



Investment Direction - Individual Wealth (Legacy)

Use this form to provide investment instructions on Legacy Segregated Fund Products (Personal Investment Portfolio, Pivotal Solutions NL/DSC/II and Pivotal Select).

In this form, the terms "you", "your", "my" and "owner" refer to the contract owner(s). The terms "Equitable", "we", "our" and "us" refer to The Equitable Life Insurance Company of Canada. An advisor can complete this form on a contract owner's behalf if there is "Limited Trading Authorization" on file.

Note: To provide direction on an Equitable Guaranteed Investment Funds (GIF) segregated fund contract, complete the [Investment Direction - Equitable GIF form #693GIF](#). For a stand-alone Daily/Guaranteed Interest Account contract, complete the [Investment Direction - DIA/GIA form #693GIA](#).

1. Contract details

Name of owner(s)	Contract number

2. Deposit allocation for segregated funds

Total allocation must equal 100%

I/We request that: a) ☐ Only this deposit of \$ _____ be allocated as follows: OR

b) ☐ The deposit of \$ _____ and all future deposits be allocated as follows:

Based on our administrative rules, NL-CB and NL-CB5 units may not be held within the same contract for Pivotal Select.

Total percentage allocation must equal 100%.

Fund code	Segregated fund name	(\$ or %)

If you chose a) above, future deposits will be processed based on your current investment instructions on file. The instructions on this form will only apply to the deposit accompanying this form.

If you chose b) above, future deposits will be processed based on the investment instructions on this form until you provide new instructions. If you gave instructions using dollar amounts, future deposits will be invested using proportional percentages. Where proportional percentages do not equal 100% (e.g., 33.33% + 33.33% + 33.33% = 99.99%), we'll round up the first fund listed (e.g., 33.34% + 33.33% + 33.33% = 100%).



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3. Deposit allocation for Daily Interest Account and Guaranteed Interest Account

Personal Investment Portfolio only:

Please note that GIA deposits must be a minimum of \$500. Deposits below \$500 can be allocated to DIA.

New deposits (select one):

I/We request that:

- a) ☐ Only this deposit of \$ _____ be allocated to the investment option(s) below.
- b) ☐ This deposit of \$ _____ and all future deposits be allocated to the investment option(s) below.

Existing GIA investments (select one):

For my existing GIA that is maturing on _____ (yyyy/mm/dd) for _____ years:

- a) ☐ Transfer on maturity to the investment option(s) below.
- b) ☐ Transfer immediately to the investment option(s) below.

Investment options:

- a) Amount of deposit allocated to **Daily Interest Account (DIA)**: \$ _____
Optional: ☐ When sufficient money accumulates in the DIA, invest the money into a Guaranteed Interest Account for _____ years
- b) Amount of deposit allocated to **Guaranteed Interest Account (GIA)**: \$ _____
(choose one or more terms between 1-15 years below)

Amount	# of years	Interest Option
\$		<input type="checkbox"/> Compound Interest <input type="checkbox"/> Simple Interest - Annual <input type="checkbox"/> Simple Interest - Monthly (the interest rate is the posted rate less .25%)
\$		<input type="checkbox"/> Compound Interest <input type="checkbox"/> Simple Interest - Annual <input type="checkbox"/> Simple Interest - Monthly (the interest rate is the posted rate less .25%)
\$		<input type="checkbox"/> Compound Interest <input type="checkbox"/> Simple Interest - Annual <input type="checkbox"/> Simple Interest - Monthly (the interest rate is the posted rate less .25%)

- Simple interest is available on non-registered, RIF and LIF
- If your contract is a RIF/LIF and you choose simple interest, the interest will be transferred to DIA

Investment instructions at the end of the term (select one):

- ☐ Reinvest in a term of the same length with the same investment option (default if not specified)
- ☐ Reinvest in a new GIA for _____ years ☐ Compound interest ☐ Simple interest – annual
- ☐ Simple interest – monthly ☐ Transfer the amount to DIA

Simple interest payments (only applicable if “simple interest” was selected):

- ☐ Deposit the interest into DIA
- ☐ Deposit the interest into the owner’s bank account (attach a void cheque) (not available with RIF/LIF)



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4. Source of funds

Tell us how the money was originally obtained, not where it was transferred from. Check all that apply:

- | | | |
|---|---|---|
| <input type="checkbox"/> Earned income or salary | <input type="checkbox"/> Divorce or marriage breakdown | <input type="checkbox"/> Pension or retirement income |
| <input type="checkbox"/> Business income | <input type="checkbox"/> Loan or borrowed money (provide details) | <input type="checkbox"/> Gift (provide details) |
| <input type="checkbox"/> Sale of a home or property (provide the address of the property) | <input type="checkbox"/> Other (provide details) | |
| <input type="checkbox"/> Inheritance or death benefit (provide the name of the deceased) | | |

Details: _____

Is a third party contributing the funds? ☐ No ☐ Yes (please complete [Third-Party Form #31](#) or for Tax Free Savings Account please complete [Third-Party Contribution Form #1582](#)) (some restrictions may apply to third-party contributions). Third party contributions are not available with the First Home Savings Account.

5. Political positions (for non-registered and only when the deposit is equal to or greater than \$100,000)

For the purposes of this question:

- “Payor” means the person who is making the payment(s) on the contract.
- “Family member” means the spouse, ex-spouse, sibling, parent, mother-in-law or father-in-law, or biological or adoptive child.
- “Close associate” means an individual who is closely connected to the Payor for personal or business reasons.
- “Spouse” means the spouse or common law partner.
- “Ex-spouse” means the ex-spouse or ex-common law partner.

Does the Payor, any of the Payor’s family members, or any of the Payor’s close associates hold, or have they ever held, any of the positions listed below; OR is the Payor a family member of a person who holds or has ever held any of the positions below:

☐ No ☐ Yes – indicate the position held below

Position in Canada or in another country

Note: For positions in Canada, list only the positions held in the past 5 years. For all other countries, list all such positions that have ever been held.

- | | |
|--|---|
| <input type="checkbox"/> Head of state or head of government (including Governor General and Lieutenant Governor) | <input type="checkbox"/> Head of an international organization that is established by the governments of countries or the head of an institution of any such organization (indicate only if position held in the past five years) |
| <input type="checkbox"/> President of a state-owned company or bank (including a corporation that is wholly owned by a federal or provincial government) | <input type="checkbox"/> Deputy Minister (or equivalent) |
| <input type="checkbox"/> Member of the executive council of government or member of a legislature (including the Senate, House of Commons or a provincial legislature) | <input type="checkbox"/> Leader or President of a political party in a legislature |
| <input type="checkbox"/> Head of a government agency | <input type="checkbox"/> Ambassador or ambassador’s attaché or counsellor |
| <input type="checkbox"/> Judge (in Canada, must be a judge of an appeal court) | <input type="checkbox"/> Military General (or higher rank) |
| | <input type="checkbox"/> Mayor of a Canadian municipality (does not include mayors in countries other than Canada) |



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5. Political positions (for non-registered and only when the deposit is equal to or greater than \$100,000) (continued)

If you answered "Yes" to the question above, complete the following information:

What is the name of the person who holds or held the position?

What is the title of the position held?

Position held from: _____ to _____
(starting year) (ending year)

In what country was the position held?

With what organization, government or institution was the position held?

How is this person related to the Payor?

- ☐ The person is the Payor
☐ Close family member (relationship): _____
☐ Close associate (relationship): _____

Note: If more than one person has held a position, complete Section 1 and 2 of the [Additional/Updated Client Information Form #1027](#) for each additional person.

What is the Payor's source of wealth? Check all that apply:

- ☐ Salary or earned income ☐ Business income ☐ Investment income ☐ Property income/holdings
☐ Lottery ☐ Inheritance
☐ Other _____

6. Dollar Cost Averaging

Dollar Cost Averaging lets you switch an amount from a fund into other funds of the same guarantee class and sales charge option. This helps spread the risk of investing by averaging the highs and lows of the unit prices. Each "from fund" has a minimum amount of \$500 and each "to fund" has a minimum of \$50.

Select frequency:

- ☐ monthly ☐ quarterly ☐ semi-annually ☐ annually

For Pivotal Select contracts, you can also choose:

- ☐ weekly ☐ bi-monthly (once every two months)

Indicate Start date (1st to 28th): _____
(yyyy/mm/dd)

End date (optional) (1st to 28th): _____
(yyyy/mm/dd)

1. From fund		To fund(s)		2. From fund (if applicable)		To fund(s)	
Fund code	Fund amount	Fund code	Fund amount	Fund code	Fund amount	Fund code	Fund amount
	\$		\$		\$		\$
			\$				\$
			\$				\$
			\$				\$

Where there is an insufficient balance in a listed "from fund", we will discontinue future dollar cost averaging from this fund.



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7. Switches

The minimum switch amount is \$500.

I request the following transfers:

\$ / %	From fund (fund code or name)	To fund (fund code or name)

Note: Fund minimums must be maintained at all times. A \$25 fee may apply for withdrawals and switches.

Switches do not affect your guarantees.

For Pivotal Select, fund switches must be within the same sales charge option. To make a transfer from DSC option or LL option to the NL option, please use [Change of Sales Charge Option \(Form #1388\)](#).

8. Asset Rebalancing (not applicable to Pivotal Select or GIA)

Total allocation must equal 100%.

Asset rebalancing allows you to set a percentage allocation for each fund, and assets are automatically moved to match the allocation. This helps to maintain the fund allocation percentages over time.

Please select frequency:

☐ Semi-annually (May 15 and November 15) ☐ Annually (November 15)

Segregated fund name	Rebalance %



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9. Reset of Death and Maturity Benefit Guarantee

Available on Pivotal Select Estate Class (75/100), Pivotal Select Protection Class (100/100), Personal Investment Portfolio (PIP), Pivotal Solutions II, and Pivotal Solutions Deferred Sales Charge (DSC) contracts. Resets are not available on Retirement Income Fund or Life Income Fund (unless it is for a Pivotal Select contract). Please refer to your Contract Provisions for an explanation of terms and benefits. Submitting a new reset request will void the current guarantees and any previous reset guarantees.

For Personal Investment Portfolio (PIP), Pivotal Solutions II and Pivotal Solutions DSC contracts issued prior to January 1, 2011

☐ I/We authorize a reset of the death and maturity benefit guarantees on the above-mentioned contract. The reset date will be the date this direction form is received by Equitable.

I/We understand the following reset provisions:

- Exercising this reset will lock in the current value of the segregated fund portion of the death and maturity guarantees on the reset date.
- The reset will not be permitted if:
 - (a) This form is not signed by the appropriate parties.
 - (b) Two resets have already been done in the current calendar year.
 - (c) It is past the calendar year in which the annuitant turns 80 for non-registered plans and Tax-Free Savings Accounts (TFSAs), and 71 for registered plans.
 - (d) The new guarantee base is less than the current guarantee base. Depending on the performance of your funds, it is possible that the guarantee base will increase with the reset but that the death benefit will decrease. Your advisor can provide you with information to determine if this will occur.
 - (e) The maturity date cannot be extended to 10 years after the reset date.
- Resets elected on a registered contract that is maturing in fewer than 10 years. If the contract is not transferred to an Equitable Life RIF or LIF at maturity, the current and previous reset guarantees will be void.

For Pivotal Solutions DSC contracts issued after January 1, 2011

Please select one:

☐ Reset maturity benefit guarantee ☐ Reset death benefit guarantee

I/We authorize this reset on the above-mentioned contract. The reset date will be the date this direction form is received by Equitable.

I/We understand the following reset provisions:

- Using this reset will lock in the current value of the segregated fund portion of the death and maturity guarantees on the reset date.
- The reset will not be permitted if:
 - (a) This form is not signed by the appropriate parties.
 - (b) Two maturity benefit guarantee base resets have already been completed within the life of the contract.
 - (c) Two death benefit guarantee base resets have already been completed in the current calendar year.
 - (d) The annuitant has had an 81st birthday (non-registered and TFSA plans) or it is past the calendar year in which the annuitant reaches age 71 (registered plans).
 - (e) The new guarantee base is less than the current guarantee base. Depending on the performance of your funds, it is possible that the guarantee base will increase with the reset but the death benefit will decrease. Your advisor can provide you with the information to determine if this will occur.
 - (f) The maturity date cannot be extended to 15 years after the reset date.



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9. Reset of Death and Maturity Benefit Guarantee (continued)

- Resets elected on a registered contract that is maturing in fewer than 15 years. If the contract is not transferred to an Equitable Life RIF or LIF at maturity, the current and previous reset guarantees will be void.

For Pivotal Select Estate Class (75/100) and Pivotal Select Protection Class (100/100) contracts

Maturity Benefit Guarantee Reset

- ☐ I/We authorize a reset of the maturity guarantee base on the above-mentioned contract, and understand the following reset provisions:
- The reset date will be the date this direction form is received by Equitable.
 - Exercising this reset will increase the maturity guarantee base to equal the contract value on the reset date. A reset will only occur if the contract value is greater than the maturity guarantee base.
 - If the deposit maturity date is less than 15 years after the reset date, exercising this reset will also update the deposit maturity date to 15 years plus one day from the reset date.

Death Benefit Guarantee Reset

- ☐ I/We authorize a reset of the death benefit base on the above-mentioned contract, and understand the following reset provisions:
- The reset date will be the date this direction form is received by Equitable.
 - Exercising this reset will increase the death benefit base to equal the contract value on the reset date. A reset will only occur if the contract value is greater than the death benefit base.

10. Rate guarantee (Personal Investment Portfolio GIA only)

A rate guarantee protects against a potential decline in interest rates.

Would you like to request a rate guarantee?

☐ Yes ☐ No

If "Yes" is selected, follow these steps to activate the rate guarantee:

- Complete this form with required signatures.
- Submit the signed form to Equitable by no later than 11:59 pm (EST) the day after the form is signed via EZ Upload, or fax to 519-883-7428.
- Ensure the deposit is received at Equitable within:
 - 3 business days from the signed date of the form for cheques, one-time Pre-Authorized Debits (PAD), and online banking deposits.
 - 45 days of signing the form for transfers from another financial institution or an Equitable contract nearing maturity.

Important: If the above steps are not completed in full, the deposit will not be eligible for a rate guarantee.



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10. Rate guarantee (Personal Investment Portfolio GIA only) (continued)

Types of rate guarantees

1) Interest rate guarantee (3 business days):

- For direct deposits from the owner (personal cheques, one-time pre-authorized debit and online banking deposits).
- Guarantees the higher of:
 - (a) the interest rate in effect on the day the deposit is received, and
 - (b) the interest rate in effect on the day all signatures were completed on the form.
- If the deposit is not received within 3 business days from the signature date, the owner will receive the interest rate in effect the day the deposit is received.

2) Interest rate guarantee (45 days):

- For transfers from another financial institution or an Equitable contract with an upcoming maturity.
- Guarantees the interest rate on the day the form was signed.
- If the deposit is received after 45 days from the signature date, the owner will receive the lesser of:
 - (a) the interest rate in effect on the day the deposit is received, and
 - (b) the interest rate in effect on the day all signatures were completed on the form.

By submitting the rate guarantee, the advisor and owner understand and agree that:

- a) This is an irrevocable commitment to proceed with this investment.
- b) The interest rate guarantee is subject to the conditions and administrative rules that have been outlined. Equitable reserves the right to decline a rate guarantee at our sole discretion.

- ☐ Cheque made payable to The Equitable Life Insurance Company of Canada or online deposit: \$ _____
- ☐ Guaranteed Interest Account maturing: \$ _____ on _____ (yyyy/mm/dd)
- ☐ External transfer: \$ _____
(please attach a copy of the transfer form and ensure that a copy is sent to the relinquishing institution)
- Financial institution name: _____

11. Advisor rate discretion option (Personal Investment Portfolio GIA only)

A rate enhancement can only be requested by the advisor on record, and will only be applied if the advisor signature is present on the "Agreements and Signatures" section of this form.

Name of advisor: _____

I, the advisor, instruct Equitable to reduce the GIA commission payable to me by _____ basis points (bps) per year, for the GIA term(s) indicated in Section 3. The GIA guaranteed interest rate will be increased by the same basis points until maturity (example: A 5 bps reduction will increase the GIA interest rate by 0.05%).

Note: The maximum rate enhancement is 20 bps. The rate adjustment will not apply to future reinvestments or deposits. Limited to GIA terms of 10 years or less.



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12. Special instructions

13. Agreement and signatures

I/we have read and agree to the information and instructions above and also agree that:

- Deposit allocations and automatic investment options selected stay the same until Equitable receives a written request for change from the owner(s).
- Deposit allocations, transfers, and automatic investment options are subject to the minimums stated in your Contract Provisions.
- Instructions for deposits will override any previous direction or automatic investment.
- A transfer from another contract or product may result in sales charges and/or loss of benefits, such as guarantees.
- The personal information you provided on this Investment Direction form will be used to service your contract, including processing transactions and adjudicating claims. The information you have provided is accessible to Equitable's authorized employees and retained third parties as well as anyone else you authorize.

Owner's signature: _____ Date (yyyy/mm/dd): _____

Joint owner's signature (if applicable): _____ Date (yyyy/mm/dd): _____

Advisor's signature (if Limited Trading Authorization is on file): _____ Date (yyyy/mm/dd): _____

Send the completed form to:

Equitable
One Westmount Road North
P. O. Box 1603 Stn. Waterloo
Waterloo, Ontario N2J 4C7

Fax: 519-883-7404
Email: individualwealth@equitable.ca