

For advisor use only

# Advisor Guide

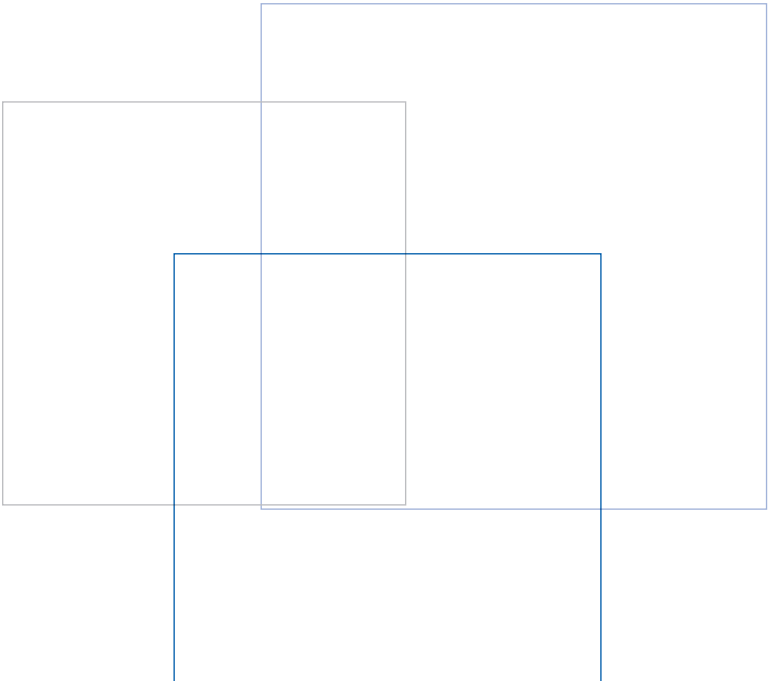
RBC Guaranteed Investment Funds

Insurance



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# RBC Guaranteed Investment Funds: Simplicity, strength, trust

In a world of uncertainties, RBC® Guaranteed Investment Funds (GIFs) can give your clients the confidence they need to invest and enhance your business at the same time. A powerful investment solution, they are backed by one of Canada's largest, most recognized financial institutions.

RBC GIFs are **segregated funds** that offer your clients:

## Simplicity.

This simple investment solution provides growth and protection all in one.

## Strength.

The underlying funds in RBC GIFs are managed by RBC Global Asset Management®, a world-class investment management firm and one of Canada's leading money managers.

## Trust.

Established in 1864, RBC has earned the trust of generations of Canadians.

**By recommending RBC GIFs to your clients, not only do your clients benefit, but you receive:**

- **Online sales support.** At our online Sales Resource Centre ([rbcinsurance.com/gif](http://rbcinsurance.com/gif)), you'll find everything you need to set your business up for success.
- **AdvisorTrax<sup>†</sup>.** To help you monitor and manage your RBC GIF client portfolios, AdvisorTrax provides you with online 24/7 access to your client portfolios.
- **Competitive compensation.** Your compensation consists of both commission and trailer fees.

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*RBC Guaranteed Investment Funds allow your clients to grow and protect their investments — for every stage of their life.*

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<sup>†</sup> AdvisorTrax is a trademark of L&T Infotech FSTI.

# MEETING YOUR CLIENTS' NEEDS FOR GROWTH AND PROTECTION

Segregated funds are insurance products that combine the growth potential of mutual funds with the security of principal guarantees along with estate planning benefits and more. Like mutual funds, segregated funds enable your clients to invest in professionally managed funds with a range of investment objectives. However, they also provide the following additional benefits.

**Principal guarantees.** Segregated funds protect your clients' capital with two kinds of guarantees:

- **Maturity guarantee.** Segregated funds are issued with a maturity date. On this date, the client is guaranteed to receive a minimum value (reduced proportionately for withdrawals and fees), even if the market value of the fund has declined.
- **Death benefit guarantee.** If your client passes away, their beneficiaries will receive either the market value of the fund or the minimum guaranteed amount (reduced proportionately for withdrawals and fees) — whichever is higher.

**Estate preservation.** Probate<sup>1</sup> is a public process that can be both costly and lengthy. Segregated funds pass directly to your clients' named beneficiaries. That means they do not form part of the deceased's estate and

do not attract probate fees or taxes in provinces and territories where they apply. In addition, by bypassing probate, segregated funds help to maintain your clients' privacy, and the proceeds can be paid out faster.

**Potential creditor protection.**<sup>2</sup> Under provincial laws, the interests of certain beneficiaries may override the claims of creditors. As a result, segregated funds, which are insurance products, may be protected from creditor claims in the event of bankruptcy. This feature may be especially attractive to your clients who are business owners or self-employed professionals.

**Resets.** Your clients may have the option to reset the value of some of their segregated funds, enabling them to lock in any gains earned. Resetting also resets the maturity date in most instances.



## RBC GIFS: A FLEXIBLE, EASY SOLUTION

RBC GIFs give your clients all the benefits of segregated funds and more. Your clients can:

- Start investing for as little as \$50 a month.
- Choose from a range of account options, including registered plans (RRSPs, RRIFs), locked-in registered plans (LIRA, LIF), Tax-Free Savings Accounts (TFSA) and non-registered accounts.
- Choose from three load structures (DSC, LSC, ISC).
- Hold multiple guarantee levels within one account.
- Access their money at any time.<sup>3</sup>
- Continue to deposit until age 90.

<sup>1</sup> Probate fees and requirements vary by province.

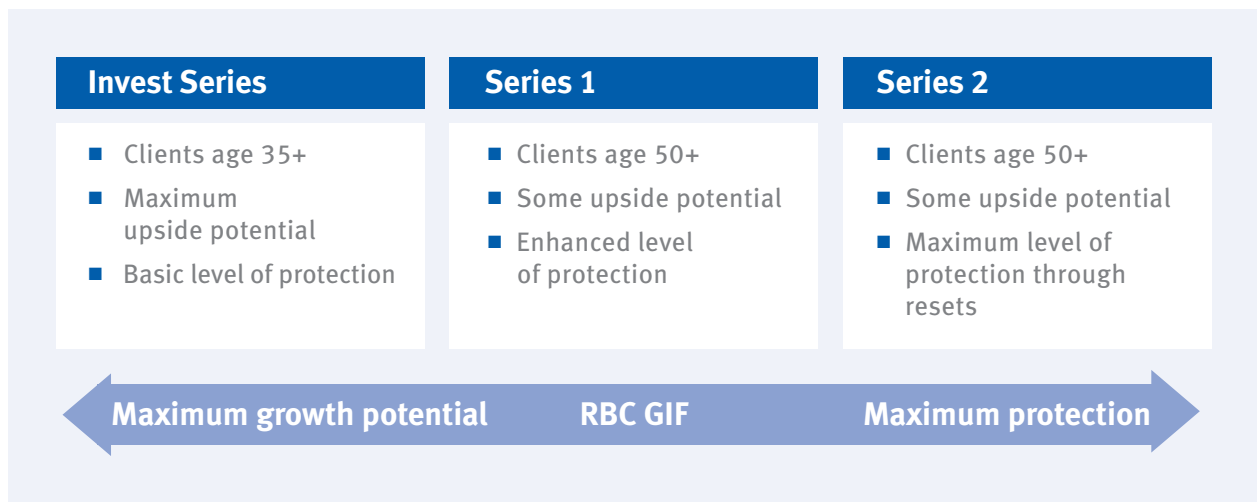
<sup>2</sup> For details on creditor protection, refer to [rbcinsurance.com/salesresourcecentre/file-112127.pdf](http://rbcinsurance.com/salesresourcecentre/file-112127.pdf). Clients should seek independent legal advice.

<sup>3</sup> Does not apply to all plan types; sales charges may apply.

## A SOLUTION FOR EVERY LIFE STAGE

To meet the needs of a wide range of investors, RBC GIFs are available in three series, each of which offers unique features along with the benefits common to all segregated funds.

Your younger clients, for example, may need more growth potential and be less concerned with guarantees while your older clients may be more risk-averse but still want some upside potential. Depending on the risk profile and life stage of any individual client, you might recommend a specific series or a combination of series.



This information is for illustration purposes only. Depending on a client's needs and objectives, different series or products may be appropriate.

The **Invest Series** is designed for younger investors, typically 35 years or older, who have a long investment horizon. These clients are looking for maximum growth potential from broadly diversified funds at a fee that is competitive. They require only a basic level of protection.

**Series 1** meets the needs of investors 50-plus or risk-averse investors who are looking for enhanced downside protection but still want market participation. These clients may be saving for retirement, saving for a specific goal or planning their estate.

**Series 2** is also for investors who are age 50-plus and investors who are very risk-averse. For maximum protection, these investors want the ability to lock in market growth annually in order to protect any acquired gains.

### Sales tip

Depending on a client's goals, objectives and risk tolerance, you can combine all three series in one account.

# RBC GUARANTEED INVESTMENT FUNDS: INVEST SERIES

The Invest Series provides a basic level of protection along with maximum growth potential. Of the three series, it provides the greatest range of investment options. Investors have access to 25 individual funds, including specialty funds, as well as four portfolio solutions. The quick payout on death may be an advantage for your clients who have young families to protect.

## Sales tip

Clients who are business owners, entrepreneurs or professionals will appreciate the potential creditor protection provided by RBC GIFs.

Invest Series	Key Features
Death benefit guarantee <sup>1</sup>	Greater of: <ul style="list-style-type: none"> <li>■ 100% of the market value on date of death, or</li> <li>■ 75% of premium value<sup>2</sup></li> </ul>
Maturity guarantee <sup>1</sup>	Payable at contract maturity date (age 100 in most cases) Greater of: <ul style="list-style-type: none"> <li>■ 100% of the market value, or</li> <li>■ 75% of premium value<sup>2</sup></li> </ul>
Resets	None
Latest age to deposit	Age 90 (for most plan types)
Fund options	<ul style="list-style-type: none"> <li>■ 25 individual funds, including specialty funds, offering broad diversification</li> <li>■ 4 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
Sales charge options	Deferred sales charge (DSC), low sales charge (LSC), initial sales charge (ISC)
Minimum initial purchase amount	<ul style="list-style-type: none"> <li>■ Lump sum: \$1,000 (\$10,000 for RRIF, LIF, LRIF, PRIF)</li> <li>■ PAD: \$50 per fund</li> </ul>
Minimum per fund	\$1,000 per sales charge option
Subsequent lump-sum purchases	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
Fund switches	<ul style="list-style-type: none"> <li>■ Maximum 5 unscheduled switch requests per year (within same series); subsequent switches subject to \$50 administration fee</li> <li>■ Free switches permitted within the same sales charge option</li> <li>■ Changing sales charge options (e.g., moving from DSC/LSC to ISC) will incur sales charge if redemption schedule has not expired</li> </ul>
Switches from Invest Series to any other series	Please ask your sales consultant for information on transfer programs that may be in place at the time of the transfer request
Redemptions	<ul style="list-style-type: none"> <li>■ Unscheduled: 2 free withdrawals per calendar year; subsequent withdrawals subject to \$50 administration fee</li> <li>■ Scheduled: \$100 minimum per fund for withdrawals from non-registered accounts; \$10,000 account-size minimum</li> </ul>

<sup>1</sup> Reduced proportionately for withdrawals and fees

<sup>2</sup> Premium value is the amount before sales charge deduction

## Consider recommending the RBC GIF Invest Series for your clients who:

Are looking for a competitively priced solution



Want maximum growth potential over the long term



Do not need enhanced guarantees



Would benefit from the estate planning features of segregated funds



Would benefit from the potential creditor protection of segregated funds



Want access to a diversified line-up of funds, including specialty funds like emerging markets and global convertible bonds



## INVEST SERIES: CASE STUDY

Joe is a 35-year-old self-employed contractor who is married and has two children. His business is not incorporated. He wants to ensure that his family is protected should something happen to his business or to him. He is starting to save for retirement and is looking for an opportunity to invest in a low cost portfolio of funds in order to maximize growth. He would also like to have some level of protection.

The RBC GIF Invest Series is a good choice for Joe because it will provide him with:

- Access to a wide range of fund options to maximize returns with competitive fees
- A death benefit guarantee providing some protection

<sup>1</sup> Payout occurs once all relevant requirements are received.

These case studies are examples of suitability only. Different clients may have different needs, which will impact the solutions that are recommended.

- Potential creditor protection
- A death benefit payout within days to his named beneficiaries should he pass away<sup>1</sup>

In addition, as Joe gets older and his needs change, he can invest in Series 1 or Series 2 for richer guarantees and more protection.

# RBC GUARANTEED INVESTMENT FUNDS: SERIES 1

Series 1 provides enhanced protection along with market participation. It's an attractive solution for your clients who are looking for protected accumulation over a long investment horizon or preserving their wealth in order to transfer it to their beneficiaries as part of their estate plan.

## Sales tip

Clients who are unable to qualify for insurance coverage can use the death benefit guarantee to bequeath something to their loved ones.

Series 1	Key Features
Death benefit guarantee <sup>1</sup>	Greater of: <ul style="list-style-type: none"> <li>■ 100% of the market value on date of death, or</li> <li>■ 100% of the deposit value for deposits made before age 80 plus 80% of the deposit value for deposits made after age 80, or</li> <li>■ 100% of the last 10-year maturity rollover for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>
Maturity guarantee <sup>1</sup>	Payable at 10-year deposit maturity date <sup>2</sup> Greater of: <ul style="list-style-type: none"> <li>■ 100% of the market value, or</li> <li>■ 75% of premium value<sup>3</sup></li> </ul>
Automatic resets	At 10-year deposit maturity date, there is an automatic reset of both maturity and death benefit guarantees
Latest age to deposit	Age 90 (for most plan types)
Fund options	<ul style="list-style-type: none"> <li>■ 22 individual funds, offering broad diversification</li> <li>■ 4 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
Sales charge options	Deferred sales charge (DSC), low sales charge (LSC), Initial sales charge (ISC)
Minimum initial purchase amount	<ul style="list-style-type: none"> <li>■ Lump sum: \$1,000 (\$10,000 for RRIF, LIF, LRIF, PRIF)</li> <li>■ PAD: \$50 per fund</li> </ul>
Minimum per fund	\$1,000 per sales charge option
Subsequent lump-sum purchases	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
Fund switches	<ul style="list-style-type: none"> <li>■ Maximum 5 unscheduled switch requests per year (within same series); subsequent switches subject to \$50 administration fee</li> <li>■ Free switches permitted within the same sales charge options</li> <li>■ Changing sales charge options (e.g., moving from DSC/LSC to ISC) will incur sales charge if redemption schedule has not expired</li> </ul>
Switches from Series 1 to any other series	Not permitted
Redemptions	<ul style="list-style-type: none"> <li>■ Unscheduled: 2 free withdrawals per calendar year; subsequent withdrawals subject to \$50 administration fee</li> <li>■ Scheduled: \$100 minimum per fund for withdrawals from non-registered accounts; \$10,000 account-size minimum</li> </ul>

<sup>1</sup> Reduced proportionately for withdrawals and fees.

<sup>2</sup> If deposits are made in more than one policy year, there will be multiple deposit maturity dates, deposit values and premium values that share the same anniversary date.

<sup>3</sup> Premium value is the amount before sales charge deduction.



## Consider recommending the RBC GIF Series 1 for your clients who:

Want to protect their legacy for their beneficiaries (100% death benefit guarantee for deposits before age 80) ✓

Would benefit from the estate planning features of segregated funds ✓

Want the security of a 10-year 75% maturity guarantee ✓

Would benefit from the potential creditor protection of segregated funds ✓

Want access to a diversified line-up of funds with no restrictions on investment choices ✓

Want the freedom to make deposits up to age 90 ✓

Want the flexibility to name a successor annuitant (where applicable) ✓



## SERIES 1: CASE STUDY

Martha, 68, is a retired widow with four children and six grandchildren. She has some of her savings earmarked for her family. Currently, she has \$100,000 invested in a conservative mutual fund portfolio. While Martha wants to maximize the value of her investments, she is not comfortable with stock market volatility.

Martha's advisor suggests that she transfer her savings to an RBC GIF Series 1. The 100% death benefit guarantee will maximize the legacy for her family. Suppose, for example, that at the time of her death the market value of her account is \$89,000 due to a market decline:

- Upon her death, the account would be topped up by \$11,000 to bring the death benefit up to 100% of the amount deposited.
- She would also be able to avoid the cost of going through the probate process (up to 4% of her assets including probate,<sup>1</sup> executor and legal fees). This would also maintain the privacy of her affairs.
- If there are any remaining sales charges, they will be waived.
- The death benefit would be paid directly to her beneficiaries, which may be faster than having her estate distribute them.

<sup>1</sup> For illustrative purposes only. Assuming a \$100,000 segregated fund portfolio for the province of Ontario. Probate fees vary by province.

These case studies are examples of suitability only. Different clients may have different needs, which will impact the solutions that are recommended.

# RBC GUARANTEED INVESTMENT FUNDS: SERIES 2

Series 2 is an attractive solution for your clients who are looking for even more protection for their wealth. With an annual optional reset option available to age 90, it offers a high level of protection along with market participation.

## Sales tip

Clients who are uncomfortable with market volatility can use the Series 2 annual reset option to lock in gains once a year.

Series 2	Key Features
Death benefit guarantee <sup>1</sup>	Greater of: <ul style="list-style-type: none"> <li>■ 100% of market value on date of death, or</li> <li>■ 100% of deposit value for deposits made before age 80 plus 80% of deposit value for deposits made after age 80, or</li> <li>■ 100% of the last 10-year maturity rollover or optional annual reset for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>
Maturity guarantee <sup>1</sup>	Payable at 10-year deposit maturity date <sup>2</sup> Greater of: <ul style="list-style-type: none"> <li>■ 100% of the market value, or</li> <li>■ 75% of premium value<sup>3</sup></li> </ul>
Resets	<ul style="list-style-type: none"> <li>■ 1 optional reset per calendar year before age 90 (reset extends maturity date)</li> <li>■ Automatic reset on both maturity guarantee and death benefit guarantee on the 10-year deposit maturity date</li> </ul>
Latest age to deposit	Age 90 (for most plan types)
Fund options	<ul style="list-style-type: none"> <li>■ 4 fixed-income funds</li> <li>■ 5 balanced funds</li> <li>■ 4 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
Sales charge options	Deferred sales charge (DSC), low sales charge (LSC), Initial sales charge (ISC)
Minimum initial purchase amount	<ul style="list-style-type: none"> <li>■ Lump sum: \$1,000 (\$10,000 for RRIF, LIF, LRIF, PRIF)</li> <li>■ PAD: \$50 per fund</li> </ul>
Minimum per fund	\$1,000 per sales charge option
Subsequent lump-sum purchases	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
Fund switches	<ul style="list-style-type: none"> <li>■ Maximum 5 unscheduled switch requests per year (within same series); subsequent switches subject to \$50 administration fee</li> <li>■ Free switches permitted within the same sales charge option</li> <li>■ Switches between sales charge options (e.g., moving from DSC/LSC to ISC) will incur sales charge if redemption schedule has not expired</li> </ul>
Switches from Series 2 to any other series	Not permitted
Redemptions	<ul style="list-style-type: none"> <li>■ Unscheduled: 2 free withdrawals per calendar year; subsequent withdrawals subject to \$50 administration fee</li> <li>■ Scheduled: \$100 minimum per fund for withdrawals from non-registered accounts; \$10,000 account-size minimum</li> </ul>

<sup>1</sup> Reduced proportionately for withdrawals and fees.

<sup>2</sup> If deposits are made in more than one policy year, there will be multiple deposit maturity dates, deposit values and premium values that share the same anniversary date.

<sup>3</sup> Premium value is the amount of deposit before sales charge deduction.

## Consider recommending the RBC GIF Series 2 for your clients who:

Want the ability to lock in gains every year with an annual optional reset option ✓

Want to protect their legacy for their beneficiaries (100% death benefit guarantee for deposits before age 80) ✓

Would benefit from the estate planning features and potential creditor protection of segregated funds ✓

Want the security of a 10-year 75% maturity guarantee ✓

Want the freedom to make deposits up to age 90 ✓

Want the flexibility to name a successor annuitant (where applicable) ✓

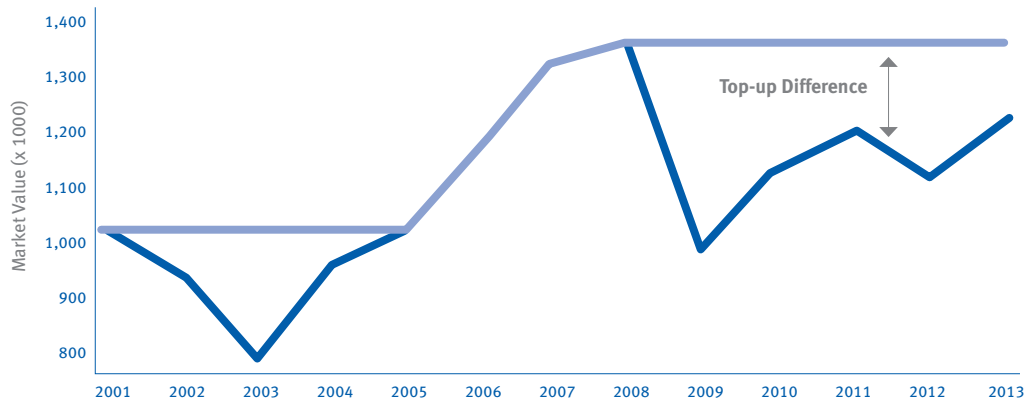
## SERIES 2: CASE STUDY

On December 31, 2000, on the advice of his advisor, 70-year-old Glenn invested \$1 million in the RBC Select Growth Guaranteed Investment Portfolio Series 2. Every year there was an increase in the investment's market value, he took advantage of the reset option to lock in those gains, resetting the maturity date and increasing the death benefit and maturity guarantee.

While Glenn is in good health and hopes to live a long life, he enjoys the peace of mind that comes from knowing his beneficiaries are protected from the effect of any market downturns on his legacy. The chart below shows how much the top-up would have been had Glenn passed away in a year when the markets were down.

These case studies are examples of suitability only. Different clients may have different needs, which will impact the solutions that are recommended.

Segregated fund in practice



### Assumptions:

1. 2001-2008 returns based on underlying mutual fund returns less differential between GIP Series 2 MER and A class. 2009 to 2013 are actual GIP returns.
2. Assume reset on December 31, every year.
3. Assume deposit made before age 80 = 100% death benefit guarantee. No withdrawals taken.
4. Market value at December 31 of each year.
5. Resets extend the guarantee period by 10 years. MERs of Series 2 are higher than MERs of Series 1.
6. Guarantees are reduced proportionately by withdrawals.

— Market Value of RBC Select Growth GIP Series 2  
— Death Benefit Guarantee

# RBC GIF LINE-UP

With a total of 25 individual funds and four portfolios to choose from, you can meet the investment needs of your clients, from the extremely conservative to the aggressive growth-oriented.

Asset Class	Fund Name	Available For		
		Invest Series	Series 1	Series 2
Money Market	RBC Canadian Money Market GIF	■	■	
Fixed Income	RBC Canadian Short-Term Income GIF	■	■	■
	RBC Bond GIF	■	■	■
	RBC PH&N Total Return Bond GIF	■	■	■
	RBC Global Bond GIF	■	■	■
	RBC BlueBay Global Convertible Bond GIF (Canada)	■	■	■
Balanced	RBC High Yield Bond GIF	■	■	
	RBC Balanced GIF	■	■	■
	RBC Conservative Growth & Income GIF	■	■	■
	RBC Balanced Growth & Income GIF	■	■	■
	RBC PH&N Monthly Income GIF	■	■	■
Portfolio Solutions	RBC Global Balanced GIF	■	■	■
	RBC Select Conservative GIP <sup>1</sup>	■	■	■
	RBC Select Balanced GIP	■	■	■
	RBC Select Growth GIP	■	■	■
Canadian Equity	RBC Select Aggressive Growth GIP	■	■	■
	RBC Canadian Dividend GIF	■	■	
	RBC Canadian Equity GIF	■	■	
	RBC O'Shaughnessy All-Canadian Equity GIF	■	■	
North American Equity	RBC PH&N Canadian Income GIF	■	■	
	RBC North American Value GIF	■	■	
U.S. Equity	RBC North American Growth GIF	■	■	
	RBC U.S. Dividend GIF	■	■	
	RBC U.S. Equity GIF	■	■	
International and Global Equity	RBC O'Shaughnessy U.S. Value GIF	■	■	
	RBC O'Shaughnessy International Equity GIF	■	■	
	RBC Emerging Markets Dividend GIF	■	■	
	RBC Global Dividend Growth GIF	■	■	
	RBC Global Equity GIF	■		

<sup>1</sup> GIP refers to Guaranteed Investment Portfolio

# RBC GLOBAL ASSET MANAGEMENT: A TRADITION OF INVESTMENT EXCELLENCE

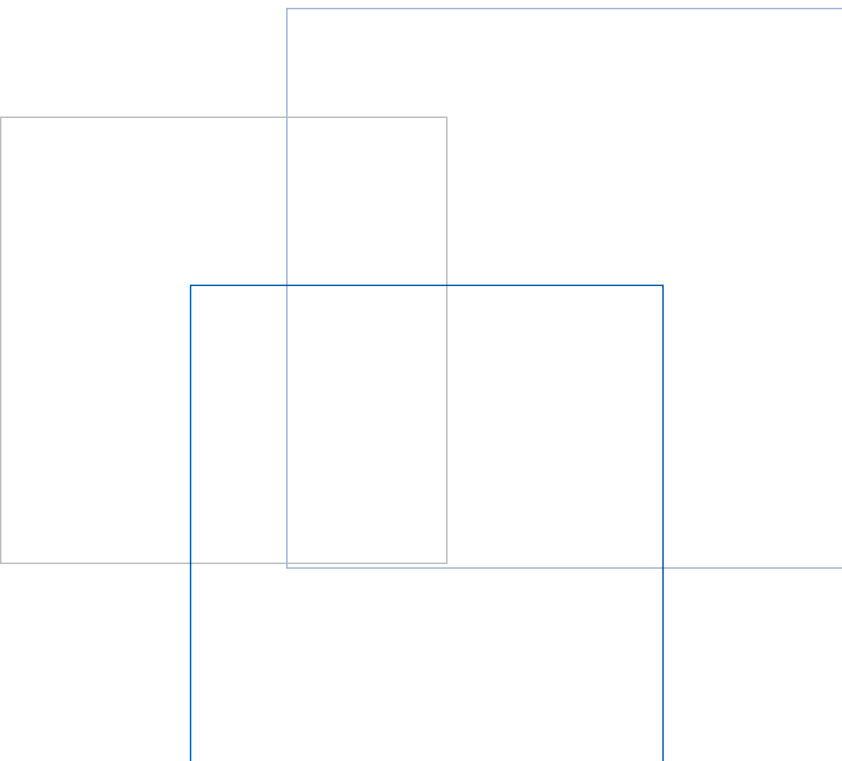
Investment management for RBC GIFs is provided by RBC Global Asset Management (RBC GAM). RBC GAM's highly experienced global investment management and research team of over 334 on-the-ground professionals combines global perspective with local expertise to deliver strong value for clients.

RBC GAM spans the world with eight offices in key markets that serve clients in over 30 countries. With C\$379 billion in assets under management, RBC Global Asset Management is part of RBC Wealth Management, which is one of the world's top five largest wealth managers<sup>1</sup>, and the trusted choice of millions of investors. Within RBC GIF, you can offer your clients access to RBC GAM's award-winning solutions:

- **RBC GAM family of funds, which includes RBC Funds, PH&N Funds and BlueBay Funds**, provide a broad range of domestic funds, global funds and portfolio solutions to meet clients' evolving needs and life stages. In 2014, RBC GAM was recognized by Lipper Canada as the Best Overall Funds Group. Since the inception of these awards eight years ago, RBC GAM and PH&N have received this distinction seven times.
- **Phillips, Hager & North Investment Management (PH&N IM)** is one of Canada's most respected institutional fixed-income managers. In 2014, PH&N IM was named a 2014 Greenwich Quality Leader in Canadian Institutional Investment Management Service.
- **BlueBay Asset Management** is a leading global fixed-income specialist that delivers unique solutions to retail and institutional clients. Based in London, U.K., and with offices in the U.S., Luxembourg, Hong Kong and Japan, BlueBay manages over C\$61 billion in assets under management.

<sup>1</sup> Scorpio Partnership Global Private Banking KPI Benchmark 2014.

All above figures are reported in Canadian dollars and as of June 30, 2015.





## AWARD-WINNING INVESTMENT SOLUTIONS

RBC GAM brings your clients the best of the world through a combination of focused expertise, deep experience, global reach and award-winning investment solutions:

### Lipper's<sup>1</sup> Best Funds Group Overall for seven of the past eight years

RBC GAM 2014, 2015  
PH&N Funds 2010, 2011, 2012, 2013  
RBC Funds 2007, 2008

### Lipper's Best Bond Funds Group for seven of the past eight years

PH&N Funds 2007, 2008, 2010, 2011, 2012, 2013  
RBC Funds 2009

### 2014 Morningstar Fixed Income Manager of the Year

PH&N Fixed Income Team

### 2014 Pension and Investment Providers Global Fixed Income and Emerging Market Debt Awards

BlueBay Asset Management

## A Leading Portfolio Management Team

- 2014, RBC GAM was chosen as the **TopGun Investment Team of the Year** by Brendan Wood International
- An industry-leading 10 portfolio managers – including five in the top 10 - were honoured as **TopGun Investment Minds** in 2014
- RBC GAM named 2012 **Morningstar Analyst's Choice Fund Company of the Year**
- BlueBay Asset Management named **Emerging Markets Manager of the Year** by Financial News in 2014
- BlueBay Asset Management received the **Investment Excellence Award for European Fixed Income** in 2014

## Introduce your clients to the investment power – and protection – of RBC GIFs

There is confidence in knowing that your clients' assets are well invested and well protected. To learn more about building your business by offering RBC GIFs to your clients, please visit [rbcinsurance.com/gif](http://rbcinsurance.com/gif) or contact your sales consultant.

- MGA: 1-866-235-4332
- IIROC/MFDA: 1-888-770-2586, option #3

<sup>1</sup>The 2014 and 2015 Lipper Awards were based on best risk-adjusted performance for the periods ended July 31, 2014 and 2015, respectively. Lipper Awards for 2011, 2012 and 2013 were based on the periods ended October 31, 2010, 2011 and 2012, respectively. Lipper Awards for 2010 were based on the period ended November 30, 2009. Lipper Awards for 2007, 2008 and 2009 were based on the periods ended December 31, 2006, 2007 and 2008, respectively. Lipper Inc. is a Thomson Reuters company. RBC Guaranteed Investment Funds are individual variable annuity contracts and are referred to as segregated funds. RBC Life Insurance Company is the sole issuer and guarantor of the guarantee provisions contained in these contracts. The underlying mutual funds and portfolios available in these contracts are managed by RBC Global Asset Management Inc. When clients deposit money in an RBC Guaranteed Investment Funds contract, they are not buying units of the RBC Global Asset Management Inc. mutual fund or portfolio and therefore do not possess any of the rights and privileges of the unit holders of such funds.

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**Any amount that is allocated to a segregated fund is invested at the risk of the contract holder and may increase or decrease in value.** RBC Guaranteed Investment Funds are individual variable annuity contracts and are referred to as segregated funds. RBC Life Insurance Company is the sole issuer and guarantor of the guarantee provisions contained in these contracts. The underlying mutual funds and portfolios available in these contracts are managed by RBC Global Asset Management Inc. Details of the applicable Contract are contained in the RBC GIF Information Folder and Contract at [www.rbcinsurance.com/gif](http://www.rbcinsurance.com/gif).

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\*AdvisorTrax is a trademark of L&T Infotech FSTI.

## Fund options and MERs

The table below indicates the MER for each fund option. Fund Codes can be found on the application forms.

Fund and Category	Invest Series MERs	Series 1 MERs	Series 2 MERs
<b>Money Market</b>			
RBC Canadian Money Market GIF	0.71	0.71	–
<b>Fixed Income</b>			
RBC Canadian Short-Term Income GIF	1.81	2.02	2.22
RBC Bond GIF	1.80	2.03	2.23
RBC PH&N Total Return Bond GIF	1.80	2.05	2.25
RBC Global Bond GIF	2.20	2.42	2.62
RBC BlueBay Global Convertible Bond GIF	2.73	–	–
RBC High Yield Bond GIF	2.20	2.60	–
<b>Balanced</b>			
RBC Balanced GIF	2.47	2.77	2.97
RBC Conservative Growth & Income GIF	2.33	2.53	2.61
RBC Balanced Growth & Income GIF	2.57	2.79	2.99
RBC PH&N Monthly Income GIF	2.43	2.75	2.95
RBC Global Balanced GIF	2.47	2.78	2.98
<b>Portfolio Solutions</b>			
RBC Select Conservative GIP	2.33	2.61	2.80
RBC Select Balanced GIP	2.43	2.71	2.89
RBC Select Growth GIP	2.64	2.94	3.15
RBC Select Aggressive Growth GIP	2.74	3.16	3.49
<b>Equity</b>			
RBC Canadian Dividend GIF	2.37	2.76	–
RBC Canadian Equity GIF	2.65	3.02	–
RBC O'Shaughnessy All-Canadian Equity GIF	2.65	3.08	–
RBC PH&N Canadian Income GIF	2.50	2.83	–
RBC North American Value GIF	2.70	3.06	–
RBC North American Growth GIF	2.67	3.03	–
RBC U.S. Dividend GIF	2.69	3.07	–
RBC U.S. Equity GIF	2.67	3.18	–
RBC O'Shaughnessy U.S. Value GIF	2.70	3.15	–
RBC O'Shaughnessy International Equity GIF	2.85	3.33	–
RBC Emerging Markets Dividend GIF	2.99	–	–
RBC Global Dividend Growth GIF	2.85	3.30	–
RBC Global Equity GIF	2.85	–	–

MERs are estimates effective January 1, 2015. These MERs are subject to change at any time and may increase. Actual MERs, including HST, will be published in the annual audited financial statements.

## Redemption

	DSC			LSC
	Money Market Category	Fixed Income Category	Balanced, Equity and Portfolio Solutions Categories	All Asset Classes
Year 1	2.25%	4.50%	5.50%	3.00%
Year 2	2.00%	4.00%	4.50%	2.75%
Year 3	1.75%	3.50%	4.00%	2.50%
Year 4	1.25%	3.00%	3.50%	0.00%
Year 5	1.00%	2.50%	3.00%	n/a
Year 6	0.75%	2.00%	2.50%	n/a
Year 7	0.50%	1.50%	1.50%	n/a
Year 8	0.00%	0.00%	0.00%	n/a

## Compensation

Compensation is the same across all three series.

Compensation <sup>1</sup>	DSC	LSC	ISC
<b>Money Market Category</b>			
Commission	2.00%	2.00%	Up to 2.00%
Trailer <sup>2,3</sup>	0.20%	0.40%	0.40%
<b>Fixed Income Category</b>			
Commission	3.50%	2.00%	Up to 5.00%
Trailer <sup>2</sup>	0.25%	0.50%	0.50%
<b>Balanced, Equity and Portfolio Solutions Categories</b>			
Commission	5.00%	2.00%	Up to 5.00%
Trailer <sup>2</sup>	0.50%	1.00%	1.00%

<sup>1</sup> Gross compensation at the MGA/national account level.

<sup>2</sup> Trailers are paid quarterly.

<sup>3</sup> Please refer to your compensation schedule for current money market trailers as these may fluctuate.

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# RBC® Guaranteed Investment Funds at a glance. For advisor use only.



Feature	Invest Series	Series 1	Series 2
For clients focused on	Accumulation	Accumulation, estate planning, decumulation	Accumulation, estate planning, decumulation
Highlights	Provides maximum growth potential with a basic level of protection	Provides some growth potential with an enhanced level of protection	Provides some growth potential with a maximum level of protection
Death benefit guarantee <sup>1</sup>	Greater of: <ul style="list-style-type: none"> <li>100% of market value on date of death, or</li> <li>75% of premium value<sup>2</sup></li> </ul>	Greater of: <ul style="list-style-type: none"> <li>100% of market value on date of death, or</li> <li>100% of deposit value for deposits made before age 80 plus 80% of deposit value for deposits made after age 80, or</li> <li>100% of the last 10-year maturity rollover for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>	Greater of: <ul style="list-style-type: none"> <li>100% of market value on date of death, or</li> <li>100% of deposit value for deposits made before age 80 plus 80% of deposit value for deposits made after age 80, or</li> <li>100% of the last 10-year maturity rollover or annual reset for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>
Maturity guarantee <sup>1</sup>	Payable at contract maturity date (age 100 in most cases) Greater of: <ul style="list-style-type: none"> <li>100% of market value, or</li> <li>75% of premium value<sup>3</sup></li> </ul>	Payable at the 10-year deposit maturity date <sup>3</sup> Greater of: <ul style="list-style-type: none"> <li>100% of market value, or</li> <li>75% of premium value<sup>3</sup></li> </ul>	
Client-initiated resets	None	None	1 optional reset per calendar year before age 90 (reset extends maturity date)
Automatic resets	None	Automatic reset on both maturity guarantee and death benefit guarantee on the 10-year deposit maturity date	
Latest age to deposit	90 for most plan types		
Fund options	<ul style="list-style-type: none"> <li>25 individual funds, including specialty funds, offering broad diversification</li> <li>4 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>	<ul style="list-style-type: none"> <li>22 individual funds, offering broad diversification</li> <li>4 portfolio solutions adapted to your clients' risk tolerance and automatically rebalanced for market movements</li> </ul>	<ul style="list-style-type: none"> <li>4 fixed-income funds</li> <li>5 balanced funds</li> <li>4 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
Sales charge options	Deferred sales charge (DSC), low sales charge (LSC), initial sales charge (ISC)		
Minimum initial purchase amount	<ul style="list-style-type: none"> <li>Lump sum: \$1,000 (\$10,000 for RRIF, LIF, LRIF, PRIF)</li> <li>PAD: \$50 per fund</li> </ul>		
Minimum per fund	\$1,000 per sales charge option		
Maximum deposit	\$1,000,000 per annuitant (cumulative across all policies).		
Subsequent lump-sum purchases	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)		
Fund switches <sup>4</sup>	<ul style="list-style-type: none"> <li>Maximum 5 unscheduled switch requests per year (within same series); subsequent switches subject to \$50 administration fee</li> <li>Free switches permitted within the same sales charge options</li> <li>Changing sales charge options (e.g., moving from DSC/LSC to ISC) will incur sales charge if redemption schedule has not expired</li> </ul>		
Switches between series	Please ask your sales consultant for information on transfer programs that may be in place at the time of the transfer request	Not permitted	
Redemptions <sup>4</sup>	<ul style="list-style-type: none"> <li>Unscheduled: 2 free withdrawals per calendar year; subsequent withdrawals subject to \$50 administration fee</li> <li>Scheduled: \$100 minimum per fund for withdrawals from non-registered accounts; \$10,000 account-size minimum</li> </ul>		

<sup>1</sup> Reduced proportionately for withdrawals and fees.

<sup>2</sup> Premium value is the amount of deposit before sales charge deduction.

<sup>3</sup> If deposits are made in more than one policy year, there will be multiple deposit maturity dates, deposit values and premium values that share the same anniversary date.

<sup>4</sup> Switches and redemptions within 90 days of deposit will incur a 2% short-term trading fee.

# RBC® Guaranteed Investment Funds.

## New account reference guide. For advisor use only.



Insurance

Using the appropriate forms will save you time and minimize processing delays. This quick reference guide lists the documents you will need when opening a new account.

Forms Required	NON-REGISTERED CONTRACTS						TAX-FREE SAVINGS ACCOUNTS	REGISTERED CONTRACTS				
	Non-Registered	In-Trust Child (Informal Trust)	Formal Trust	Corporate Account	Partnership Account	Non-Corporate Account	TFSA	Retirement Savings Plan (RSP)	Spousal Retirement Savings Plan (SRSP)	LIRA/LRSP/ RLSP <sup>1</sup>	Retirement Income Fund (RIF)	LIF/RLIF/ PRIF/LRIF <sup>2</sup>
Application for Registered and Non-Registered	■	■	■	■	■	■		■	■	■	■	■
Application for TFSA							■					
Declaration of Trust for Minor		■										
a. Certificate of Corporate Status OR Corporate Profile Report				■								
b. Certificate of Incorporation OR Articles of Incorporation				■								
c. Letters of Patent (if applicable)				■		■						
d. Certificate of Incumbency OR List of Signing Authorities				■	■	■						
e. Articles of Association						■						
f. Registered Declaration of Partnership OR Partnership Agreement					■							
g. Trust Document			■									
Locked-in Pension Funds Compliance Form									■			■
Spousal Waiver OR Consent Form <sup>3</sup>												■
Original Personalized VOID Cheque <sup>4</sup> (Optional)	■	■	■	■	■	■	■	■	■		■	■
Trading Authorization Form <sup>5</sup> (Optional)	■	■	■	■	■	■	■	■	■	■	■	■
Source of Funds and Third-Party Declaration <sup>6</sup>	■	■	■	■	■	■	■	■	■			
Non-Individual Owner Form <sup>7</sup>		■	■	■	■	■						
Transfer Document for Registered Plans <sup>8</sup>							■	■	■	■	■	■
Transfer Authorization for Non-Registered Accounts (if applicable)	■											

<sup>1</sup> Includes Locked-in Retirement Account, Locked-in Retirement Savings Plan, Restricted Locked-in Savings Plan.

<sup>2</sup> Includes Life Income Fund, Restricted Life Income Fund, Prescribed Retirement Income Fund, Locked-in Retirement Income Fund.

<sup>3</sup> Please complete the applicable form for the jurisdiction (provincial/federal) the pension funds are governed by.

<sup>4</sup> Required if pre-authorized debit is requested for scheduled contributions OR to receive scheduled payments for direct deposits of RIF, LIF, LRIF, PRIF, RLIF, TFSA, non-registered payments.

<sup>5</sup> Required if owner(s) elect(s) to authorize RBC Insurance to process specific transactions upon the direction of the advisor only.

<sup>6</sup> This form must be completed whenever the policy application is being made on behalf of an individual or entity other than the proposed owner and/or payments will be made to the policy by an individual or entity other than the proposed owner.

<sup>7</sup> This form must be completed whenever the owner of the contract is a Corporation or a Non-Corporate entity (e.g. corporations, partnerships, trusts, associations or other organizations).

<sup>8</sup> The applicable forms (e.g. T2033, T2151, RBC Insurance Transfer Authorization for Registered Investments, etc.) are required when transferring from one registered plan to another (including TFSA).

## SUPPORTING YOUR BUSINESS

In addition to a robust selection of product solutions, RBC Insurance is committed to providing you with the tools, resources and information you need to succeed.

### Online Sales Resource Centre

On the RBC Insurance Sales Resource Centre, you'll find sales tools, professionally developed marketing materials, product and regulatory updates, market and economic outlooks from RBC GAM, and resources to help you manage and build your business. You can order ads, forms and marketing materials as well as access procedural information and forms to help you manage your clients' needs efficiently and effectively. Visit [rbcinsurance.com/gif](http://rbcinsurance.com/gif) to learn more.

### AdvisorTrax<sup>†</sup>

From the Sales Resource Centre, you can also access AdvisorTrax, an easy-to-use online tool designed to help you monitor and manage your client portfolios. You can list all your accounts, complete with account numbers and assets under management, and then filter the data based on select criteria. User-friendly drop-down menus make it easy to find the information you want, fast, such as:

- Annuitant details and status
- Detailed beneficiary info, including splits for primary and secondary beneficiaries
- Historical client confirmations
- Contract-level information, including deposit maturity date, guaranteed values and contract maturity

To register for AdvisorTrax, visit [rbcinsurance.com/gif](http://rbcinsurance.com/gif) or call our Dealer Services Centre at 1-866-372-2443.

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To learn more about RBC GIFs, please visit [rbciinsurance.com/gif](http://rbciinsurance.com/gif) or speak with your sales consultant.

- MGA: 1-866-235-4332
- IIROC/MDA: 1-888-770-2586, option #3



**Insurance**