



# Advisor Guide

## RBC Guaranteed Investment Funds

FOR ADVISOR USE ONLY



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 can 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, not only will your clients benefit, but you'll 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.
- **WealthLink<sup>‡</sup>.** To help you monitor and manage your RBC GIF client portfolios, WealthLink will provide you with online 24/7 access to your client portfolios.
- **Competitive compensation.** Your compensation will consist of both commission and trailer fees.

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

## 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. They also provide the following 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 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 (LIRAs, LIFs), Tax-Free Savings Accounts (TFSA) and non-registered accounts
- Choose from various load structures (DSC, LSC, ISC, CBO, FSC)
- 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.

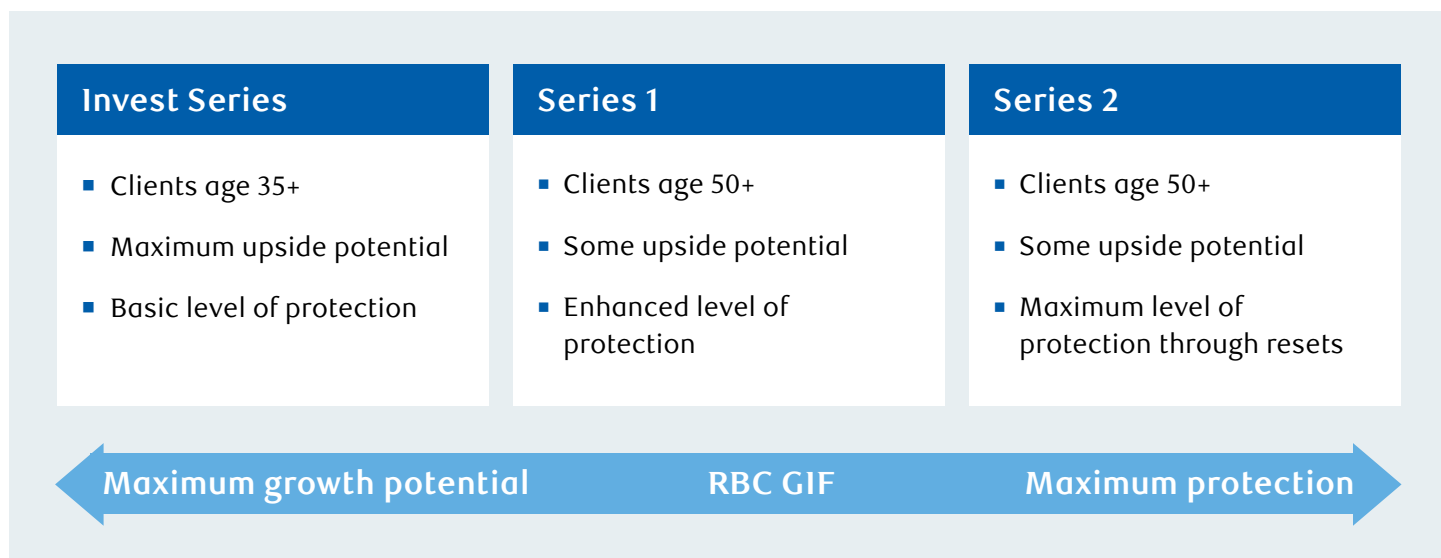
<sup>2</sup> For details on creditor protection, refer to [rbcinsurance.com/salesresourcecentre/file-112127.pdf](https://www.rbcinsurance.com/salesresourcecentre/file-112127.pdf). Clients should seek independent legal advice.

<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 an 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 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 for investors who are age 50-plus and very risk-averse. For maximum protection, these investors want the ability to lock in market growth annually 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 28 individual funds, including specialty funds, as well as eight 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 RBC GIFs provide.

Invest Series	Key Features
<b>Death benefit guarantee<sup>1</sup></b>	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>
<b>Maturity guarantee<sup>1</sup></b>	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>2</sup></li> </ul>
<b>Resets</b>	None
<b>Latest age to deposit</b>	Age 90 (for most plan types)
<b>Fund options</b>	<ul style="list-style-type: none"> <li>28 individual funds, including specialty funds, offering broad diversification</li> <li>8 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
<b>Sales charge options</b>	Deferred sales charge (DSC), low sales charge (LSC), initial sales charge (ISC), advisor chargeback sales charge (CBO), <sup>3</sup> F sales charge (FSC) <sup>3</sup>
<b>Minimum initial purchase amount</b>	<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>
<b>Minimum per fund</b>	\$1,000 per sales charge option
<b>Subsequent lump-sum purchases</b>	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
<b>Fund switches</b>	<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 same sales charge option</li> <li>Changing sales charge options (e.g. moving from DSC/LSC /CBO to ISC or FSC) will incur sales charge if redemption schedule has not expired. Note: ISC to CBO is not permitted.</li> </ul>
<b>Switches from Invest Series to any other series</b>	Please ask your sales consultant for information on transfer programs that may be in place at the time of the transfer request
<b>Redemptions</b>	<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 the sales charge deduction.

<sup>3</sup> Not all funds are available with the advisor chargeback and the F sales charge options.

### 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 the freedom to make deposits up to age 90	✓
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 would provide him with:

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

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

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 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 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
<b>Death benefit guarantee<sup>1</sup></b>	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 the deposit value for deposits made after age 80, or</li> <li>100% of last 10-year maturity rollover for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>
<b>Maturity guarantee<sup>1</sup></b>	Payable at 10-year deposit maturity date <sup>2</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>
<b>Automatic resets</b>	At 10-year deposit maturity date, there is an automatic reset of both maturity and death benefit guarantees
<b>Latest age to deposit</b>	Age 90 (for most plan types)
<b>Fund options</b>	<ul style="list-style-type: none"> <li>25 individual funds, offering broad diversification</li> <li>8 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
<b>Sales charge options</b>	Deferred sales charge (DSC), low sales charge (LSC), initial sales charge (ISC), advisor chargeback sales charge (CBO), <sup>4</sup> F sales charge (FSC) <sup>4</sup>
<b>Minimum initial purchase amount</b>	<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>
<b>Minimum per fund</b>	\$1,000 per sales charge option
<b>Subsequent lump-sum purchases</b>	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
<b>Fund switches</b>	<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 same sales charge options</li> <li>Changing sales charge options (e.g. moving from DSC/LSC /CBO to ISC or FSC) will incur sales charge if redemption schedule has not expired. Note: ISC to CBO is not permitted.</li> </ul>
<b>Switches from Series 1 to any other series</b>	Not permitted
<b>Redemptions</b>	<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 the deposit before the sales charge deduction.

<sup>4</sup> Not all funds are available with the advisor chargeback and the F sales charge options.



### 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 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, 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 with \$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 were any remaining sales charges, they would 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 the \$100,000 segregated fund portfolio is in 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 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
<b>Death benefit guarantee<sup>1</sup></b>	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 last 10-year maturity rollover or optional annual reset for deposits made before age 80 (80% for deposits made after age 80)</li> </ul>
<b>Maturity guarantee<sup>1</sup></b>	Payable at 10-year deposit maturity date <sup>2</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>
<b>Resets</b>	<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 10-year deposit maturity date</li> </ul>
<b>Latest age to deposit</b>	Age 90 (for most plan types)
<b>Fund options</b>	<ul style="list-style-type: none"> <li>11 individual funds, offering diversification</li> <li>8 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>
<b>Sales charge options</b>	Deferred sales charge (DSC), low sales charge (LSC), initial sales charge (ISC), advisor chargeback sales charge (CBO), <sup>4</sup> F sales charge (FSC) <sup>4</sup>
<b>Minimum initial purchase amount</b>	<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>
<b>Minimum per fund</b>	\$1,000 per sales charge option
<b>Subsequent lump-sum purchases</b>	Minimum: \$1,000 (\$5,000 for RRIF, LIF, LRIF, PRIF)
<b>Fund switches</b>	<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 same sales charge option</li> <li>Switches between sales charge options (e.g., moving from DSC/LSC/CBO to ISC or FSC) will incur sales charge if redemption schedule has not expired. Note: ISC to CBO is not permitted.</li> </ul>
<b>Switches from Series 2 to any other series</b>	Not permitted
<b>Redemptions</b>	<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 the deposit before the sales charge deduction.

<sup>4</sup> Not all funds are available with the advisor chargeback and the F sales charge options.

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

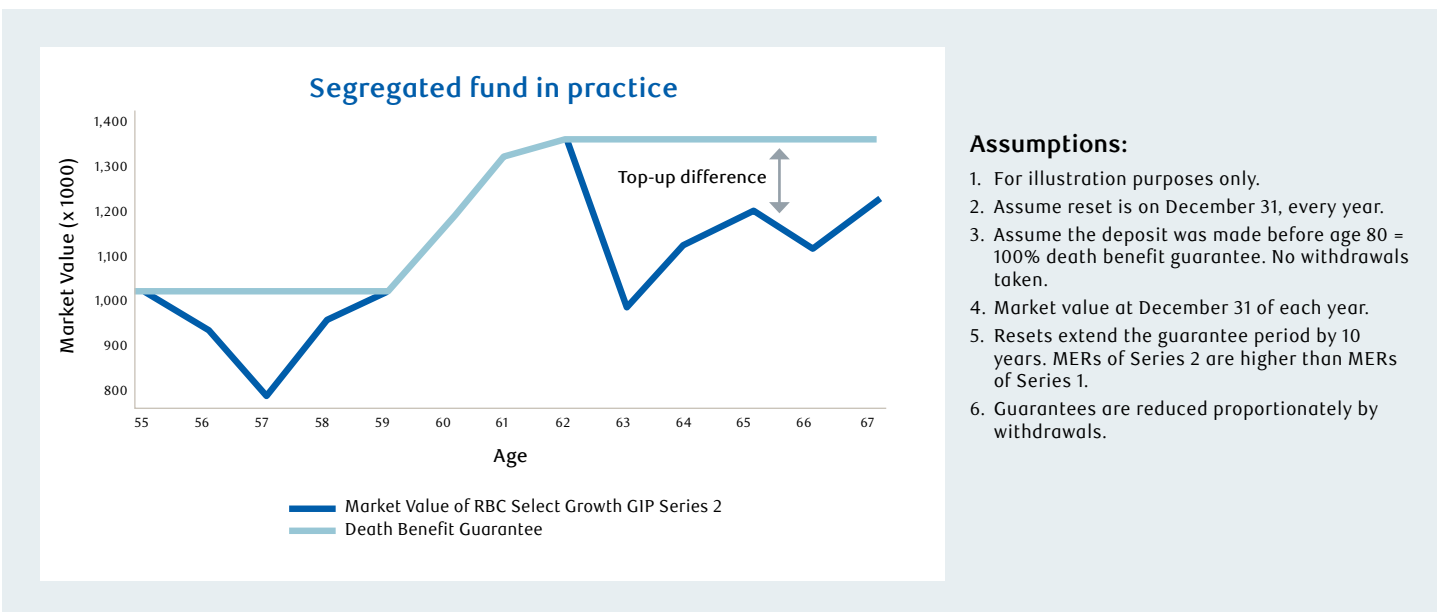
Want the ability to lock in gains every year with an annual reset option	✓
Want to protect their legacy for their beneficiaries (100% death benefit guarantee for deposits before age 80)	✓
Would benefit from the estate planning features and potential creditor protection of segregated funds	✓
Want the 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 the advice of his advisor, 55-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.



**Assumptions:**

1. For illustration purposes only.
2. Assume reset is on December 31, every year.
3. Assume the deposit was 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.

## RBC GIF line-up

With a total of 28 individual funds and eight portfolios to choose from, you can meet the investment needs of your clients, from the extremely conservative to the aggressively growth-oriented.

Asset class	Fund name	Available for					
		Invest Series (ISC,DSC,LSC)	Series 1 (ISC,DSC,LSC)	Series 2 (ISC,DSC,LSC)	Invest Series (FSC,CBO)	Series 1 (FSC,CBO)	Series 2 (FSC,CBO)
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)	✓					
	RBC High Yield Bond GIF	✓	✓				
Balanced	RBC Balanced GIF	✓	✓	✓	✓	✓	✓
	RBC Conservative Growth & Income GIF	✓	✓	✓	✓	✓	✓
	RBC Balanced Growth & Income GIF	✓	✓	✓	✓	✓	✓
	RBC Global Growth & Income GIF	✓	✓	✓	✓	✓	✓
	RBC PH&N Monthly Income GIF	✓	✓	✓	✓	✓	✓
	RBC Global Balanced GIF	✓	✓	✓	✓	✓	✓
Portfolio Solutions	RBC Select Conservative GIP <sup>1</sup>	✓	✓	✓	✓	✓	✓
	RBC Select Balanced GIP	✓	✓	✓	✓	✓	✓
	RBC Select Growth GIP	✓	✓	✓	✓	✓	✓
	RBC Select Aggressive Growth GIP	✓	✓	✓	✓	✓	✓
Global Portfolio Solutions	RBC Global Conservative GIP	✓	✓	✓	✓	✓	✓
	RBC Global Balanced GIP	✓	✓	✓	✓	✓	✓
	RBC Global Growth GIP	✓	✓	✓	✓	✓	✓
	RBC Global All-Equity GIP	✓	✓	✓	✓	✓	✓
Canadian Equity	RBC Canadian Dividend GIF	✓	✓		✓	✓	
	RBC Canadian Equity GIF	✓	✓		✓	✓	
	RBC O'Shaughnessy All-Canadian Equity GIF	✓	✓				
	RBC PH&N Canadian Income GIF	✓	✓				
North American Equity	RBC North American Value GIF	✓	✓		✓	✓	
	RBC North American Growth GIF	✓	✓		✓	✓	
U.S. Equity	RBC U.S. Dividend GIF	✓	✓		✓	✓	
	RBC U.S. Equity GIF	✓	✓		✓	✓	
	RBC QUBE Low Volatility U.S. Equity GIF	✓	✓		✓	✓	
	RBC O'Shaughnessy U.S. Value GIF	✓	✓				
International and Global Equity	RBC O'Shaughnessy International Equity GIF	✓	✓				
	RBC Emerging Markets Dividend GIF	✓			✓		
	RBC Global Dividend Growth GIF	✓	✓		✓	✓	
	RBC Global Equity GIF	✓			✓		
	RBC QUBE Low Volatility Global Equity GIF	✓	✓		✓	✓	

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

## RBC Global Asset Management: Your partner in global investment excellence

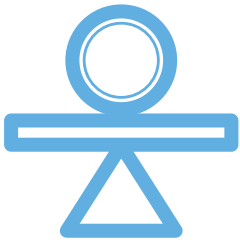
Investment management for RBC GIFs is provided by RBC Global Asset Management (RBC GAM). RBC GAM is an investment manager with industry-leading management capabilities that provides a comprehensive range of domestic and global investment solutions for all investing needs.

As a leader in providing global investment solutions, RBC GAM is positioned to bring clients the world through a combination of focused expertise, deep experience, broad reach and award-winning investment management.

- **Global reach**  
Seven offices located in key markets around the world.
- **Global experience**  
A highly experienced global money management and research team of over 300 on-the-ground investment professionals.
- **Global solutions**  
With fund and portfolio solutions, we have the right components to build well-diversified portfolios that deliver the global opportunities clients are seeking.

## Award-winning investment management

- Lipper's **Best Overall Group** for 11 of the last 14 years\*
- Lipper's **Best Bond Group** for 12 of the last 14 years\*



## Canada's largest fund company by assets<sup>^</sup>

Many options, one goal: To balance growing your investment with strong risk management in global markets

RBC Funds | PH&N Funds | BlueBay Funds | RBC iShares® ETFs

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## 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

\* Best Overall Group (PH&N Funds: 2010-2013, 2016, 2018, 2019, 2020; RBC Funds: 2007-2008, 2014), Best Bond Group (RBC GAM: 2015; PH&N Funds: 2007, 2008, 2010-2013, 2016, 2018, 2019, 2020; RBC Funds: 2009). The Lipper Awards were based on best risk-adjusted performance for the periods ended July 31, 2020, 2019, 2018, 2016, 2015 and 2014; October 31, 2012, 2011 and 2010; November 30, 2009; and December 31, 2008, 2007 and 2006.

<sup>^</sup> As of 6/30/20, RBC Global Asset Management Inc. is Canada's largest fund company by assets under management (Source: IFIC).

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**Any amount that is allocated to a segregated fund is invested at the risk of the contractholder 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. When clients deposit money in an RBC Guaranteed Investment Funds contract, they are not buying units of the mutual fund or portfolio managed by RBC Global Asset Management Inc. and therefore do not possess any of the rights and privileges of the unitholders of such funds. 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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‡ WealthLink is a trademark of LTI.

# Supporting your business

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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

At 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.

## WealthLink‡

From the Sales Resource Centre, you can also access WealthLink, 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 dropdown 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 WealthLink, visit [rbcinsurance.com/gif](http://rbcinsurance.com/gif) or call our Dealer Services Centre at 1-866-372-2443.



Insurance

**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. When clients deposit money in an RBC Guaranteed Investment Funds contract, they are not buying units of the mutual fund or portfolio managed by RBC Global Asset Management Inc. and therefore do not possess any of the rights and privileges of the unitholders of such funds. 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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## 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* (ISC,DSC, LSC,CBO)	Series 1 MERs* (ISC,DSC, LSC,CBO)	Series 2 MERs* (ISC,DSC, LSC,CBO)	Invest Series MERs (FSC)	Series 1 MERs (FSC)	Series 2 MERs (FSC)
<b>Money Market</b>						
RBC Canadian Money Market GIF**	0.69%	0.71%	0.80%	0.59%	0.79%	0.83%
<b>Fixed Income</b>						
RBC Canadian Short-Term Income GIF****	1.78%	2.07%	2.18%	—	—	—
RBC Bond GIF	1.78%	2.05%	2.21%	1.21%	1.51%	1.74%
RBC PH&N Total Return Bond GIF	1.73%	2.08%	2.18%	1.21%	1.53%	1.64%
RBC Global Bond GIF	2.12%	2.45%	2.56%	1.36%	1.66%	1.82%
RBC BlueBay Global Convertible Bond GIF****	2.61%	—	—	—	—	—
RBC High Yield Bond GIF****	2.16%	2.60%	—	—	—	—
<b>Balanced</b>						
RBC Balanced GIF	2.22%	2.59%	2.70%	1.34%	1.65%	1.87%
RBC Conservative Growth & Income GIF	2.06%	2.22%	2.36%	1.23%	1.43%	1.64%
RBC Balanced Growth & Income GIF	2.22%	2.43%	2.66%	1.42%	1.63%	1.83%
RBC Global Growth & Income GIF	2.16%	2.45%	2.70%	1.31%	1.67%	1.87%
RBC PH&N Monthly Income GIF	2.10%	2.56%	2.66%	1.33%	1.77%	1.88%
RBC Global Balanced GIF	2.19%	2.55%	2.66%	1.30%	1.65%	1.84%
<b>Portfolio Solutions</b>						
RBC Select Conservative GIP	2.03%	2.45%	2.61%	1.26%	1.66%	1.82%
RBC Select Balanced GIP	2.13%	2.49%	2.69%	1.37%	1.71%	1.89%
RBC Select Growth GIP	2.58%	2.98%	3.18%	1.79%	2.19%	2.40%
RBC Select Aggressive Growth GIP	2.69%	3.20%	3.50%	1.95%	2.38%	2.70%
<b>Global Portfolio Solutions</b>						
RBC Global Conservative GIP***	2.30%	2.55%	2.64%	1.29%	1.69%	1.85%
RBC Global Balanced GIP***	2.35%	2.60%	2.71%	1.40%	1.74%	1.92%
RBC Global Growth GIP***	2.61%	2.98%	3.21%	1.82%	2.22%	2.43%
RBC Global All-Equity GIP***	2.72%	3.22%	3.49%	1.98%	2.41%	2.73%
<b>Equity</b>						
RBC Canadian Dividend GIF	2.32%	2.79%	—	1.54%	2.00%	—
RBC Canadian Equity GIF	2.65%	3.05%	—	1.88%	2.26%	—
RBC O'Shaughnessy All-Canadian Equity GIF****	2.60%	3.19%	—	—	—	—
RBC PH&N Canadian Income GIF****	2.48%	2.85%	—	—	—	—
RBC North American Value GIF	2.60%	3.00%	—	1.79%	2.22%	—
RBC North American Growth GIF	2.64%	3.04%	—	1.87%	2.29%	—
RBC U.S. Dividend GIF	2.61%	3.12%	—	1.84%	2.34%	—
RBC U.S. Equity GIF	2.64%	3.16%	—	1.89%	2.35%	—
RBC QUBE Low Volatility U.S. Equity Fund GIF***	2.59%	3.15%	—	1.84%	2.35%	—
RBC O'Shaughnessy U.S. Value GIF****	2.66%	3.20%	—	—	—	—
RBC O'Shaughnessy International Equity GIF****	2.78%	3.33%	—	—	—	—
RBC Emerging Markets Dividend GIF	2.92%	—	—	2.20%	—	—
RBC Global Dividend Growth GIF	2.78%	3.34%	—	1.98%	2.54%	—
RBC Global Equity GIF	2.79%	—	—	1.90%	—	—
RBC QUBE Low Volatility Global Equity GIF***	2.70%	3.26%	—	1.85%	2.37%	—

\* MERs are based on the actual management fees and insurance fees being charged to the fund as of December 31, 2019.

Actual MERs including re-stated HST will be published in the annual audited financial statements.

\*\* RBC Life Insurance Company may waive a portion of the fees for the Canadian Money Market GIF; this waiver may end at any time without notice.

\*\*\* MER is estimated as the fund is new and may vary at any time.

\*\*\*\* These funds are not available for the CBO sales charge option.

## Redemption

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

## Compensation

Compensation is the same across all three series.

Compensation <sup>1</sup>	DSC	LSC	ISC	CBO	FSC
<b>Money Market Category</b>					
Commission	2.00%	2.00%	Up to 2.00%	2.00%	n/a
Trailer <sup>2,3</sup>	0.20%	0.40%	0.40%	0.40%	n/a
<b>Fixed Income Category</b>					
Commission	3.50%	2.00%	Up to 5.00%	3.25%	n/a
Trailer <sup>2</sup>	0.25%	0.50%	0.50%	1.00%	n/a
<b>Balanced, Equity and Portfolio Solutions Categories</b>					
Commission	5.00%	2.00%	Up to 5.00%	3.25%	n/a
Trailer <sup>2</sup>	0.50%	0.75%	1.00%	1.00%	n/a

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

<sup>2</sup> Trailers are paid quarterly. For CBO only, the trailer starts at the 25th month.

<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



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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 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 10-year deposit maturity date	
Latest age to deposit	Annuitant's 90th birthday for most plan types		
Fund options	<ul style="list-style-type: none"> <li>28 individual funds, including specialty funds, offering broad diversification</li> <li>8 portfolio solutions adapted to your clients' risk tolerance and rebalanced for market movements</li> </ul>	<ul style="list-style-type: none"> <li>25 individual funds, offering broad diversification</li> <li>8 portfolio solutions adapted to your clients' risk tolerance and automatically rebalanced for market movements</li> </ul>	<ul style="list-style-type: none"> <li>11 Individual funds, offering diversification</li> <li>8 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), advisor chargeback sales charge (CBO), F sales charge (FSC)		
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 same sales charge options</li> <li>Changing sales charge options (e.g. moving from DSC/LSC/CBO to ISC or FSC) will incur sales charge if redemption schedule has not expired. Note: ISC to CBO is not permitted.</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 the deposit before the 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 the deposit will incur a 2% short-term trading fee.

# RBC® Guaranteed Investment Funds

## New account reference guide

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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>												✓
Personalized VOID Cheque <sup>4</sup>	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓
Trading Authorization Form <sup>5</sup> (Optional)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Third-Party Declaration Form <sup>6</sup>	✓	✓	✓	✓	✓	✓	✓	✓	✓			
CRS/FATCA Declaration of Tax Residence for Entities (if applicable)			✓	✓	✓	✓						
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> Physical cheques are no longer accepted. Banking information required for pre-authorized debit of deposits, scheduled contributions, and electronic funds transfer of RIF, LIF, LRIF, PRIF, RLIF, TFSA, non-registered payments.

<sup>5</sup> Required if the 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.

<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).

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

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



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