this retirement worksheet and begin filling in the details of your planned sources of income and expenses in retirement.
2. Bring the noted documentation to your next meeting with your CIBC Advisor.

What to bring to your meeting with your CIBC Advisor

- ☐ Notice of Assessment
- ☐ Investment statements
- ☐ Mortgage and loan statements
- ☐ Personal banking account statements
- ☐ Pension statements
- ☐ Business financial statements (if applicable)

Retirement expertise you can count on

When you meet with a CIBC Advisor, you can be assured that you are dealing with a knowledgeable retirement professional. Your CIBC Advisor has the training and resources necessary to provide you with valuable insight and advice about your financial options.

If you're having a hard time getting started, remember that your CIBC Advisor is available to help at any phase of the process. As our client, you will always have access to professional advice and proven financial solutions.

Set up a meeting with a CIBC Advisor today. *It's worth a talk.*