Pro-Seminars

SSC # 71 – INSURANCE-BASED RETIREMENT STRATEGIES

This course is eligible for:

4 Life & A&S CE Credits for BC, SK, MB & ON.

4 Life ONLY CE Credits for AB

Target Audience

*This course is designed for **Canadian life, health, and financial advisors**, including:*

- Life-licensed agents (LLQP)
- Financial planners (QAFP®, CFP®)
- IIROC/CIRO-registered advisors integrating insurance into retirement planning
- MGAs, insurance wholesalers, and practice managers
- Advisors serving **pre-retirees, retirees, business owners, and high-net-worth households**

It is suitable for professionals seeking to strengthen their technical and strategic understanding of how insurance products support sustainable retirement income, tax efficiency, and estate continuity.

Course Overview

Insurance-Based Retirement Strategies provides a comprehensive examination of how life insurance, annuities, segregated funds, and insured wealth-transfer tools can be integrated into a client's retirement income plan. The course explores product mechanics, tax treatment under the Income Tax Act, suitability considerations, and the behavioural factors that influence client decision-making.

Advisors learn how to evaluate insurance-based retirement solutions within a broader financial, estate, and risk-management framework. The course includes practical case studies, compliance notes, and advisor guidance to support real-world application.

Purpose of the Course

The purpose of this course is to equip advisors with the knowledge and analytical skills required to:

- Understand how insurance products can **enhance retirement income sustainability**

- Apply **tax-efficient** strategies using permanent insurance, annuities, and segregated funds
- Integrate insurance solutions into **holistic retirement, estate, and risk-management plans**
- Recognize regulatory, disclosure, and suitability obligations when recommending insurance-based retirement strategies
- Communicate complex concepts to clients in a clear, ethical, and behaviourally informed manner

Learning Objectives

Upon successful completion of this course, the participant will be able to:

1. **Explain** the role of insurance products within a comprehensive Canadian retirement income plan, including their relationship to the three-pillar retirement system.
2. **Compare and contrast** prescribed and non-prescribed annuities and their respective tax treatments under the *Income Tax Act* (Canada), including the level income method and accrual method of taxation.
3. **Evaluate** segregated fund contracts as retirement income vehicles, including the features and limitations of maturity guarantees, death benefit guarantees, and reset provisions.
4. **Analyze** the tax implications of corporate-owned insurance policies for business-owner retirement planning, including Capital Dividend Account credits, adjusted cost basis calculations, and policy gain disposition rules.
5. **Apply** systematic withdrawal strategies using insurance-based products to manage longevity risk and sequence-of-returns risk in client retirement income plans.
6. **Assess** the impact of OAS recovery tax thresholds and pension income splitting provisions on insurance product selection and retirement income plan design.
7. **Construct** integrated retirement income plans that coordinate annuities, segregated funds, and permanent life insurance with CPP/QPP, OAS, employer pensions, and registered accounts.
8. **Identify** compliance obligations under provincial insurance regulations and CLHIA guidelines when recommending retirement income products, including suitability requirements, disclosure standards, and illustration guidelines.
9. **Evaluate** the suitability of insurance-based solutions versus traditional investment vehicles for different client profiles, considering risk tolerance, time horizon, income needs, and estate planning goals.
10. **Demonstrate** ethical advisory practices in retirement income planning consistent with the Advocis Code of Professional Conduct and provincial regulatory standards.