

Discover how *“Wealth Transfer Pools”* can help ensure a seamless wealth transfer for your clients

Let’s face it—not everyone is comfortable talking about estate planning. With less than 40% of Canadians having a formal estate plan or will¹, coming to terms with the inevitable can be a gut-wrenching affair for some people. Thankfully, there are ways you can ease the burden for your clients, and it all starts with understanding the forces at play.

The Manufacturers Life Insurance Company

Setting your sights on the ‘great wealth transfer’

More than \$1 trillion² in assets are expected to exchange hands by the end of 2030, paving the way for the largest wealth transfer in Canada’s history. While this can surely prove to be a disruptor (if you aren’t prepared), it can also be a tremendous opportunity to grow your business. That’s because as an advisor, no one is in a better position to navigate your clients’ estate plans.

Are you ready?

Let’s shift the focus from the transfer of wealth to the transfer of advice. A [research study](#) by the Institute for Preparing Heirs suggests 90 to 95% of children leave their parents’ advisors upon receiving their inheritance.³ By engaging all parties in estate planning early-on, you’re promoting financial literacy and bettering your chances of retaining your clients’ heirs after the actual transfer.

How “Wealth Transfer Pools”⁴ can help

Building relationships is important but ensuring a seamless wealth transfer also depends on having a well-defined plan. Few investments help support estate planning like those available within Manulife’s segregated fund contracts. Our wealth transfer offering, Manulife Private Investment Pools—MPIP Segregated Pools allows your clients to name a beneficiary so that investment proceeds don’t flow through the estate. As a result, they will avoid legal, estate administration, probate, other fees, and delays associated with settling an estate.

¹ Ipsos research conducted on behalf of Manulife Investment Management.

² Investor Economics Household Balance Sheet Report—Canada, 2021.

³ How advisors can stop losing their clients’ heirs as clients, Jane Wollman Rusoff

⁴ The guarantees of Wealth Transfer Pools are offered through Manulife Private Investment Pools—MPIP Segregated Pools.

Harness the potential of Wealth Transfer Pools

Giving your clients peace of mind

Costs | Wealth Transfer Pools can bypass legal, estate administration, and probate⁵, all of which can erode the value of an estate.

Speed | Wealth Transfer Pool death benefits usually pass directly to the beneficiary within two weeks—as opposed to 6-12 months or even years.

Control | Wealth Transfer Pools allow clients to use the **annuity settlement option** to replace a lump-sum benefit with smaller payments.

Privacy | Wealth Transfer Pools help preserve confidentiality, as payments made to beneficiaries of an insurance contract don't flow through the estate and tend to be a private matter.⁶

Protection | Wealth Transfer Pools offer potential **protection from estate creditors** and will challenges given the fact that death benefit proceeds bypass the estate.

Establishing a well-defined plan starts here

Manulife Private Investment Pools—MPIP Segregated Pools is a great way for your clients to access market growth potential, estate planning solutions, and a wide range of strategies to meet varying investment styles and needs.

Manulife Private Investment Pools—MPIP Segregated Pools is an investment program designed to reflect the highest expectations of affluent investors. With a minimum investment of \$100,000⁷, investors have access to a comprehensive suite of pools and portfolios in a range of asset classes, along with Guaranteed Interest Accounts (GIAs) and a Daily Interest Account (DIA).



Want to learn more about estate planning?

Contact your **Manulife Investment Management Sales Team** or visit manulife.ca/estateplanningtoolkit

⁵ The probate process and fees do not apply in Quebec. There is a verification process for non-notarial wills but not for notarial wills.

⁶ In Saskatchewan, assets are identified on the application for probate even though they do not flow through the estate and are not subject to probate fees.

⁷ This is the minimum initial investment per pool or portfolio, which may be reduced depending on the total amount of assets invested in segregated funds (GIA and DIA). For invested assets between \$100,000 and 249,999, the minimum per pool or portfolio is \$100,000. For invested assets of \$250,000 or more, the minimum per pool or portfolio is \$1,000. GIA minimums are \$1,000 per compound interest GIA term, \$5,000 per monthly simple interest GIA term (provided contract minimums are met). DIA has no minimums provided the contract minimum is met.

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