

Financial Planning

The Investors Group Retirement Readiness Quiz

BRIAN G. KONRAD CFP, Financial Consultant

It's not only about money – it's about freedom, friends and family too. Retirement is generally recognized as a financial event but it also represents a major change in lifestyle. For many Canadians, work helps establish their personal identity and sets their daily routine. Once you become master of your own time, you may have to set new goals, develop a different routine and establish a new lifestyle. Retirees tell us that the four most important factors to ensure a happy retirement are: health, financial independence, friends and a passion for life.

This quiz consists of 20 questions and the results of your answers will be summarized in the Investors Group Retirement Readiness Report Card. The Investors Group Retirement Readiness Report Card is for your enjoyment and to help you focus on pre-retirement issues. It is not intended to replace professional advice and guidance. We should discuss any changes you may want to make to your financial and estate planning. Please answer the following questions and then let's get together to talk about the results.

Life Balance

For some people, work is important, not just for the income it provides but also in defining who they are. For other people, work is just about the income.

- Which statement comes closest to expressing the way you feel about your work?
- ☐ Work is just for earning an income, I save my energy for my life outside work.
  - ☐ Work is more than earning an income, but my life outside work is more important.
  - ☐ What I do at work is important to me, I balance work with life outside work.
  - ☐ What I do at work is very important to me, but I wish I had more time for life outside work.
  - ☐ My work is what I care about most, I spare little time for life outside work.

Outside of your regular job, and other than enjoying packaged entertainment like TV or reading, how many hours a week are you involved in activities in which you get totally immersed while you are doing them?

- ☐ Less than 1 hour
- ☐ 1 to less than 3 hours
- ☐ 3 to less than 7 hours
- ☐ 7 to 10 hours
- ☐ More than 10 hours

How often does each of these statements apply to you? I still enjoy most things I used to enjoy 10 years ago.

- ☐ Frequently ☐ Occasionally
- ☐ Seldom ☐ Never

I have the energy I need.

- ☐ Frequently ☐ Occasionally
- ☐ Seldom ☐ Never

Retirement Expectations In how many years do you plan to retire from your current career?

- ☐ Less than 1 year ☐ 1 to 4 years
- ☐ 5 to 10 years ☐ 11 to 15 years
- ☐ 16 to 20 years ☐ More than 20 years

Have you attended a seminar about retirement, or read books about planning for retirement? Attended a seminar? ☐ Yes ☐ No

- Read books about planning for retirement? ☐ Yes ☐ No
- Which of the following best describes your vision of what you will do when you have the opportunity to retire from your current career?
- ☐ It will be like a vacation, lots of time for leisure activities.
  - ☐ I will get busy on various projects that interest me.
  - ☐ I will find some other paid work or start a business.
  - ☐ I will get more involved in community organizations.
  - ☐ I haven't figured out what I will do in my retirement.
  - ☐ I want to keep on working in my current career as long as possible.

- Which of the following best describes how you and your spouse/significant other view your retirement years?
- ☐ We have talked about retirement and we do share a vision for retirement.
  - ☐ We have talked about retirement, but haven't developed a plan yet.
  - ☐ We have talked about retirement and we do not agree on a vision for retirement.
  - ☐ We haven't really talked about it yet.
  - ☐ No spouse/significant other

Social Network At your workplace, how many people are there that you feel close to, that is, people who you are at ease with and can talk to about what is on your mind? \_\_\_\_\_ people

Outside your workplace, about how many close friends and close relatives do you have, that is, people you feel at ease with and can talk to about what is on your mind? \_\_\_\_\_ people

Outside your workplace, do you participate with other people in activities which offer opportunities to form new friendships? ☐ Yes ☐ No

Health In general,would you say your health is: ☐ Excellent ☐ Very good ☐ Good ☐ Fair ☐ Poor

Has a doctor or health professional ever told you that you are overweight? ☐ Yes ☐ No

Financial Readiness Thinking about financial resources for your retirement, which of these statements comes closest to the way you feel?

- ☐ I could quit work now and be financially independent.
- ☐ I will be able to quit work when I plan to retire and be financially independent.
- ☐ After I retire from my current job, I will have to work to earn some extra money.
- ☐ I have to delay retirement as long as possible to have enough money to retire comfortably.

Do you expect to have your debts, including loans, credit cards, mortgages, etc., paid off by the time you retire from your current career? ☐ Definitely paid off ☐ Maybe paid off ☐ Not sure ☐ Probably not paid off ☐ Definitely not paid off

- What is your reaction when you receive your monthly credit card statement?
- ☐ Confident – I always have enough to pay off the bill, I don't spend much.
  - ☐ No problem – I don't care if I run up some debt on my card, not an issue for me.
  - ☐ Embarrassed – I can pay it all off, but I shouldn't spend that much.
  - ☐ Slightly anxious – I can't pay the whole bill even though I would like to.
  - ☐ Very anxious – I am seriously overextended. I can't pay the minimum monthly payment.
  - ☐ Don't have a credit card.

- Relative to what you currently spend each month for all your household expenses, including mortgage payments and work-related costs such as commuting, how much do you think that you will spend monthly in your retirement?
- ☐ 30% more
  - ☐ 10% more
  - ☐ Same
  - ☐ 10% less
  - ☐ 30% less

About You Who you are affects your retirement planning. For instance, gender is a factor because women generally outlive men. Similarly your age is important because retiring at 55 is a very different experience than retiring at 75. Gender ☐ Male ☐ Female Age: \_\_\_\_\_ years

the following questions and then let's get together to talk about the results. Outside of your regular job, and other than enjoying packaged entertainment like TV or reading, how many hours a week are you involved in In order for us to provide you with the results of your quiz, please provide us with the following contact information. We are committed to keeping your personal information confidential. Investors Group collects and uses this information in order to be able to inform you as to investment opportunities or to provide additional financial information to you from time to time and for other internal purposes.

This information will be shared with our service provider to assist us with processing the results of your quiz, and will not be disclosed to any anyone else (other than for regulatory compliance purposes), and other than that will not be sold, rented or traded. The service provider, under contract to Investors Group, is not allowed to share your information or your personal results with any other party. You may contact Investors Group at the address listed in this Quiz to review the information held by us and to correct errors in this information. By completing and submitting this Quiz you authorize and consent to the collection,use and disclosure of the information about you herein, as described above.

Name: \_\_\_\_\_ Address: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_

INVESTING CONCEPT

The Benefits of Maximizing your RRSP

They say you can't make up for lost time but that's not necessarily the case with contributions to your Registered Retirement Savings Plan (RRSP). Canadians are allowed to carry forward unused RRSP contribution room until the age of 71. So, if you didn't maximize your RRSP contributions in past years, you can still take advantage of the opportunity to invest more than your annual contribution limit this year, make up for shortfalls in past years and take advantage of a large tax deduction, all at the same time. Maximizing your RRSP contributions are one of the best strategies to build the retirement you deserve and dream of.

Utilizing all of your RRSP contribution room now can make a big difference to your future retirement lifestyle.

Over 30 years, a \$10,000 additional contribution into your RRSP can grow to \$75,000.

RRSP Value

Years

Invest Smart ► Invest Regularly ► Consider an RRSP Loan

Pre-tax RRSP investment assumptions – \$10,000 investment purchased on January 1, 2007 at a gross rate of return of 7% over a 30 – year period. The rate of return shown is used only to illustrate the effects of the compound growth rate and is not intended to reflect future values or returns on investment.

The Plan by Investors Group

Proactive investors should review the annual report, simplified prospectus, and annual information form of any fund carefully before making an investment decision. Clients should discuss their situation with their Consultant for advice based on their specific circumstances. Borrowing to invest should be part of a long-term investment strategy and may not be appropriate in all circumstances.

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- Which of the following best describes your current job status?
- ☐ Working in your own business (inside or outside your home)
  - ☐ Working in an employer's business (full-time or part-time)
- Province of residence
- ☐ British Columbia
  - ☐ Nova Scotia
  - ☐ Alberta
  - ☐ Prince Edward Island
  - ☐ Saskatchewan
  - ☐ Newfoundland and Labrador
  - ☐ Manitoba
  - ☐ Yukon Territory
  - ☐ Ontario
  - ☐ Northwest Territories
  - ☐ Quebec
  - ☐ Nunavut
  - ☐ New Brunswick

Are you a client of Investors Group? ☐ Yes ☐ No ☐ Prefer not to answer

It's not only about money – it's about freedom, friends and family too. Retirement is generally recognized as Please answer

BRIAN G. KONRAD CFP  
Financial Consultant  
brian.konrad@investorsgroup.com  
(204) 489-4640 ext. 246  
100-1345 WAVERLEY STREET  
WINNIPEG, MB R3T 5Y6  
1-888-205-4828

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Should you top up your RRSP or pay down your mortgage? Yes.

For many people, it is best to maximize your RRSP contribution, and use the tax refund to pay down your mortgage. We can help you make the right decision for your financial situation. Call for our free article called *Crossroads: Pay down your mortgage or invest in your RRSP?*

Call us to find out how The Plan™ can help you prosper now... and over time.

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BRIAN G. KONRAD CFP  
Financial Consultant

brian.konrad@investorsgroup.com  
(204) 489-4640 ext. 246



Investors Group Financial Services Inc.