

RETIREMENT SUSTAINABILITY QUOTIENT (RSQ) RANGES

An RSQ is a quantitative measurement of how likely a mix of investment products can provide desired lifetime retirement income. The closer to 100% your RSQ score is the higher the likelihood that your income stream will be sustainable throughout your retirement.

0-50%	<p>An RSQ of 50 % or less indicates a very low likelihood of attaining your retirement income goal. The desired retirement income is not likely sustainable for life.</p> <p>If you continue on this path it may also indicate that at some point during your retirement, your income and standard of living will likely need to be reduced. You may want to consider a combination of the following, which may help to improve your RSQ:</p> <ul style="list-style-type: none"> ■ Working longer and retiring later ■ Substantially reducing your desired annual income ■ Increasing your nest egg by saving more money ■ Using other assets to help fund retirement (such as proceeds from selling a cottage or downsizing your home)
51-65%	<p>An RSQ of in this range indicates a low likelihood of attaining your retirement income goal. The desired retirement income is not likely sustainable for life.</p> <p>You may need to adjust your income and standard of living at some point during retirement. You may want to consider one or a combination of the following, which may help to improve your RSQ:</p> <ul style="list-style-type: none"> ■ Adjusting your Product Allocation to include more guaranteed lifetime income products ■ Working longer and retiring later, or transitioning into retirement with some work (semi-retirement) ■ Reducing your desired annual income ■ Increasing your savings ■ Using other assets to help fund retirement (such as proceeds from selling a cottage or downsizing your home)
66-79%	<p>An RSQ in this range indicates that the desired retirement Income may only be sustainable for the early part of your retirement but will not be sustainable for a longer than expected life.</p> <p>You may want to consider one or a combination of the following, which may help to improve your RSQ:</p> <ul style="list-style-type: none"> ■ Adjusting your Product Allocation to include more guaranteed lifetime income products ■ Working longer and retiring later, or transitioning into retirement with some work (semi-retirement) ■ Reducing your desired annual income ■ Increasing your savings ■ Using other assets to help fund retirement (such as proceeds from selling a cottage or downsizing your home)
80-89%	<p>An RSQ in this range indicates that you're on your way and it is likely that your desired retirement income may be sustainable for the rest of your life.</p> <p>Since you are not quite in the target RSQ range of 90%+, you may want to consider one or a combination of the following, which may help to improve your RSQ:</p> <ul style="list-style-type: none"> ■ Adjusting your Product Allocation to include more guaranteed lifetime income products ■ Working just a few more years or transitioning into retirement with some work (semi-retirement) ■ Moderately reducing your desired annual income
90% and above	<p>An RSQ in this range indicates you have a very high likelihood that your desired retirement income will be sustainable for life, provided you stick to the current plan.</p> <p>As your RSQ is comfortably within the target range, you may be able to do one or more of the following and still possibly maintain an RSQ above the target of 90%:</p> <ul style="list-style-type: none"> ■ Increase the amount of desired annual retirement income ■ Leave more of your nest egg as a legacy for loved ones

FOR MORE INFORMATION, PLEASE CONTACT YOUR ADVISOR

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MK2510E TMK1037E 01/11

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