



CALIGIURI FINANCIAL GROUP INC.

YOUR FINANCIAL SECURITY

NEW IDEAS FOR YOUR STRONGER FINANCIAL FUTURE



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Real people, real claims

“It took me a year to realize the need for critical illness insurance; thankfully I did so before I needed it.”

Amy, who lives in Vancouver, B.C., is a critical illness insurance policyholder. While on vacation in 2008 she and her husband received the news everyone dreads: a diagnosis of Stage Three breast cancer. This is her story.*

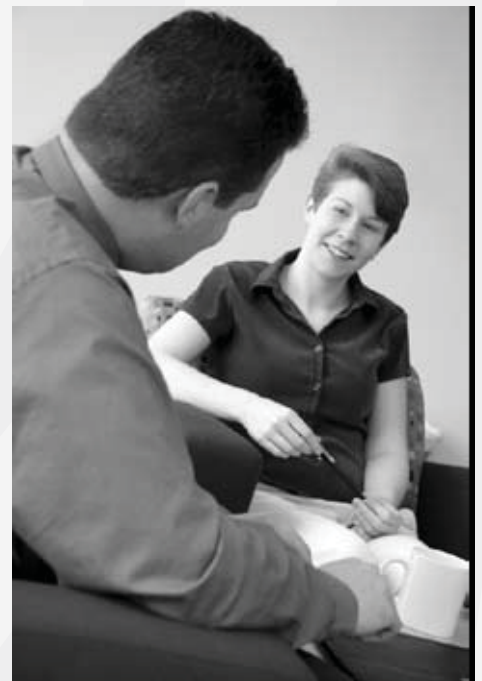
“Immediately following the diagnosis I made a phone call to my financial security advisor to inform her of the news. Two months after undergoing surgery I began chemotherapy.”

Amy said her husband submitted a claim to her insurer on her behalf. The company reviewed the information and “paid my claim less than a month later.”

“My family and I had a cheque for \$100,000 personally delivered to us.”

“I recall my financial security advisor presenting me with this critical illness contract two years ago. At that time I was not a believer and considered myself a ‘tough sell’. It took me a year to realize the need for critical illness insurance; thankfully I did so before I needed it. My policy had a 50 per cent rating for family history.”

Amy said the money has definitely come in handy for all of the hidden costs associated with a critical illness. In addition to incidentals that add up, she said she has learned there is medication that isn’t covered as part of the treatment and must be paid for out-of-pocket.



A critical illness can strike any of us at anytime. Critical illness insurance is one way you can help protect yourself and your family from the financial hardship that often accompanies such an illness and allow everyone to focus on a successful recovery. Your financial security advisor can provide more details on this important piece of a comprehensive financial security plan.

*The information and views expressed are solely those of the individual represented but may have been edited for brevity.

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Get level income for life with an insured annuity strategy

Do your retirement plans depend on fixed income investments?

If so, you may be asking, "What happens to my retirement income if the interest rate on my fixed income investments is too low at renewal, because of market volatility?"

The promise of steady retirement income can help ease these concerns. This is especially true during economic uncertainty. One way to achieve this is with an individual insured annuity.

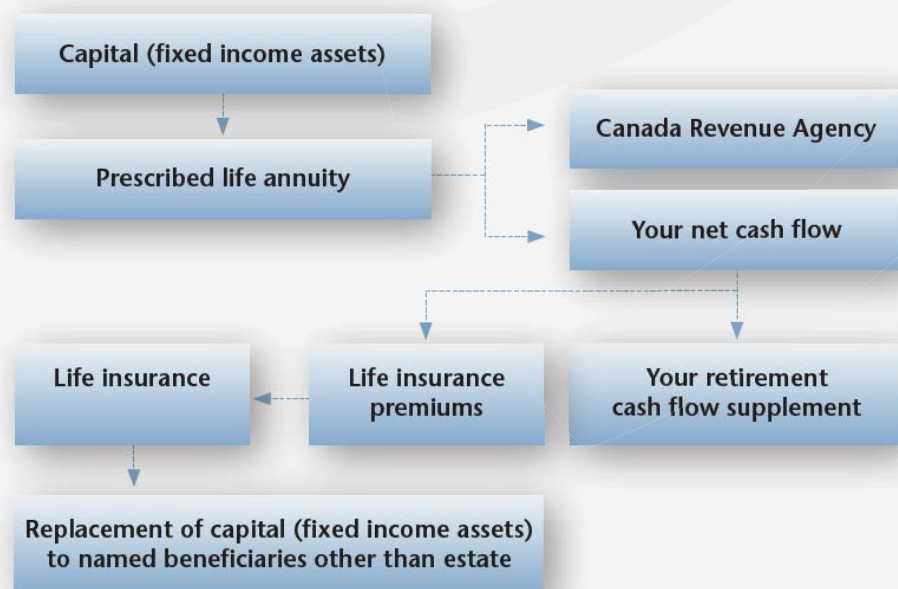
The individual insured annuity strategy

This financial strategy can significantly improve your after-tax cash flow. It can give you a stable source of income during retirement.

It also funds a life insurance policy. This policy can enhance the value of your estate. In effect, it can put back into your estate what the recession has taken out.

1. Using capital previously allocated to fixed income investments, you buy a life payout annuity with level, prescribed taxation. Before buying the annuity, you must purchase the appropriate life insurance.
2. The annuity provides you with a series of guaranteed payments for life. The payments remain level, not subject to market fluctuations.
3. You use some of the annuity's cash flow to pay for your permanent life insurance policy.
4. The policy's death benefit can replace or enhance the original fixed income investments and pass them to your heirs.

How it works



For more information on how the individual insured annuity strategy can help you generate level retirement income for life, contact your financial security advisor.

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Maximize the flexibility of a TFSA: Think long term

The tax-free savings account (TFSA) has proven a popular vehicle for Canadians to reach their short-term savings goals. Many have used the account to invest in guaranteed investment certificates (GICs), high-interest savings accounts and term deposits. Using this account type to meet short-term needs may be appropriate for you, but a TFSA is most powerful as part of your long-term financial security plan.

Most Canadians view the registered retirement savings plan (RRSP) as the primary vehicle for long-term retirement savings, but a TFSA has benefits such as tax-free growth, that complement long-term savings too. Withdrawals don't increase taxable income and don't affect eligibility for income-tested credits such as old age security (OAS), age credit, or the goods and services tax (GST) credit.

Which to do first, if you can't do both

Investing fully in both accounts would offer the most tax savings, but not everyone is capable of doing so. Deciding to which you should contribute at any given time – RRSP or TFSA – depends on several factors, including your current and future tax rates. When combining both savings vehicles with a long-term view, it's important to consider when you intend to withdraw money from your account. Although what you do will depend on your unique situation, consider the following:

Compare your current situation to the future.	Which first, TFSA or RRSP?	Rationale
Do you expect your tax rate when you withdraw money to be the same as your tax rate today?	Either TFSA or RRSP	Both accounts will provide similar benefits over the long term.
Do you expect your tax rate when you withdraw money to be lower than it is today?	RRSP first, then TFSA	The immediate tax savings from the RRSP will likely be greater than the tax you'll pay on withdrawal.
Do you expect your tax rate to be higher than it is today?	TFSA first, then RRSP	TFSA may actually save you more taxes since you'll have proportionately higher taxes on your RRSP withdrawals than you'll receive in benefits when you contribute

TFSA

Quick facts

- Available to individuals age 18 and over
- Contribute up to \$5,000 per year. The contribution limit is indexed to inflation.
- Carry forward unused contribution room indefinitely, like an RRSP
- Pay no tax on investment income and withdrawals
- Give money to a spouse to contribute to his or her TFSA without tax consequences

If you're planning for retirement, close to retirement, or even in retirement now, a TFSA might be right for your financial security plan.

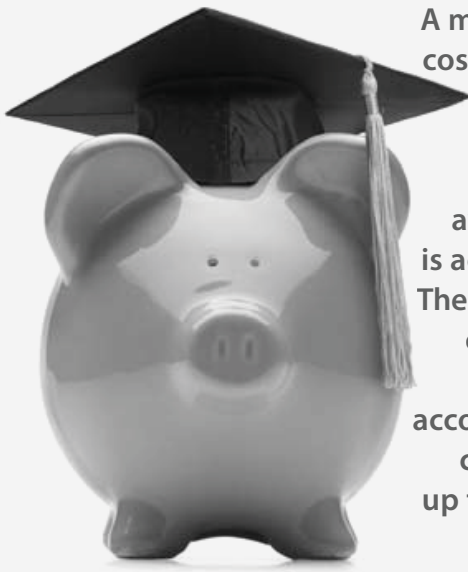
Speak to your financial security advisor and investment representative to learn how a TFSA fits for both the short and long term.

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Accommodation strategy that could help offset the high cost of a higher education



A major part of the cost of a university or college education for students living away from home is accommodation. The cost of living on campus or even sharing rental accommodation off campus can add up to thousands of dollars a year.

If you and your child are facing this situation there's a strategy parents can employ that will help defray this expense, potentially fully recover the cost of the child's accommodation and possibly even make some money.

Purchase a property for your child to live in while attending school.

Here's how it works: A parent(s) purchases the property for as little as five per cent down. Unused bedrooms are then offered to friends or other students and any income is used to help defray the monthly mortgage payment and maintenance. Once the child graduates, the property is sold to recover the majority of the original investment or perhaps even generate a profit.

Many lenders are happy to provide mortgages for such situations. Usually some conditions apply and below are some of the more common ones:

- Only Single family homes qualify.
- Home must be occupied by a member of the immediate family.
- All qualifying applicants, including the resident family member, must be on title
- Property must be in good condition and marketable.
- Borrowers must have a good credit rating, stable income, positive net worth and the down payment from their own resources.
- Rental income is not considered in debt servicing requirements.
- Subject to qualification, financing up to 95 per cent loan-to-value could be available.

Bear in mind these conditions apply to situations where a child of the parent is actually living in the property. Lenders generally have other conditions and qualifications for strictly rental properties.

If you have a child in, or about to head off to, university or college, your financial security advisor can put you in touch with a mortgage planning specialist who can provide more information about this strategy to help offset the high cost of a higher education.

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