



PIVOTAL SELECT™ Advisor Guide


Segregated Funds
Savings and Retirement



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About Equitable



Who we are

Canadians have turned to Equitable since 1920 to protect what matters most. We work with you to offer solutions that provide good value, and help you navigate those solutions to meet the needs of clients. We're friendly, caring and interested in helping. We take pride in providing personalized service and solutions that work for you and clients.

Strength in being mutual

As an independent Canadian mutual life insurance company, Equitable is not driven by short-term results or demands from shareholders. Instead, we focus on longer term strategies that foster ongoing stability and growth for our clients, business partners and investors.

Quality products

Our clients rely on you to help them achieve their financial goals. Equitable provides straightforward, quality products that will meet clients' needs. We are proud to offer quality funds, and interest rates that are consistently competitive across the industry. Our products offer protection and flexibility, and can be customized to complement a client's financial plan.

We value our advisors

Equitable is committed to earning your business. We value advisor relationships, and work to provide you with the tools needed to help you succeed. Whether you are a new advisor or a veteran in the industry, we are dedicated to helping you grow your business.

Strong capital position

The Life Insurance Capital Adequacy Test (LICAT) ratio is a recognized measure of strength and stability for the insurance industry. Equitable's LICAT ratio is well above the minimum prescribed by the Office of the Superintendent of Financial Institutions Canada (OSFI).

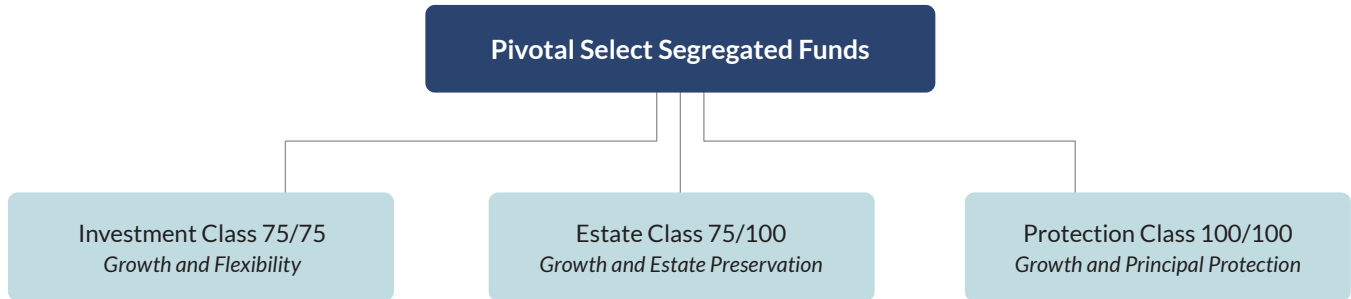
About This Guide

This guide provides a detailed overview of Equitable's Pivotal Select segregated funds, including product features and benefits. The Pivotal Select Contract and Information Folder provides full product details and will govern in all cases.

Questions? Equitable is committed to providing you with the service you need to support your business. If you have questions or require additional information, please contact your Equitable Regional Investment Sales Manager, or our Advisor Services team. You can reach the Advisor Services team at 1.866.884.7427, or by email at savingsretirement@equitable.ca.

Pivotal Select Overview

Equitable segregated funds provide clients with growth potential and financial protection to meet their savings and retirement needs. Pivotal Select offers three unique guarantee classes: Investment Class, Estate Class and Protection Class. Regardless of a client's investment objectives, Pivotal Select can provide clients with the solution they need and the level of protection they desire.



Pivotal Select Investment Class offers a broad selection of investment choice with no added insurance fee, allowing for the greatest growth potential and flexibility while still maintaining its segregated fund advantages.

Pivotal Select Estate Class is an enhanced segregated fund offering for investors wishing to protect their investment. A 100% death benefit guarantee combined with inherent segregated fund estate planning benefits results in an extremely effective estate planning solution.

Pivotal Select Protection Class is an enhanced segregated fund offering for investors who want the assurance that their principal investment is protected, while investing in funds that position them for growth opportunity. A 100% deposit maturity guarantee* combined with a 100% death benefit guarantee provides our highest level of principal protection and guarantees.

* A 100% maturity guarantee applies to deposits made prior to the first contract anniversary. A 75% maturity guarantee applies to deposits made on or after the first contract anniversary. Any withdrawals will proportionately reduce the maturity guarantee.

Pivotal Select

Offering a solution for every investor need

	Pivotal Select Investment Class <i>Growth and Flexibility</i>	Pivotal Select Estate Class <i>Growth and Estate Preservation</i>	Pivotal Select Protection Class <i>Growth and Principal Protection</i>
Accumulation	Growth and flexibility	Growth with protection	Growth with full protection
Estate	Effective estate transfer	Enhanced estate transfer and preservation	Enhanced estate transfer and preservation
Income	Flexible income needs	Discretionary income needs	Discretionary income needs

Product Feature Summary

	Investment Class 75/75	Estate Class 75/100	Protection Class 100/100
Maturity benefit guarantee	At contract maturity (age 105), clients will receive the greater of the market value or 75% of deposits (reduced proportionately for withdrawals).	Every 15 years the contract has a deposit maturity date. On that date, the contract guarantees the greater of the market value, or 75% of gross premiums made within the previous 15 years (reduced proportionately for withdrawals).	Every 15 years the contract has a deposit maturity date. On that date, the contract guarantees the greater of the market value, or the applicable maturity guarantee. A 100% maturity guarantee applies to deposits made prior to the first contract anniversary. A 75% maturity guarantee applies to deposits made on or after the first contract anniversary. Any withdrawals will proportionately reduce the maturity guarantee.
Death benefit guarantee	If the annuitant dies before the contract maturity date, the death benefit will be the greater of the market value or 75% of deposits (reduced proportionately for withdrawals).	If the annuitant dies before the contract maturity date, the death benefit will be the greater of the market value or 100% of deposits (reduced proportionately for withdrawals).	If the annuitant dies before the contract maturity date, the death benefit will be the greater of the market value or 100% of deposits (reduced proportionately for withdrawals).
Guarantee resets	Not available.	Client initiated resets on the death and maturity benefit guarantees, once per year, up to the annuitant's 80th birthday. A reset of the maturity benefit guarantee will set a new deposit maturity date 15 years after the reset date.	Client initiated resets on the death and maturity benefit guarantees, once per year, up to the annuitant's 80th birthday. A reset of the maturity benefit guarantee will set a new deposit maturity date 15 years after the reset date.
Additional guarantee fees	No annual fee outside of the fund MER.	There is an annual Estate Class guarantee fee charged on a monthly basis as a percentage of the market value. For a listing of the current guarantee fees, refer to the Pivotal Select Fund Facts booklet (form 1366).	There is an annual Protection Class guarantee fee charged on a monthly basis as a percentage of the market value. For a listing of the current guarantee fees, refer to the Pivotal Select Fund Facts booklet (form 1366).
Maximum issue/deposit age	A contract can be issued until the end of the year in which the client turns 90. Deposits over age 80 are limited to the No Load sales charge option. The maximum deposit age is 90.	A contract can be issued until the end of the year in which the client turns 80. Deposits over age 80 are limited to the No Load sales charge option. The maximum deposit age is 85.	A contract can be issued until the end of the year in which the client turns 80. Deposits over age 80 are limited to the No Load sales charge option. The maximum deposit age is 85.
Eligible registration types	Non-registered Tax-Free Savings Account (TFSA) Registered Retirement Savings Plan (RRSP) – individual or spousal	Locked-in Retirement Account (LIRA, RLSP, LRSP) Retirement Income Fund (RIF) - individual or spousal Life Income Fund (LIF, PRIF, LRIF, RLIF) First Home Savings Account (FHSA)	
Fund minimum	\$50 (Balance, PAD, switches, dollar cost averaging)		
Minimum deposit	New contracts: <ul style="list-style-type: none"> • \$50 per fund (all registrations) • Non-registered, TFSA, RRSP, FHSA: \$500 or \$50 monthly PAD • LIRA, RLSP, LRSP: \$500 • RRIF, LIF, PRIF, LRIF, RLIF: \$10,000 		Subsequent deposits: <ul style="list-style-type: none"> • \$50 per fund (all registrations)
Minimum withdrawal/switches	Scheduled withdrawal: \$100 Unscheduled withdrawal: \$500 Switches: \$500		
Deposit maximum	\$750,000/year (approval required for larger deposits)		
Dollar cost averaging	Weekly, monthly, bi-monthly, quarterly, semi-annually or annually.		
Withdrawal frequency	Monthly, quarterly, semi-annually or annually.		

Product Feature Summary

	Investment Class 75/75	Estate Class 75/100	Protection Class 100/100				
Investment options	Segregated Funds						
Load types	No Load (NL) and No Load - CB (NL-CB, NL-CB5). Based on our administrative rules, No Load (NL) is the only sales charge option that can combined with another sales charge option within the same contract.						
NL-CB (3-year advisor chargeback) Advisor chargeback schedule	Month 1-12: 100% Starting month 13 the commission chargeback is prorated until month 36, when the chargeback is 32.8% Month 37+: 0%						
NL-CB5 (5-year advisor chargeback) Advisor chargeback schedule	Month 1-12: 100% Starting month 13 the commission chargeback is prorated until month 60, when the chargeback is 28.0% Month 61+: 0%						
Compensation	<u>FundSERV Compensation</u>			<u>Non-FundSERV Compensation</u>			
		NL	NL-CB(3)	NL-CB(5)	NL	NL-CB(3)	NL-CB(5)
	Upfront Commissions	0.00%	3.50%	5.60%	0.00%	2.50%	4.00%
	Trailer Commission (year 1)						
	Money Market:	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
	Fixed Income Funds:	0.504%	0.000%	0.000%	0.360%	0.000%	0.000%
	All other funds:	1.008%	0.000%	0.000%	0.720%	0.000%	0.000%
	Trailer Commissions (years 2-3)						
	Money Market:	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
	Fixed Income Funds:	0.504%	0.252%	0.252%	0.360%	0.180%	0.180%
	All other funds:	1.008%	0.504%	0.504%	0.720%	0.360%	0.360%
	Trailer Commissions (year 4)						
	Money Market:	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%
Fixed Income Funds:	0.504%	0.252%	0.252%	0.360%	0.180%	0.180%	
All other funds:	1.008%	0.504%	0.504%	0.720%	0.360%	0.360%	
Trailer Commissions (years 5+)							
Money Market:	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	
Fixed Income Funds:	0.504%	0.504%	0.252%	0.360%	0.360%	0.180%	
All other funds:	1.008%	1.008%	0.504%	0.720%	0.720%	0.360%	
Withdrawal fees	A \$25 fee will apply to each unscheduled withdrawal after the first two withdrawals in a calendar year.						
Preferred Pricing Program	Yes						
Additional fees (frequent trading)	An administration charge of 2% of the transfer value may apply if units are switched within 90 days of acquiring the units (not applicable to transfers out of the Money Market fund).						
Fund switch fees	Fund switches in excess of four per calendar year are subject to a \$25 per switch charge.						
Waiving redemption fees upon death	Yes						
Declining death benefit	No						
Potential to bypass probate	Yes						
Potential creditor protection	Yes						
FundSERV eligible	Yes						
Contract maturity	Age 105						
Statement frequency	Semi-annual						

Live freely,
invest securely.®



Pivotal Select Investment Class 75/75

Growth and flexibility

Pivotal Select Investment Class is ideal for investors looking for long-term growth potential and flexibility.

- **Investment choice**

With a variety of diverse segregated funds to choose from, your investment solutions can be tailored to meet your specific objectives. Pivotal Select Investment Class offers the flexibility to move between funds and fund managers within one contract. Portfolios can be tailored to suit specific needs with asset classes ranging from domestic equity, foreign equity, balanced and fixed income, as well as three portfolio fund families. Our segregated funds are backed by diverse Canadian fund managers dedicated to helping investors achieve their financial objectives.

- **Pay only for the protection you require**

Investment Class offers competitive management expense ratios (MERs) with no additional insurance cost. For those who do not require enhanced guarantees, this reduces the cost associated with investing, while maximizing the growth potential of the investments.

- **Flexibility**

With Pivotal Select Investment Class savings are easily accessible. Pivotal Select is available in No Load, No Load CB and No Load CB5, allowing you to choose the sales charge option that best suits each client. Should clients need to withdraw savings they can do so easily and at any time (fees may apply).

*Based on our administrative rules, No Load is the only sales charge option that can be combined with another sales charge option within the same contract.

In addition to inherent segregated fund benefits, base level guarantees have also been built into the Pivotal Select Investment Class contract:

Feature	Investment Class
Maturity benefit guarantee	At contract maturity (age 105), clients will receive the greater of the market value or 75% of deposits (reduced proportionately for withdrawals)
Death benefit guarantee	If the annuitant dies before the contract maturity date, the death benefit will be the greater of market value or 75% of deposits (reduced proportionately for withdrawals)

Pivotal SELECT Estate Class 75/100

Growth and estate preservation

Pivotal Select Estate Class is an enhanced segregated fund offering for investors wishing to protect their investment, while maintaining the growth potential of the markets. With a 100% death benefit guarantee and a 75% maturity benefit guarantee, Estate Class offers capital security for clients and their loved ones.

- **Death benefit guarantee**

With a 100% death benefit guarantee clients' estates are protected, even in substantial market downturns.

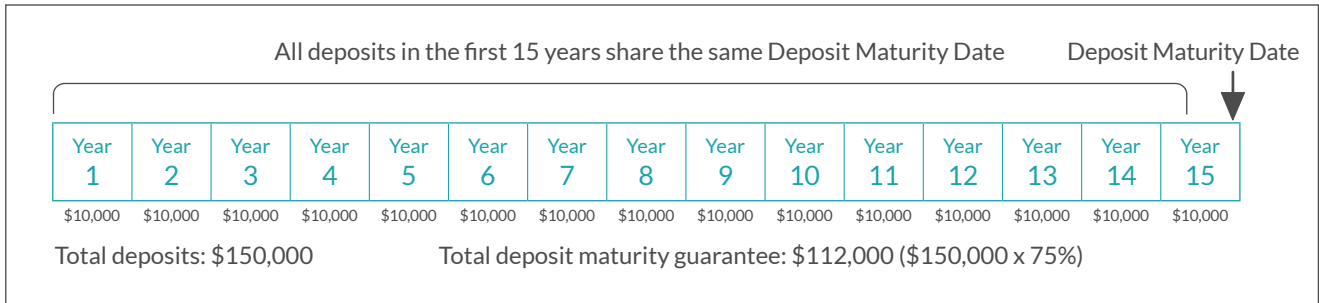
In the event of death, designated beneficiaries are guaranteed to receive 100% of deposits (reduced proportionately for withdrawals).

- **Additional protection: deposit maturity guarantee**

Pivotal Select Estate Class also provides a 75% deposit maturity guarantee, guaranteeing 75% of deposits every 15 years of the contract. At the deposit maturity date the greater of the market value or 75% of net deposits (reduced proportionately for withdrawals) is guaranteed. This limits potential losses and allows clients to build their retirement portfolio with confidence.

The 15 year deposit maturity date is originally set based upon the contract issue date (or the date of first deposit). This date does not change for every supplementary deposit; Estate Class deposits made leading up to the deposit maturity date all qualify for the same deposit maturity benefit on the same date.

For example, at age 55 a client opens a Pivotal Select Estate Class contract and makes annual contributions of \$10,000 for 15 years until the deposit maturity date at age 70. Assuming there are no resets, the contract will have a minimum guaranteed value of \$112,500 ($75\% \times \$10,000 \times 15$) at the deposit maturity date.



- **Investment choice with flexibility**

Pivotal Select Estate Class offers a variety of diverse investment funds across various asset classes and sectors.

Clients have the ability to move between funds and fund managers within one contract. Portfolios can be tailored to suit specific needs with asset classes ranging from equity, fixed income, as well as three portfolio fund families.

Equitable's segregated funds are backed by diverse Canadian fund managers dedicated to helping investors achieve their financial objectives.

- **Guarantee resets**

Pivotal Select Estate Class offers the opportunity and flexibility to reset benefit guarantees once every calendar year up to the annuitant's 80th birthday. Death and maturity benefit guarantees are initially based on deposits. When the market value is higher than the current guarantee value clients may choose to elect a reset. This feature allows clients to protect the growth in their portfolio in addition to their original investment. Investors are encouraged to lock in performance gains through death and maturity benefit resets. Electing a reset on the deposit maturity guarantee will extend the deposit maturity date to 15 years from the date of the reset.



Estate Class fees

To pay for the enhanced guarantees in Pivotal Select Estate Class, an additional fee is charged and collected separately from the MER through the redemption of fund units. The guarantee fees are calculated and charged at the end of each month on a fund by fund basis. Each fund has an annual fee rate. The month-end market value of the fund is multiplied by the annual fund fee, and then divided by 12 (to calculate the monthly charge). Fee payments do not reduce a client's death or maturity guarantee amounts but do reduce their market values.

Advantages of separate Estate Class guarantee fees:

- The cost of the guarantee is upfront for clients; they will know exactly what they will be paying monthly
- The fund MERs can be easily compared to other investment fund MERs
- Fund performance will better reflect that of the underlying fund

Estate Class guarantee fee example:

- Fund with a month-end market value = \$200,000
- Fund fee rate = 0.30%

Monthly Estate Class guarantee fee = $\$200,000 \times 0.30\% \div 12$
= \$50

Pivotal SELECT Protection Class 100/100

Growth and principal protection

Pivotal Select Protection Class is an enhanced segregated fund offering for investors who want full principal protection, while maintaining the growth potential of the markets. With a 100% deposit maturity guarantee, and a 100% death benefit guarantee, the Protection Class offers the highest level of principal protection for clients and their loved ones.

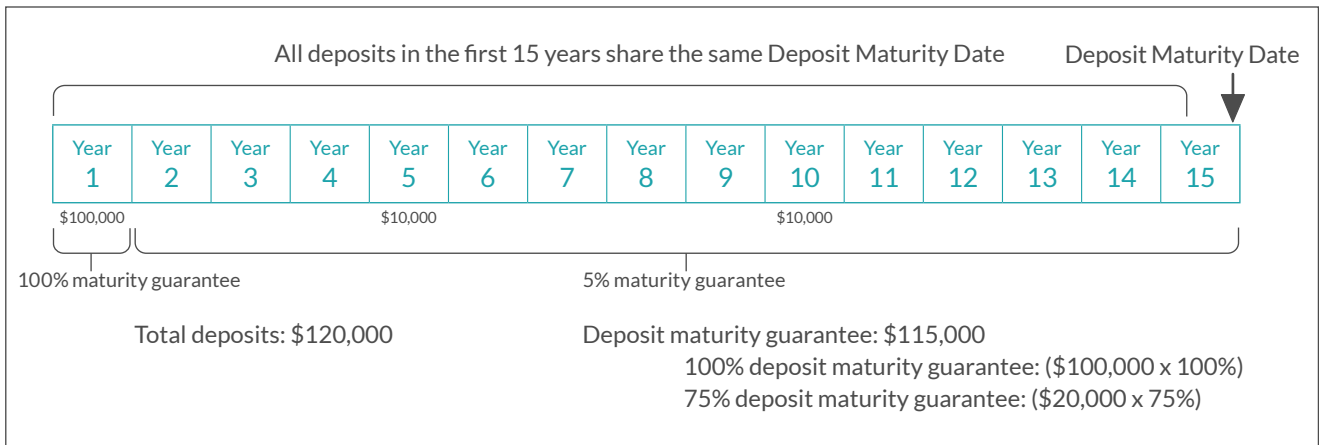
- **Death benefit guarantee**

With a 100% death benefit guarantee, clients' estates are protected, even in substantial market downturns. In the event of death, designated beneficiaries are guaranteed to receive 100% of deposits (reduced proportionately for withdrawals).

- **Enhanced protection: deposit maturity guarantee**

The Pivotal Select Protection Class offers a 100% deposit maturity guarantee on a client's principal investment. Every 15 years the contract has a deposit maturity date. On that date, the contract guarantees the greater of the market value, or the applicable maturity guarantee. A 100% maturity guarantee applies to deposits made prior to the first contract anniversary. A 75% maturity guarantee applies to deposits made on or after the first contract anniversary. Any withdrawals will proportionately reduce the maturity guarantee.

For example, at age 50 a client opens a Pivotal Select Protection Class contract and makes an initial deposit of \$100,000 within the first year. Over the next 14 years the client deposits an additional \$20,000 in the form of two \$10,000 deposits. Assuming there are no resets, the deposit maturity date will be 15 years after the initial deposit. On that date the contract will have a minimum guaranteed value of \$115,000, calculated as follows: $(\$100,000 \times 100\%) + (\$20,000 \times 75\%)$



- **Investment choice with flexibility**

Pivotal Select Protection Class offers a variety of diverse investment funds across various asset classes and sectors. Clients have the ability to move between funds and fund managers within one contract. Portfolios can be tailored to suit specific needs with asset classes that include equity, fixed income, as well as three portfolio fund families. Equitable's segregated funds are backed by diverse Canadian fund managers dedicated to helping investors achieve their financial objectives.

- **Guarantee resets**

Pivotal Select Protection Class offers the opportunity and flexibility to reset benefit guarantees once every calendar year up to the annuitant's 80th birthday. Death and maturity benefit guarantees are initially based on deposits. When the market value is higher than the current guarantee value clients may choose to elect a reset. This feature allows clients to protect the growth in their portfolio in addition to their original investment. Investors are encouraged to lock in performance gains through death and maturity benefit resets. Electing a reset on the deposit maturity guarantee will extend the deposit maturity date to 15 years from the date of the reset.



Protection Class fees

To pay for the enhanced guarantees in Pivotal Select Protection Class, an additional fee is charged and collected separately from the MER through the redemption of fund units. The guarantee fees are calculated and charged at the end of each month on a fund by fund basis. Each fund has an annual fee rate. The month-end market value of the fund is multiplied by the annual fund fee, and then divided by 12 (to calculate the monthly charge). Fee payments do not reduce a client's death or maturity guarantee amounts but do reduce their market values.

Advantages of separate Protection Class guarantee fees:

- The cost of the guarantees is upfront for clients; they will know exactly what they will be paying monthly
- The fund MERs can be easily compared to other investment fund MERs
- Fund performance will better reflect that of the underlying fund

Protection Class guarantee fee example:

- Fund with a month-end market value = \$200,000
- Fund fee rate = 0.60%

Monthly Estate Class guarantee fee = $\$200,000 \times 0.60\% \div 12$
= \$100

Resets in action: Death benefit guarantee

Resetting of the death benefit guarantee allows clients to lock in market gains, maximizing the guarantee that their beneficiaries are entitled to upon the death of the annuitant. Both the Estate Class and Protection Class allow the death benefit guarantee to be reset on an annual basis until the annuitant's 80th birthday.

To illustrate how a reset of the death benefit guarantee can benefit clients, consider the following example:

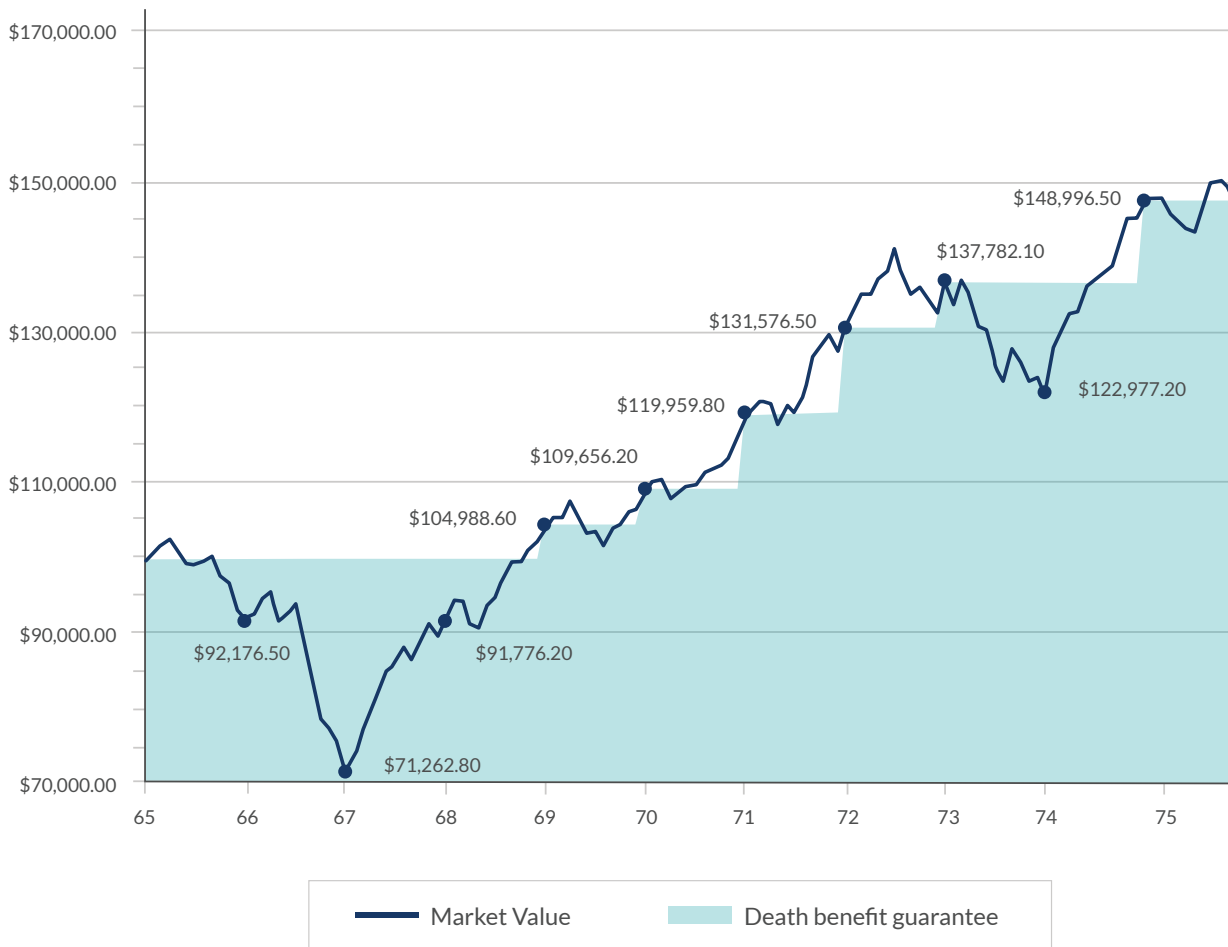
Russell invests \$100,000 into a Pivotal Select contract (either the Estate Class or Protection Class), resulting in an initial death benefit guarantee of \$100,000. Russell meets with his advisor every February and decides to reset his death benefit guarantee every year when his market value is up, allowing him to lock in market gains.

If Russell passes away, his beneficiaries are guaranteed the greater of the death benefit or the market value.

In this example, Russell has not only been able to guarantee his original principal, he has locked in significant growth along the way.

Russell also has peace of mind knowing that when his assets do transfer to his beneficiaries, they will do so quickly and directly, avoiding going through the process of the will, estate, and probate fees.

Locking in Market Gains



For illustration purposes only. Performance histories are not indicative of future performance.

Market value is based on the net return of a \$100,000 initial investment in the Equitable Life Bissett Dividend Income Fund from July 2006 to February 2017.

Impact of Withdrawals on Guarantees

When a withdrawal is made the maturity and death benefit guarantees will be proportionately reduced. The following example illustrates how the guarantees in each of the guarantee classes would be impacted by a withdrawal.

New contract established on November 1, 2022	Investment Class (75/75)	Estate Class (75/100)	Protection Class (100/100)
Initial deposit	\$100,000	\$100,000	\$100,000
Maturity guarantee*	\$75,000	\$75,000	\$100,000
Death benefit guarantee	\$75,000	\$100,000	\$100,000
Withdrawal taken on June 3, 2023			
Market value at time of withdrawal	\$110,000	\$110,000	\$110,000
Withdrawal amount	\$15,000	\$15,000	\$15,000
New market value	\$95,000	\$95,000	\$95,000

Proportional reduction calculation:

= withdrawal ÷ current market value x net deposits
 = \$15,000 ÷ \$110,000 x \$100,000
 = \$13,363.36

June 3, 2023	Investment Class (75/75)	Estate Class (75/100)	Protection Class (100/100)
New maturity guarantee*	= \$75,000 - \$13,363.36 = \$61,636.64	= \$75,000 - \$13,363.36 = \$61,636.64	= \$100,000 - \$13,363.36 = \$86,636.64
New death benefit guarantee	= \$75,000 - \$13,363.36 = \$61,636.64	= \$100,000 - \$13,363.36 = \$86,636.64	= \$100,000 - \$13,363.36 = \$86,636.64

*The Investment Class has a contract maturity guarantee that applies at age 105. The Estate Class and Protection Class have a deposit maturity guarantee every 15 years of the contract, with the initial deposit maturity date set for 15 years after the date of the first deposit.

Additional Segregated Fund Advantages

Segregated funds can provide an outstanding opportunity for you to grow your business and protect clients with unique guarantees and benefits not available with traditional investment funds.

- **Creditor protection**

This is a particularly attractive feature for professionals and small business owners who wish to shelter personal assets from professional liability. When clients invest in segregated funds, creditor protection is included. In the event of bankruptcy or lawsuit, a client’s personal assets may be protected from seizure if their spouse, child, parent or grandchild has been named as beneficiary.

- **Probate bypass**

If a client names a beneficiary other than the estate, proceeds of the contract are paid directly to the beneficiary, bypassing probate. Probate can be a time-consuming and expensive legal process as most governments charge a costly probate fee. As long as the named beneficiary survives the annuitant, benefits from the contract do not pass into the estate upon death. This feature also serves to protect investor privacy; once a will is probated it becomes a publicly available record in the province of residence.

The benefits of naming a beneficiary

Insurance contracts, including Pivotal Select, offer the ability to name a beneficiary. When a beneficiary other than the estate is named, proceeds of the contract bypass the estate and are paid directly to the beneficiary. Avoiding the estate greatly speeds up the distribution of assets, keeps the process private and avoids probate charges.

	Typical Mutual Fund	Pivotal Select
Original investment	\$100,000	\$100,000
Market value at death	\$110,000	\$110,000
Probate (1.5%)	(1,650)	\$0
Legal and accounting fees (2%)	(2,000)	\$0
Net proceeds	\$106,350	\$110,000

Fund managers available in Pivotal Select

Equitable carefully selects fund managers that have potential to deliver strong long term results for our clients. The following fund managers are available on the Pivotal Select platform:



+ Registered trademark of The Bank of Nova Scotia. Used under licence. Fidelity is a registered trademark of 483A Bay Street Holdings LP. Used with permission.

Product Contract Details

Management fees and MERs

All investment funds incur a management fee and certain operating expenses. The management fee combined with the insurance fee, operating expenses and applicable taxes determine the management expense ratio (MER) of a segregated fund which is expressed as a percentage of the fund's daily net asset value. The management fee includes only the amount that is charged directly to the fund for portfolio management services including investment research, marketing and compensation paid to advisors. Operating expenses of the fund include administrative charges attributed to the segregated funds, incidental administrative fees resulting from the underlying funds, taxes (other than income taxes), audit fees, legal fees and custodial fees. The operating expenses do not include commissions and brokerage fees resulting from the purchase and sale of securities. In order to minimize the impact of these fees, Equitable currently absorbs certain operating expenses. This absorption of expenses can be discontinued at any time at the discretion of Equitable. The management fee will not be duplicated in cases where an underlying portfolio, mutual fund or pooled fund is being used. For a listing of the MERs and guarantee fees, refer to the Pivotal Select Fund Facts booklet (form 1366).

Transfer from RSP to RRIF

Any time prior to the RSP conversion date, clients can seamlessly transfer their contract to a RRIF. If instruction is not provided to us prior to the RSP conversion date we will automatically transfer the clients' contract to a RRIF. All investment selections and guarantees remain intact and will not be affected by this transfer.

Preferred Pricing Program

Pivotal Select contract owners with at least \$250,000 in assets automatically receive a management fee reduction (MFR). The MFR is based on the market value of the total assets within a single Pivotal Select contract. There is no registration required to join the program. The MFR will be applied on a monthly basis. The MFR is based on a tiered market value threshold.

For a listing of the tiers and MFRs, refer to the Equitable's Pivotal Select Preferred Pricing Program brochure (form 1756).

Contract maturity date

This is the last day of the contract in which the death benefit guarantee and maturity benefit guarantee will be available. Unless we receive different instructions from the contract owner, on the contract maturity date all units held will be redeemed and the contract value will be used to provide annuity payments. The contract maturity date is the day on which the annuitant turns 105 unless an earlier date is required by applicable legislation.

Assuris

Assuris is a not-for-profit organization that protects Canadian clients if their life insurance company should fail. Every life insurance company authorized to sell insurance policies in Canada is required, by the federal, provincial and territorial regulators, to be a member of Assuris. Equitable Pivotal Select segregated fund guarantees (death and maturity benefits) are protected by Assuris up to certain limits. For details on Assuris and its protection limits, please see www.assuris.ca or call 1.866.878.1225.

Point of sale documents

The advisor is required to provide the client with the following materials prior to the application being completed:

- 1) Pivotal Select Contract and Information Folder
- 2) Pivotal Select Fund Facts

The advisor must provide the client with a copy of the completed application.

The Pivotal Select Contract and Information Folder and Fund Facts documents can either be delivered in paper format, or the client may choose to obtain them electronically through www.equitable.ca/contracts.

The advisor must also have the following in the client file: fact finding used to develop a recommendation, a needs assessment and a written explanation of the reasons for the recommendation.

Glossary

Annuitant	This is the person named as annuitant under the contract.
Beneficiary	The beneficiary is the individual designated to receive any benefit under this contract after the death of the annuitant.
Contract	This is the agreement between Equitable Life of Canada and the contract owner. It includes the Pivotal Select Contract and Information Folder, including the Fund Facts, the application, any endorsements attached to the contract when issued, and any amendments agreed to in writing.
Contract maturity date	This is the last day of the contract in which the death benefit guarantee and maturity benefit guarantee will be available. The contract maturity date is the day on which the annuitant turns 105 unless an earlier date is required by applicable legislation. Prior to reaching the contract maturity date, clients have the option to extend the contract maturity date subject to administrative rules.
Death benefit guarantee	This is the amount that is guaranteed upon the death of the annuitant.
Deposit maturity date	This is the date that the maturity benefit guarantee applies. For Investment Class this date is the same as the contract maturity date. For Estate Class and Protection Class this date may occur at different points throughout the contract.
FHSA conversion date	Prior to the end of the FHSA Maximum Participation Period, if we have not received alternate instructions, we will automatically transfer, in accordance with our Administrative Rules, the Contract Value of the First Home Savings Account to one of the following registration types: <ul style="list-style-type: none">• Retirements Savings Plan (if the client is 70 years old or less)• Retirement Income Fund (if the client is 71 years old)
FHSA Maximum Participation Period	This period is set by the Income Tax Act (Canada). It is currently set to begin when a client opens their First Home Savings Account, and ends on December 31st of the year in which the earliest of the following events occur: <ol style="list-style-type: none">a) The 15th anniversary of opening their first First Home Savings Account,b) They turn 71 years of age,c) The year following their first qualifying withdrawal from your First Home Savings Account.
Fund	This is any one of the segregated funds established by us and made available for the investment of premiums under the contract.
Guarantee class	The contract offers three guarantee classes that provide different levels of protection. Clients make a choice between the Investment Class, Estate Class or Protection Class on the application. Only one guarantee class may be selected.
Insurance fee	This is a fee charged by Equitable to each fund. The insurance fee is calculated as a percentage of the fund's net asset value in accordance with our administrative rules and is included wholly or in part in the management expense ratio (MER), depending on the guarantee class chosen. The insurance fee is associated with the benefits guaranteed under this contract.
Management fees	These are fees that an investment firm or insurance company receives in exchange for providing administrative and management services to a fund and contractholders.

Maturity benefit guarantee	This is the amount that is guaranteed on the maturity guarantee date. The Investment Class has a contract maturity guarantee that applies at age 105. The Estate Class and Protection Class have a deposit maturity guarantee every 15 years of the contract, with the initial deposit maturity date set for 15 years after the date of the first deposit.
Management Expense Ratio (MER)	The MER represents the cost of investing in a fund, expressed as a percentage. The MER varies from fund to fund and covers the management fees, operating expenses, taxes and basic insurance fees. The MER is not charged to clients directly; it is deducted from the fund's return.
Net asset value	The net asset value of each fund is the market value of the fund's assets less its liabilities (including accrued management fees, insurance fees and other expenses).
RSP conversion date	For retirement savings plans this is the date set by the Income Tax Act (Canada); currently the date is December 31st of the year in which the annuitant turns 71. This date can be changed without notice as a result of changes to applicable legislation. Clients may select an earlier RSP conversion date subject to applicable legislation and our administrative rules. For all other plan types, there is no RSP conversion date.
Sales charge option	A fund option that determines the advisor compensation and the time frame associated with withdrawal charges. There are three sales charge options available: NL = No Load, NL-CB = No Load CB (Chargeback to advisor) and NL-CB5 = No Load CB5 (Chargeback to advisor).
Underlying fund	This is an investment fund in which a fund invests all or part of its assets.
Unit	The measurement attributed to the contract to determine the value of the insurance benefits and our monetary obligation to the client. Reference to units of a fund(s) is a notional reference only and the term unit is being used to describe a measure of your contract's pro rata participation and corresponding benefits in a fund(s). Units are not owned by the client, and are not transferable or assignable.
Unit value	A notional value used to measure the market value of one unit of a fund on a given valuation date.

About Equitable

At Equitable we believe in the power of working together. This guides how we work with each other. How we help our clients and partners. And how we support the communities where we live and work.

Together, with partners across Canada, we offer Individual Insurance, Group Insurance and Savings and Retirement solutions. To help our clients protect today and prepare tomorrow.

We believe the world is better when we work together to build an Equitable life for all.



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