

EPIC Planning Process



FOR ADVISORS ONLY

What is EPIC?

The Essential Passive Income Concept (EPIC) is a flexible and integrated planning approach exclusively offered by Desjardins Insurance to business owners and incorporated professionals so they can assess the potential effects of the passive investment income rules on their corporation.

EPIC provides a tailored suite of solutions that can:

- Reduce the tax burden on the corporation starting now and for years to come, resulting in a significant cumulative tax savings
- Provide comprehensive risk management tools
- Enhance estate and retirement options for shareholders and key employees

EPIC PLANNING PROCESS



This document will help you become familiar with all the important steps of the EPIC planning process that you, as an advisor, need to undertake in order to present this unique concept to your client.

More specifically, EPIC will identify potential tax savings based on your recommendations in up to 3 general areas:

- **Insurance solutions:** Corporate-owned life and/or critical illness (CI) insurance
- **Pension:** Individual Pension Plans (IPP)
- **Investment solutions:** Market-linked term investments like Guarantee Advantage (GA) that, depending on the options chosen, defer taxation on income



STEP 1. INTRODUCING EPIC

1. You are in the process of reviewing your client's current financial situation along with their legal, taxation and accounting professionals to identify their planning needs and those of their corporation.
As a part of the planning process, you introduce them to the Passive Investment Income Impact Calculator (PIIC). This calculator helps you identify an existing or developing problem with passive investment income that might limit their access to the small business deduction (SBD) available to Canadian-controlled private corporations (CCPC). To resolve this problem, different Desjardins Insurance solutions could be put in place. EPIC will help you illustrate the effect of the solution you recommended. It might include products from up to 3 general areas:
 - a. Insurance
 - b. Individual Pension Plan (IPP)
 - c. Guarantee Advantage (GA)
2. Contact your Insurance Regional Sales Director (RSD) to discuss if EPIC is a suitable planning concept for your client and to see which of these solutions could work the best for your client and their corporation.

STEP 2. COMPLETING THE EPIC QUESTIONNAIRE

1. Now that you have identified planning solutions for your client's corporation in Step 1 with the help of your RSD, you'll need to:
 - a. Prepare the Life and CI illustrations and their appropriate concept reports (Corporate IRP, CWEP and/or EHP), if any, that reflect your recommended insurance solutions
 - b. Request the IPP quote from rri.ipp.act@dsf.ca. Refer to the "EPIC Checklist", IPP section, to ensure that important steps are covered.
 - c. Identify the need for GA and the amount available to invest
2. At this point your RSD will provide you with the EPIC Questionnaire and review it with you.

STEP 3. PREPARING THE EPIC REPORT

1. Once your EPIC Questionnaire* has been completed, you can send it together with the proposed planning solutions, Life and CI insurance product illustrations and concept reports and IPP quote, if any, to epic@desjardins.com.
2. As a part of the EPIC service offer, a consultation with an EPIC specialist will be available to you as the report is being prepared. This will give you a first look at the EPIC tax savings projections and provides you with an opportunity to fine-tune the solutions with our EPIC specialist.
3. The EPIC specialist will then send the Epic Report to you and to your RSD.

STEP 4. RECEIVING THE EPIC REPORT

1. If you have any questions or need help on how to present the EPIC Report, please reach out to your RSD.
2. To present the EPIC report to your client, you will need the EPIC report, as well as all of the supporting documents (such as Life and CI insurance product illustrations, their concept reports, and the IPP quote, if applicable).

*Some restrictions may apply (such as a minimum investment amount, in terms of minimum premiums, coverage, investment amounts). Please contact your RSD for more information.

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