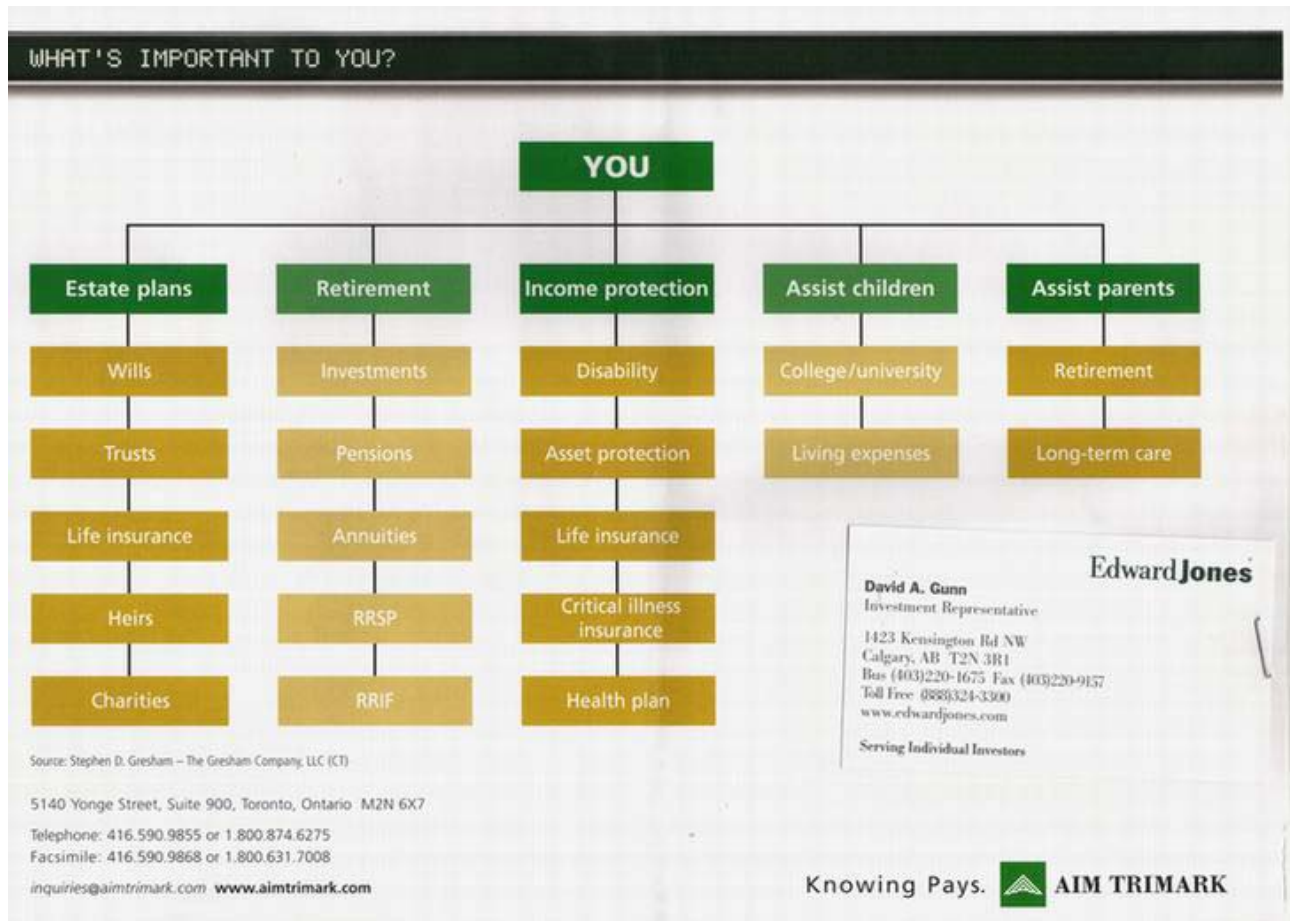


DANCING YOUR WAY IN RETIREMENT: AN INVESTMENT GUIDE

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Not knowing the proper steps in a dance can be very embarrassing. Not knowing the proper steps to take in your retirement plan can be life altering. Come and find out the 10 simple steps to "Dance your way through retirement."



Estate Plans

You'd be surprised to hear that many Canadian adults don't have a will. Protect your assets and ensure they reach your loved ones.

- What's the primary goal of your estate plan? Avoiding taxes? Providing for your family? Charitable giving?
- Do you have a living will?
- Do you have a durable power of attorney in the event you can't be reached or are unable to make a decision?
- Have you identified the principal beneficiaries of your estate?
- Do you have guardians for your children? Trustees for your estate?
- Do you own life insurance?
- Are you confident that you have enough life insurance?
- What kind of succession plan do you have for your business?
- Is the succession plan easily accessible to family members or business partners?
- Do you have any kind of buy/sell agreement for your business with partners or potential successors? Is it up to date? Is it adequate?

Retirement

The sooner you begin planning, the easier it will be to put money ahead and worry behind.

- When do you plan to retire?
- What kind of retirement plans do you have? What are your assets? How are they invested?
- Do you control the asset allocation and investment decisions for your retirement assets? Who helps you? Are you on track to reach your investment goals for retirement? Do you think your current asset allocation matches your investment needs?
- Do you own long-term care insurance? Do you think you need it?
- What does your employer or your company contribute to your retirement plan?
- Have you calculated your expected income from pensions? How about your benefits from any medical insurance plans?
- Do you own annuities?
- Do you know when you're eligible to draw money from your Registered Retirement Investment Fund? Are you taking full advantage of your Registered Retirement Savings Plan (RRSP) and its offshoots, such as spousal RRSPs?

Income Protection

The disappearance of steady income can pose daunting problems for you, your family and your business, both in the short and long term.

- Do you have disability insurance of any kind? When do the benefits begin after a disability? What is the maximum monthly benefit payable to you and how long would you be eligible?
- Do you own personal coverage? Are you confident you have adequate coverage for yourself, your family, your business?
- Does your business offer adequate protection from lawsuits for sexual harassment, product liability or worker's compensation claims?

Assist Children

Looking out for your children can, in many ways, last a lifetime.

- How many children do you have? Are any from other marriages?
- Have you established plans for their secondary and post-secondary education? Are you prepared to meet those obligations?
- Do your children participate in saving or investing? Do they have an account of their own or any RRSPs and RESPs?
- If your children are grown, do you provide any financial assistance? How? Do you expect that support to grow/stay the same/decline?
- Do you have any grandchildren? Are you assisting them today, or do you expect to assist them in the future?

Assist Parents

It's essential to have a plan to care for your parents - and the sooner you broach the topic with them, the better.

- How is your parents' health? Where do they live? Are you providing any care?
- How will your parents provide for their expenses in retirement? How about medical care? Do they own long-term care insurance?
- Are you providing care for any older relatives or friends?
- Are there other relatives or friends for whom you might one day be responsible? Are you prepared to manage those responsibilities?

Source: Adapted from Stephen D. Gresham -The Gresham Company, LLC (CT)

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