



# **Application for your Ideal Term Fund Policy**

**Tax-free Savings Account**

**Standard Life** 

# How to Complete the Application Form \*

For more details see Administrative Guidelines on Advisor Source at [www.standardlife.ca](http://www.standardlife.ca)

Use this form to apply for a new Ideal Term Fund Policy – Tax-free Savings Account or to make an additional premium payment.

Complete all sections of the application as required. Unclear and/or incomplete information will delay the start of the Term Fund investment and the premium will be allocated to the Daily Interest Fund (DIF) until the required information is received. When the premium is transferred from the DIF to the Term Fund, the interest rate in effect on the transfer date will apply unless a Rate Basis Guarantee was requested on the application.

## Top of Form

- New policy – select *New plan* and complete each section as required.
- Additional premium – select *Additional premiums* and enter the existing Policy number. Complete sections 5 to 12 as required, and sections 3 and 4 for a change in Successor Planholder and Beneficiary.

**1 Planholder Information** – Provide complete information on the Planholder. The Planholder must be an individual who is a Canadian resident aged 18 years or over. For *Nature of principal business or occupation*, enter the type of business or occupation of the Planholder, e.g., “public relations firm”, “lawyer”, etc. If retired, enter the former occupation, e.g., “retired teacher”, etc.

**2 Identity Verification of Planholder** – Complete this section for a new Policy. The document used to verify the Planholder’s identity cannot be expired. A provincial health insurance card, Record of Landing or Permanent Resident Card may also be used to verify the identity (Ontario, Manitoba, New Brunswick and P.E.I. – in these provinces it is prohibited to ask to see a client’s health card. Quebec - you cannot ask to see a client’s health card, but you may accept it if it is offered by the client).

**4 Beneficiary Information** – If no Beneficiary is named and a Successor Planholder is not named in section 3, the Beneficiary will default to the Planholder’s estate.

**6 Premium Payment Information and Allocation Instructions** – See chart below for terms and premium minimums.

Terms and Premium Minimums	
<ul style="list-style-type: none"> <li>• The Canada Revenue Agency maximum premium allowed for the 2011 calendar year is \$5,000, and in future years will be indexed to CPI and rounded to the nearest \$500.</li> <li>• The minimum amount required to start a new Policy is \$1,000 lump sum or \$50 PAD</li> <li>• The minimum amounts required for each of the Funds are:</li> </ul>	
Daily Interest Fund (DIF)	\$50 PAD or \$250 lump sum
Redeemable Term Funds of 30, 90, 180 and 270 days of 1 to 10 years with simple interest paid monthly or quarterly	\$5,000
Redeemable Term Funds of 1 to 10 years – compound interest and simple interest paid semi-annually or annually	\$1,000
5-Year Laddering Option - Redeemable Term Funds - Premium divided equally and allocated to 1-year, 2-year, 3-year, 4-year & 5-year Term Funds	
All interest types except simple interest paid monthly or quarterly	\$5,000
Simple interest paid monthly or quarterly	\$25,000

**Source of Funds:** Check the applicable box to indicate the source of funds. For a transfer from an existing Standard Life Policy, select *Internal Transfer* and enter the Policy number the funds are being transferred from. To transfer TFSA funds from another financial institution, use Transfer authorization for registered investments form PC 6511. This form is available from the general section of Forms on Advisor Source at [www.standardlife.ca](http://www.standardlife.ca).

Allocate the premium by entering the dollar amount for each Term Fund selected and/or the Daily Interest Fund. Within the term limits any term can be selected. Enter the length of the term in days or years (e.g., 30 days, 1 year, 6.5 years, 15 years, etc.) or a maturity date (e.g., 15 June 2015). Enter the published interest rate for the Term Fund selected. If the term does not correspond exactly to a term for which an interest rate is published, enter the interest rate for the nearest shorter term. Standard Life will validate the interest rate(s) entered upon receipt of the application.

**5-year Laddering Option** – indicate “5-year laddering” in the first column (line 5) and enter the 5 interest rates.

**Interest type** – Select compound interest by entering a C in the Compound column or simple interest by completing the shaded area reserved for simple interest. If the interest type is not indicated, the default is compound.

Simple interest on a term of less than one year is paid at maturity. For terms equal to or greater than one year, indicate if interest is to be paid monthly, quarterly, semi-annual or annual. Check the applicable area to indicate if interest is to be paid to the Daily Interest Fund or to the Policyholder by direct deposit or by cheque. See chart below for premium minimums and interest rate reductions.

Simple Interest – Premium Minimums & Interest Rate Reductions		
Frequency	Minimum Premium	Interest Rate Reduction
Annual	\$1,000	None
Semi-Annual	\$1,000	0.100%
Quarterly	\$5,000	0.150%
Monthly	\$5,000	0.250%
Annual (5-year laddering)	\$5,000	None
Semi-Annual (5-year laddering)	\$5,000	0.100%
Quarterly (5-year laddering)	\$25,000	0.150%
Monthly (5-year laddering)	\$25,000	0.250%

**Automatic transfer** provides for the transfer of funds from the Daily Interest Fund to a Term Fund. When the balance in the Daily Interest Fund is equal to or exceeds the amount specified by the client (minimum \$1,000), the entire balance is transferred automatically to the selected Term Fund. Indicate the transfer amount in the \$ column and the details for the Term Fund on this line. Term Funds between 30 days and 10 years are available subject to premium minimums. Do not enter a maturity date, specify the Term Fund in days, months and/or years.

**7 PAD Plan or SWP** – PAD withdrawals and SWP payments are available between the 1<sup>st</sup> and the 28<sup>th</sup> of the month.

**9 Advisor Information** – Enter the information requested including the advisor’s 6-digit code (e.g. 099999) and the sales office (distributor) code (5 letters) provided by Standard Life. FundServ codes are not used for Ideal Term Funds. The servicing advisor will be the person who signs the application form, unless indicated otherwise for split cases (maximum 3 advisors). For split cases, provide the same information for the other advisor(s) in a note and attach to the application. To identify the servicing advisor add the remarks “servicing advisor” beside the advisor’s name. The servicing advisor receives copies of client statements/notices and has access to the client’s records through ClientINFO.

**10 Authorization and Signature** – The Planholder must sign and date the application in this section.

**12 Advisor Declaration and Signature** – The advisor must sign and date in this section.

The 4<sup>th</sup> copy of the application form is given to the client with the Policy Provisions. Send the original to Standard Life.

## Mailing address

The Standard Life Assurance Company of Canada  
Retail Investment Customer Services

P.O. Box 11497, Stn Centre-Ville  
Montréal, Québec H3C 5S5

Toll Free Tel : 1-888-841-6633  
Toll Free Fax: 1-877-882-4892

e-mail: [csc@standardlife.ca](mailto:csc@standardlife.ca)

\* These instructions are valid as of the date of printing and are subject to change.

New plan or  Additional premiums Policy no. \_\_\_\_\_

Completion of the sections highlighted in red are mandatory.

**1 Planholder Information** (The Planholder is also the Annuitant of the Policy)

Last name		First name		Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	Language <input type="checkbox"/> English <input type="checkbox"/> French
Street address				City	
Province			Postal code		
Tel. (Res.)		Tel. (Bus.)		S.I.N.	Date of birth (DD-MM-YYYY)
Nature of principal business or occupation (If retired, please provide previous occupation)					

**2 Identity Verification of Planholder**

Type of document:  Driver's license  Passport  Birth certificate  Other (please specify)

Document number		Place of issue	
Legal name on document		Province of registration	

**3 Successor Planholder** (Only a spouse can be designated as Successor Planholder)

Last name		First name		Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	
Date of birth (DD-MM-YYYY)		S.I.N.		Tel. (Res.)	
				Tel. (Bus.)	

**4 Beneficiary Information** (Not available if a Successor Planholder has been designated)

Policyholder's estate, OR

Last name	First name	Relationship
-----------	------------	--------------

**If you are using this form for additional premiums and you are designating a Beneficiary in this section, please note:**

- If the existing Beneficiary of the Policy is **revocable**, the existing Beneficiary will be revoked and the new Beneficiary named here will be the sole Beneficiary of the Policy.
- If the existing Beneficiary of the Policy is **irrevocable**, the consent of the existing Beneficiary is required prior to making a change to the beneficiary designation.

If this application is signed by an individual who has been granted power of attorney by the Planholder, a beneficiary designation is only valid in certain circumstances. Consult your legal advisor. **In Quebec**, the designation of a Spouse as Beneficiary is irrevocable unless otherwise indicated. **Please initial in the box to the right if you wish the designation of your Spouse to be revocable.** The definition of the word "Spouse" in relation to beneficiary designation includes spouse by marriage and spouse by civil union. It does not include common-law spouse.

**5 Rate Basis Guarantee (RBG)**

Would you like a Rate Basis Guarantee (RBG)?  Yes, apply today's Standard RBG (45days) OR  Yes, apply today's Promotional RBG (when available) OR  No, apply the Rate Basis in effect when premiums are received by Standard Life.

Estimated amount of premium \_\_\_\_\_

**6 Premium Payment Information and Allocation Instructions**

Please make all cheques payable to The Standard Life Assurance Company of Canada. (Lump sum premiums cannot be withdrawn via EFT).

Is this a Standard Life employee plan?  Yes

Source of Funds:  Cheque  Internal Transfer \_\_\_\_\_  Transfer from another financial institution \_\_\_\_\_

Ideal Term Fund	Single premium payment of \$ _____ Amount	Days/years or maturity date (DD-MM-YYYY)	Interest rate	Interest type						
				Compound (C)	Frequency M/Q/S/A	Simple (S)				
						Daily Interest Fund	Paid to:			
		Planholder	Direct Deposit	Cheque						
Daily Interest Fund	\$									
1) Redeemable Term Fund	\$									
2) Redeemable Term Fund	\$									
3) Redeemable Term Fund	\$									
4) Redeemable Term Fund	\$									
5)	\$									
Automatic transfer from Daily Interest Fund to:										
Redeemable Term Fund	\$									

## 7 Pre-authorized Debit Plan (PAD)\* or Systematic Withdrawal Plan (SWP)

PAD: First draw date (DD-MM-YYYY)		Regular draw date (DD-MM-YYYY)	Amount per frequency
SWP: Payment date (DD-MM-YYYY)	Amount per frequency	Payment method: <input type="checkbox"/> Direct deposit <input type="checkbox"/> Mail to Planholder's address	Frequency: <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Semi-annually <input type="checkbox"/> Annually

\* If you select a Pre-authorized Debit Plan, please complete the Pre-Authorized Debit (PAD) Agreement form PC2010 (Required).

## 8 Banking Information (Please provide a personalized void cheque OR valid proof from the bank. Only required for PAD agreements, SWPs or Simple Interest paid by direct deposit)

Name of financial institution	Transit number	Bank code	Account number
-------------------------------	----------------	-----------	----------------

## 9 Advisor Information

Advisor name		Advisor code	
Tel. ( )	Fax number ( )	E-mail address	
Distributor (e.g.GA) name	Distributor code	% split (for split commissions)	

## 10 Authorization and Signature\*

- I declare that the statements and answers in this application are true and I agree that this application and declaration as well as the Ideal Term Fund Policy Provisions for Tax-free Savings Account shall be the basis of the Policy between Standard Life and me. I acknowledge that I have received the complete application form including Ideal Term Fund policy provisions for Tax-free Savings Account.
- I have asked Standard Life to file an election with the Minister of National Revenue to register the Policy as a Tax-free Savings Account under section 146.2 of the *Income Tax Act* (Canada) and any applicable provincial income tax legislation.
- I acknowledge that the information concerning the term and interest rate provided in this application will be binding upon Standard Life only once it has accepted such information. Standard Life will send me a Notice of Confirmation, after the receipt of both the premium and this application, either confirming such information or stating how it has been modified. The Notice will also advise me (us) of any other variations from the information provided in this application.
- In the event that I become a non-resident of Canada, I will advise Standard Life in writing.
- By providing banking information, I authorize Standard Life to deposit surrender payments and/or simple interest payments due from this Policy into the bank account indicated on the personalized void cheque. Standard Life will have no further liability with respect to these surrender payments.
- If I have indicated on the application that I want to make regular premium payments using a PAD plan, I authorize the bank or other financial institution I have named to honor my instructions.
- I acknowledge that I have read, understood and agreed to the terms and conditions of the Rate Basis Guarantee policy. Furthermore, I understand that this policy may change from time to time and that I should refer to the most updated policy for additional premium payments or renewals.
- I authorize Standard Life to establish a financial services file for insurance, annuity, credit and related services in which information concerning my application for insurance will be placed, as well as information concerning any insurance claim.
- Only advisors associated with this Policy (and their firms), employees or individuals responsible for underwriting, investigation, administration and claims, or any person whom I authorize, will have access to this file. My file will be kept in the Company's offices.
- I authorize The Standard Life Assurance Company of Canada or any of its affiliated companies to disclose personal information to other financial institutions, my advisor, my authorized distributor and any other third parties, when necessary, for administrative or processing purposes.
- I am entitled to consult the personal information contained in my file and, if applicable, to have it rectified by sending a written request to the following address: **Information Access Office - The Standard Life Assurance Company of Canada, 1245 Sherbrooke West, Montreal, Quebec H3G 1G3**

By signing below, you confirm your agreement with the above statements.

Planholder	Date (DD-MM-YYYY)	Province of signature
------------	-------------------	-----------------------

\* If this section is incomplete, the application will be rejected.

## 11 Notice to Planholder(s)

The transaction represented by this application is between the Planholder(s) and Standard Life. The person soliciting this application is an independent contractor and will receive compensation from Standard Life upon the completion of this transaction. As a result of this application, the person soliciting this application may be eligible for non-monetary benefits depending on the volume of business that she/he places with the company during a given time period. The Planholder(s) is (are) not obligated to transact any other business with Standard Life as a condition of this transaction.

## 12 Advisor Declaration and Signature

By signing below, I am confirming that:

- I have completed this application form with the Planholder and hold a valid life insurance license in the jurisdiction where the application was signed.
- To the best of my knowledge, the information supplied within this application is accurate.
- I have disclosed the following information to the Planholder: the company or companies I represent; that I receive compensation (such as commissions or a salary) for the sale of life and health insurance company products; that I may receive additional compensation in the form of bonuses, conference programs or other incentives; and any conflict of interest I may have with respect to this transaction.
- I have provided the Planholder with the Product Disclosure document for the product sold.

Advisor's signature	Date (DD-MM-YYYY)
---------------------	-------------------

## General provisions

### This policy is a non-participating policy.

In this Policy,

“You” and “your” refer to the Planholder.

“We”, “our” and “us” refer to The Standard Life Assurance Company of Canada, also referred to as “Standard Life”.

### Definitions

**Annuitant:** The “Annuitant” is the person insured under the Policy. The Policy is based on the life of the Annuitant, who is also the Planholder, the Holder and must be at least 18 years of age at the time the Policy is entered into.

**Beneficiary:** The “Beneficiary” is the person who will receive the Death Benefit if the Annuitant dies prior to the Policy maturity, unless otherwise stated.

**Business Day:** A “Business Day” is any day on which the Toronto Stock Exchange is open for business.

**Death Benefit:** The “Death Benefit” payable under your Policy is equal to the Total Book Value (as defined below) of your Policy as at the business day coinciding with or immediately following the day we are notified of the death of the Annuitant.

**Planholder:** The “Planholder” refers to the owner of a Standard Life Tax-free Savings Account.

**Spouse:** The “Spouse” is a spouse or common-law partner as recognized under the *Income Tax Act* (Canada).

**Successor Planholder:** The “Successor Planholder” is the individual who will become the new Planholder upon the death of the Planholder indicated on the application. Only a spouse, as defined by applicable legislation can be named as Successor Planholder.

**Redeemable Term Fund:** A Redeemable Term Fund is a guaranteed interest term fund. It is redeemable at any time, and may be subject to surrender charges if redeemed prior to term fund maturity.

### Annuity

The annuity payment will be payable to the Annuitant. The annuity payments will commence on the Annuity Commencement Date.

The annuity payments will be level and payable monthly for 10 years and for the life of the Annuitant thereafter.

The annuity payments will be calculated using the Total Book Value on the Annuity Commencement Date and the then current annuity rates.

We reserve the right to change the frequency of the annuity so that the annuity payments meet our minimum annuity payment requirement. In no event will annuity payments be less frequent than once a year.

### Policy

Your policy is a Tax-free Savings Account as specified on the application. The entire Policy consists of the following:

- Application for Tax-free Savings Account
- Policy Provisions for Tax-free Savings Account
- Notice of Confirmation
- Amendments or relevant written agreements made on or after the date of your application, including any riders attached to the Policy, if and when activated.

From time to time, Standard Life may revise its product offering and, consequently, may no longer offer particular policies. In the event that this Policy is no longer offered, we will provide you with prior notification and allow you to choose from alternative policies.

### Policy registration

We will file an election with the Minister of National Revenue, to register this Policy, pursuant to Section 146.2 of the *Income Tax Act* (Canada) as a Tax-free Savings Account.

This Policy is subject to the terms of the *Income Tax Act* (Canada) and, where applicable, the *Taxation Act* (Quebec) as follows. As required by paragraph,

- 146.2(2)(a), the Policy will be maintained for the exclusive benefit of the Annuitant.
- 146.2(2)(b), no individual other than the Annuitant and Standard Life will have rights relating to the amount and timing of withdrawals and the investing of funds.
- 146.2(2)(c), premium payments can only be made by the Annuitant.
- 146.2(2)(d), the Policy will permit for withdrawals to be made to reduce the amount of tax otherwise payable by the Annuitant under section 207.02 or 207.03 of the *Income Tax Act* (Canada). These sections impose taxes on excess TFSA contributions and TFSA contributions made by the Annuitant while a non-resident of Canada.
- 146.2(2)(e), upon receipt of your written request for a transfer to another carrier of Tax-free Savings Account, in proper form, Standard Life will proceed with a partial surrender or a total surrender. The Policy Value may be subject to a surrender charge, as described in the Surrender Charge section. Standard Life reserves the right to charge an administration fee in accordance with practices in effect at the time.
- 146.2(2)(g) the Policy will comply with prescribed conditions. Any issues that may arise in the implementation of the Tax-free Savings Accounts will be dealt with through regulations.

In the event of excess-contribution under this Policy, we reserve the right to charge an administration fee for such payment.

### Number of policies

If you already own an Ideal Term Fund Policy for Tax-free Savings Account with us, we reserve the right to process your request to issue a similar Ideal Term Fund Policy for Tax-free Savings Account as an additional premium to the existing one. If you specifically request a new similar Ideal Term Fund Policy for Tax-free Savings Account, we reserve the right to charge you an administration fee.

### Alteration of the policy

In order to be considered valid, any change to the terms of your Policy must be submitted to us in writing and approved by one of our authorized signing officers.

### Currency

All payments made to or by Standard Life under this Policy are to be made in Canada, in Canadian currency.

### Evidence

We reserve the right to require the Annuitant or Beneficiary, as the case may be to provide, at the appropriate time and at their own expense, proof satisfactory to us of the survival and/or death of the Annuitant and the entitlement of the claimant.

### Fees and expenses

We reserve the right to charge you for any expenses or losses caused by, among other things, NSF (not sufficient funds) payments, incorrect instructions or multiple Systematic Withdrawal Payment (SWP) changes.

### Loans

Loans are not available.

### Premium allocation

At the time of a premium payment into your Policy or the renewal of your Ideal Term Fund certificates, you may allocate your premiums to the Ideal Term Funds available at the time.

### Minimum requirements

Minimum Requirements refer to minimum premium amounts, minimum surrender amounts and minimum balances to be maintained in each Ideal Term Fund certificate and policy as defined by Standard Life from time to time.

We reserve the right to invest your premium in the Daily Interest Fund if, among other reasons, it does not meet the Minimum Requirements or if your instructions are incomplete or do not comply with the administrative rules in effect at the time of the applicable transaction.

### Daily Interest Fund (DIF)

Any amount allocated to the Daily Interest Fund will earn interest daily at a rate we set from time to time. Interest is currently credited annually.

### Ideal Term Fund certificates

Ideal Term Fund certificates earn interest at the annual rate guaranteed at their inception (the Guaranteed Rate). The interest rate will be determined by the plan type, interest type (simple or compound), interest payment frequency, term length and redeemability characteristics, among other factors.

### Book Value

The **Book Value of the Daily Interest Fund** is equal to the sum of premiums and accumulated interest (less any amounts surrendered and/or payments).

The **Book Value of an Ideal Term Fund** certificate at any time during its term is equal to the sum of premiums and accumulated interest at the Guaranteed Rate (less any amounts surrendered and/or payments, including any applicable surrender charges). If compound interest is selected, interest will be calculated on an annual compound basis from the inception of the term. If simple interest is selected, interest will be calculated from the date interest was last paid.

The **Total Book Value** is equal to the sum of the Book Values of the Daily Interest Fund and the Ideal Term Fund certificates in your Policy.

### Premium payment

You may pay your premium through your advisor on any business day. Your advisor will forward your instructions to us and your premium will be processed in accordance with the Ideal Term Fund Policy Provisions for Tax-free Savings Account, Minimum Requirements and other administrative rules in effect at that time.

### Ideal Term Fund renewal

At an Ideal Term Fund's certificate maturity, its Book Value will automatically be renewed for a similar period in the same Ideal Term Fund, with the same features, unless you instruct us otherwise, provided that:

- the Book Value meets the Minimum Requirements and other administrative rules in effect at the time of renewal, and
- we still offer the Ideal Term Fund and features within your plan.

Otherwise, the proceeds will be processed in accordance with the administrative rules in effect at the time.

### Surrenders

Subject to the legislation applicable for Tax-free Savings Account, you can request the total or partial surrender of premiums allocated to your policy.

**Surrender Charge:** A surrender charge is an amount that may be deducted from a surrender that is made prior to an Ideal Term Fund's certificate maturity. Surrenders include partial surrenders and transfers.

**Cash Surrender Value:** The Cash Surrender Value is the amount you receive when you make a surrender prior to an Ideal Term Fund's certificate maturity. The Cash Surrender Value is the Book Value of an Ideal Term Fund certificate minus any applicable surrender charges (including any Market Value Adjustment).

At an Ideal Term Fund's certificate maturity, you can surrender the Ideal Term Fund for its Book Value. If you request a surrender prior to maturity, you will receive the Cash Surrender Value.

After a surrender, if the remaining Book Value of an Ideal Term Fund does not meet the Minimum Requirements and other administrative rules then in effect, the Cash Surrender Value will either be reallocated to the Daily Interest Fund or surrendered to you.

The Daily Interest Fund is always surrendered for its Book Value.

### Automatic transfers from the daily interest fund

The automatic transfer option allows you to transfer your premiums from the Daily Interest Fund to an Ideal Term Fund certificate based on your automatic transfer instructions. Your selected transfer amount will trigger the automatic transfer of the Book Value in your Daily Interest Fund into your selected Ideal Term Fund. The transfer amount must meet the Ideal Term Fund certificate Minimum Requirements and other administrative rules in effect at the time of the transfer.

### Systematic withdrawal plan (SWP) terms

We will make periodic withdrawals from your Policy based on the frequency specified in your application and we will follow the default schedule in effect at the time. The withdrawals will be subject to the Minimum Requirements and other administrative rules in effect at the time of each withdrawal. Upon notice, we can discontinue your systematic withdrawal plan.

### Death benefit

If a Successor Planholder has not been designated, in the event of the death of the Annuitant:

a) On or before the Annuity Commencement Date, Standard Life will pay the Beneficiary, a Death Benefit equal to the Total Book Value, determined on the Valuation Date coincident with or immediately following the day Standard Life is notified of the death of the Annuitant.

On the Valuation Date coincident with or immediately following the day Standard Life is notified of the death of the Annuitant, Standard Life will transfer the Death Benefit into the Daily Interest Fund. Upon receipt of all required documentation, the Book Value of the Daily Interest Fund will be paid to the Beneficiary, and the Policy will be terminated.

b) After the Annuity Commencement Date, any remaining guaranteed annuity payments will be paid to the Beneficiary, as they fall due.

### For residents of Quebec

In this Policy, all premiums paid form part of Standard Life's main fund, which is the sole property of Standard Life. Only Standard Life has the authority to manage its main account. However, Standard Life agrees to allocate premiums among the various maturity options offered according to the selection made by the Annuitant.

Unless Standard Life receives different instructions prior to your Annuity Commencement Date, Standard Life will disburse your annuity as follows:

The first annuity payment will be made one year after your Annuity Commencement Date.

The annuity payments will be level and paid annually for 15 years.

The annual annuity payments will be calculated using the Total Book Value on the Annuity Commencement Date multiplied by a factor of 66.944 and divided by 1,000.

e.g.  $(\$100,000 \times 66.944) \div 1,000 = \$6,694.40$

Other types of annuities are available and the type chosen can increase or decrease the factor shown above.

However, Standard Life reserves the right to change the calculation factors, provided Planholders receive written notice to this effect 60 days in advance, if the interest rate varies with respect to the *official discount* rate in effect at the Bank of Canada on June 30, 2007. In addition, if the Maturity Benefit on the Annuity Commencement Date is less than \$10,000, Standard Life also reserves the right to use a different factor or to make a lump sum payment.

### Rate basis guarantee terms

If you select a Standard Rate Basis Guarantee, the following conditions currently apply:

1. We guarantee you the current interest rate for the next 45 days;
2. If premiums are received within 45 days after the date of the request, the Rate Basis in effect on the date of the request will apply regardless of any Rate Basis changes in the interim;
3. If premiums are received more than 45 days after the date of the request, you will receive the less favorable of the Rate Basis in effect on the date of the request and the Rate Basis in effect on the date the premiums are received;
4. We will honour any request that is received by us within one business day after the date of the request. In the event that the request is not received within one business day, we will apply the Rate Basis in effect on the date the request is received by us;
5. If the actual amount of the premium exceeds the estimated amount provided, the terms of the Rate Basis Guarantee will be limited to the estimated amount plus the lesser of 10 percent of the estimated amount and \$10,000. The Rate Basis in effect on the date of the premium payment will be applied to any amount in excess of the applicable limit;
6. Your request is irrevocable and your instructions cannot be changed.

From time to time we may offer a Promotional Rate Basis Guarantee for which conditions 4 to 6 apply.

### Total customer satisfaction guarantee

As evidence of our commitment to our customers' satisfaction, we are pleased to offer our Total Customer Satisfaction Guarantee. The terms of the guarantee are quite straightforward:

If you are not satisfied with the sales process within six months of your Policy's issue date, your Total Book Value on the Valuation Date the Total Customer Satisfaction Guarantee is invoked, is payable. \* There may be a Market Value Adjustment to reflect fluctuations in interest rates. The refund may also be subject to taxation legislation.

In order to better meet our customers' needs in the future, you must complete a simple form indicating which of the eight principles of our Code of Ethics of the Sales Process (available upon request) has not been met to your satisfaction.

\* Additional premiums are covered under the Total Customer Satisfaction Guarantee as long as they are made within the six months following your Policy's issue date.

## Find out more

The Standard Life Assurance Company of Canada  
Retail Investment Customer Services

P.O. Box 11497, Stn Centre-Ville,  
Montréal, Québec H3C 5S5

**Toll Free 1-888-841-6633**

**Toll Free Fax 1-877-882-4892**

e-mail: [csc@standardlife.ca](mailto:csc@standardlife.ca)

**[www.standardlife.ca](http://www.standardlife.ca)**