

# *I didn't know you did that!*

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responsive patient  
sustainable  
distinct



## Personal Mortgage Insurance & Insured Annuities

### Personal Mortgage Insurance

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Mortgage insurance is typically offered through your lender (bank) at the time you take out a mortgage. It is a simple and easy process at the time, but all too often the details can be overlooked.

Lender-issued insurance is often based on a “blended” rate where your individual health circumstances are not examined. If you are healthy, why not prove it and pay less? We have encountered cases where healthy individuals can pay *substantially* less.

The benefit of lender-issued insurance declines with the balance of your mortgage, and any claim is paid directly to the lender. With personal insurance the coverage remains constant and the benefit is paid to the person of your choosing.

Finally, lender-issued insurance is post-underwritten, meaning you are not certain you will be covered until a claim is made.

If you, a member of your family, or a trusted friend are purchasing real estate and shopping for a mortgage, please feel free to have them get in contact with us. We will be happy to introduce them to the many benefits and (potentially) lower premiums available with **personal mortgage insurance**.

Even if you have existing mortgage insurance through your bank, there are still benefits and potential cost savings available. Please contact us for a no-obligation assessment.

And while we are on the subject of mortgages, if you are shopping for a mortgage, please let us know. We can introduce you to a trusted CIBC lending specialist who will be happy to compete for your business. As a valued client of CIBC Wood Gundy, you will have access to the very best rate CIBC has to offer.

### Insured Annuities

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Fixed income often has an important place in a diversified portfolio. It can provide security and stability, as well as a regular cash flow. Depending on your tolerance for risk, fixed income might have a greater or a lesser weighting in your overall net worth. Sometimes it's just nice to know you have that “nest egg” of fixed income tucked away that you can always count on.

Today's challenge with fixed income is a generational low interest rate environment. GICs and Government Bonds (the cornerstone of fixed income) currently offer yields in the 2% range.

One potential solution is an **Insured Annuity**. Consider these a “lifetime bond” that might be appropriate for a portion of your fixed-income allocation. Benefits of this strategy include:

- Stable monthly cash flow
- Tax-advantaged income
- Fixed-principle repayment
- Avoid probate fees and estate delays
- Lower taxable income may reduce government clawback of benefits

Insured annuities generally offer the maximum advantages if you are between the ages of 60 and 80, and in good health. If you are considering a charitable donation in your Will, the benefits can be even greater.

Please contact us to provide a personalized assessment of how an insured annuity might work for you.

## Our goal is to help you develop and attain your vision of the future with a holistic approach to wealth management.

On your behalf, we assemble and direct a team of local experts, including accountants, realtors, eldercare professionals, tax and estate planning specialists, and insurance contacts. As your needs evolve, we monitor your plan and identify opportunities that arise as a result of changes in your circumstances.

We have the unique ability to work closely with our banking partners at CIBC to connect you with senior associates with access to select offers.

However, all too often we hear this phrase from our clients, "I didn't know you did that!" With this in mind, we would like to highlight two specific offers that we think can make a lot of sense – perhaps for you, and perhaps for a close family member or friend.

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Neil Chappell and Graham Isenegger are Investment Advisors with CIBC Wood Gundy in Victoria, BC. The views of Neil Chappell and Graham Isenegger do not necessarily reflect those of CIBC World Markets Inc.

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