# **Accumulation Annuity recommendation fully implemented – estate planning scenario example**

Hello <<CLIENT FIRST NAME>>,

<<PRODUCT INFO>>

Include the product you recommended and the insurer. Detailed information describing the product type is included in the policy provision pages and is referenced elsewhere in this letter.

* Accumulation Annuity
* RRIF
* GIC
* Superflex
* Income Master – RRIF/LIF

<<CLIENT’S CIRCUMSTANCES AND REASON FOR YOUR PRODUCT RECOMMENDATION>>

Include a paragraph about the client’s current situation, and their need for a particular accumulation annuity product.

**This sample shows a scenario based on estate planning, other solutions for income or savings planning would need to be updated as appropriate for the situation.**

If a GIC is the recommended solution, this letter would need to be updated to reflect the differences between Accumulation Annuities and GICs, and to reflect the reasons why a GIC is appropriate for the client's situation.

<<DESCRIBE HOW THE PRODUCT WILL MEET CLIENT’S NEEDS>>

Include a paragraph to describe why your recommendation meets the client’s needs.

<<A note on Mutual Funds>>

If you are licensed to sell Mutual Funds, please include the following in the opening paragraph “This letter does not address any mutual fund solutions we may have discussed.”

Thank you for meeting with me to discuss your financial future. I am writing this letter to you to explain why certain products were recommended to you.

As we discussed, I have sent in the application for an accumulation annuity contract. The product is called <<PRODUCT NAME>> and is offered by <<NAME OF INSURER>>.

When we met, you indicated that <<CLIENT’S CIRCUMSTANCES AND REASON FOR YOUR PRODUCT RECOMMENDATION e.g. *you wanted to have money flow directly to your beneficiaries, quickly and privately, outside of your estate.*

*Additionally, you mentioned you would <not> need access to the funds until <date>. We determine a guaranteed investment term of <insert years> year makes the most sense for your financial goals. This product is redeemable which means you can withdraw money before maturity, but a market value adjustment will apply to the amount withdrawn>>.*

This solution will meet your needs by <<DESCRIBE HOW THE PRODUCT WILL MEET CLIENT’S NEEDS eg. *by providing a guaranteed interest rate, and providing a death benefit if the annuitant dies before the contract maturity date. Upon death, the policy will terminate and the balance of the policy will be payable to the beneficiary (ies) chosen.>>*

Make sure that you read the policy provision pages provided in your Welcome Package; it contains all the details about this product.

If any of this information about you or your needs is not correct, please let me know right away.

If you have any questions about your policy or your investments, please contact me now or at any time in the future at <<CONTACT PHONE NUMBER AND EMAIL>>. You should also keep this letter with your papers as a reminder of why you have the policy.

 Thank you,

<<ADVISOR NAME>>