



Single Premium Immediate Annuities

Single Premium Immediate Annuities

BMO® Insurance offers a broad range of SPIAs to provide income security.

Our annuities include:

- **Single Life Annuities** – Provides a series of guaranteed income payments for life
- **Joint Life Annuities** – Provides a series of guaranteed income payments for as long as one spouse lives
- **Term Certain Annuities** – Provides a series of guaranteed income payments for a chosen period

If desired, a “Guaranteed Period” can be chosen on both Single Life and Joint Life annuities. This ensures that a minimum number of income payments are made, regardless of how long you (or your spouse) live.

Why choose a SPIA?

It's Guaranteed!

- An annuity provides a series of periodic income payments for a worry-free, dependable source of retirement income.
- With medical advances and healthier lifestyle choices, people are living longer.
- Annuities can provide a lifetime income source ... your clients cannot outlive their income payments!

Why choose a SPIA?

It's Simple!

- **No** worry and stress about managing investments
- **No** complicated investment portfolios
- **No** fear of stock market crashes!

Retirement years are about getting back to the basics ...
doing things your clients can enjoy.

Annuities make life simpler, not more complicated!

And isn't that what we all want!

Why choose a BMO SPIA?

It's Perfect!

- Broad Product Range – includes non-prescribed, non-registered SPIAs for the corporate market
- Rate Guarantees – 7 days for non-registered and 45 days for registered funds
- Easy to Quote SPIA Illustrations – Available on both Wave and CANNEX
- Annuity Customer Service Centre – Providing specialized service and support

Rate Guarantees

Rate Guarantees – 7 days for non-registered and 45 days for registered funds

- Not a guarantee of income
- Guarantees rate basis used in quotation
- If funds not received on exact Purchase Date, BMO will re-quote based on date funds received

Life Annuity Overview

Income period –

Until death of annuitant (or last survivor annuitant if joint). Optional guarantee of up to 25 years.

Maximum Guaranteed Period –

Number of guaranteed payments cannot exceed beyond the annuitant's 90th birthday

Source of Funds –

Non-registered or Registered (RRSPs, LIRAs, LIFs, RPPs, DPSPs)

Min/Max Single Premiums –

\$10,000 minimum up to \$2,000,000 maximum (\$500,000 if the Guaranteed Income Period is less than 5 years)

Issue Ages –

Non-registered (18 to 80) Registered (18 to 80)

Payment Frequency –

Monthly, Quarterly, Semi-annually - Direct Deposit (EFT)

Annually - Direct Deposit (EFT) or cheque

Rate Guarantee Period –

45 Days for Registered Funds

7 Days for Non-registered Funds



Term Certain Annuity Overview

Income period –

Guaranteed income stream can range from 3 years to a maximum of 25 years

Maximum Guaranteed Period –

Non-Registered Funds - No restrictions subject to the above

Registered Funds - The guarantee period must extend to the annuitant's 90th birthday

Source of Funds –

Non-registered or Registered (RRSPs, RRIFs only)

Min/Max Single Premiums –

\$10,000 minimum up to \$2,000,000 maximum

Issue Ages –

Non-registered (18 to 80)

Registered (65 to 80)

Payment Frequency –

Monthly, Quarterly, Semi-annually - Direct Deposit (EFT)

Annually - Direct Deposit (EFT) or cheque

Rate Guarantee Period –

45 Days for Registered Funds

7 Days for Non-registered Funds

Types of Funds

Registered and Non-Registered Annuities

- Whether your clients funds are from a registered plan, or are non-registered funds, BMO Insurance has the right annuity for your clients.
- If eligible, a non-registered annuity can be issued on a “prescribed” tax basis, allowing for the deferral of tax.
- BMO Insurance also offers non-registered “non-prescribed” annuities... perfect for the corporate market!

Taxation

Product	Description	Source of Funds	Taxation
Life Annuity	<ul style="list-style-type: none"> – Single Life – Joint & Last survivor 	<ul style="list-style-type: none"> – Non-registered – Registered <ul style="list-style-type: none"> - RRSP - LIRA - LIF - RPP - DPSP 	<ol style="list-style-type: none"> 1. Registered <ul style="list-style-type: none"> – Income is fully taxable 2. Non-registered <ol style="list-style-type: none"> a. Capital portion is NOT taxable b. Interest Portion <ol style="list-style-type: none"> i. <i>Prescribed</i> – level taxable portion each year ii. <i>Non-prescribed</i> – taxable portion changes each year
Term Certain Annuity	<ul style="list-style-type: none"> – Guaranteed duration (owner selected) 	<ul style="list-style-type: none"> – Non-Registered – Registered <ul style="list-style-type: none"> - RRSP - RRIF 	

Easy SPIA Quotes

- Easy to navigate, one page illustration input screen
- No need to toggle between different screens
- Available in Wave or can be downloaded from www.bmoinsurance.com/advisorsupport
- Wave users will recognize the easy to use features that have made the BMO Insurance illustration software the best in class

Easy SPIA Quotes

Annuity Input

Quick, automatic daily rate updates via Internet

IMPORTANT:

SPIA illustrations require a daily internet update of rates. The first time each day a SPIA illustration is requested, the software will automatically try to update interest rates.

You must be connected to the internet to update rates.

Once SPIA rates have been updated, the software is valid for the rest of the day, not requiring any further update of rates or connection to the internet.

Easy SPIA Quotes

Annuity Input

BMO Insurance - The Wave Illustration System - Payout Annuity - SPIA V2.0/08-06 - NONAME

File Go To Report Marketing Language Help

Annuity Information

Type of Annuity: Single Life Province: Ontario

Client Name: John Smith DOB: 28/09/1944 Age: 65 Sex: Male Marginal tax rate %: 50.00

Type of Funds: RPP (Registered Pension Plan) Tax Status: Non-Prescribed

Purchase Date: 28/09/2009 First Payment Date: 28/09/2009 Income Frequency: Monthly

Guaranteed Period: 0 years Insured Annuity Concept:

Single Premium Amount \$ 100,000.00 Unisex Portion \$ 0.00

Income Amount \$ 671.21 Unisex Portion \$ 0.00

Choose from:
Single Life, Joint Life or Term Certain.

Input information including Marginal tax rate percentage and province of client

Select the Type of Funds, Purchase and First Payment Date, Income Frequency and the Guaranteed Period (for a Life Annuity)

Choose your single premium from \$10,000 to \$2,000,000 – and the income amount is shown or...

Type in the income your client wishes to receive and the system will calculate the amount of the single premium

Same great flexibility on unisex amounts for Registered, locked-in pension money

(For deposits in excess of \$2 million, please contact the Annuity Customer Service Centre or your Regional BMO Sales Office)

Detailed tax information available in spreadsheet format and easily exported.

Exporting to a Spreadsheet

By clicking on the Microsoft Excel icon, all tables will be exported immediately to a spreadsheet for your custom use.


Year Age	Calendar Year	Total Annual Income	Adjusted Cost Basis (anniversary)	Reserve	Mortality gains	Adjusted Cost Basis (calendar)	Taxable Portion of Income
1 65	2009	2684.84	0.00	0.00	0.00	8.00	2684.84
2 66	2010	8054.52	0.00	0.00	0.00	0.00	8054.52
3 67	2011	8054.52	0.00	0.00	0.00	0.00	8054.52
4 68	2012	8054.52	0.00	0.00	0.00	0.00	8054.52
5 69	2013	8054.52	0.00	0.00	0.00	0.00	8054.52
6 70	2014	8054.52	0.00	0.00	0.00	0.00	8054.52
7 71	2015	8054.52	0.00	0.00	0.00	0.00	8054.52
8 72	2016	8054.52	0.00	0.00	0.00	0.00	8054.52
9 73	2017	8054.52	0.00	0.00	0.00	0.00	8054.52
10 74	2018	8054.52	0.00	0.00	0.00	0.00	8054.52
11 75	2019	8054.52	0.00	0.00	0.00	0.00	8054.52
12 76	2020	8054.52	0.00	0.00	0.00	0.00	8054.52
13 77	2021	8054.52	0.00	0.00	0.00	0.00	8054.52
14 78	2022	8054.52	0.00	0.00	0.00	0.00	8054.52
15 79	2023	8054.52	0.00	0.00	0.00	0.00	8054.52
16 80	2024	8054.52	0.00	0.00	0.00	0.00	8054.52
17 81	2025	8054.52	0.00	0.00	0.00	0.00	8054.52
18 82	2026	8054.52	0.00	0.00	0.00	0.00	8054.52
19 83	2027	8054.52	0.00	0.00	0.00	0.00	8054.52
20 84	2028	8054.52	0.00	0.00	0.00	0.00	8054.52
21 85	2029	8054.52	0.00	0.00	0.00	0.00	8054.52
22 86	2030	8054.52	0.00	0.00	0.00	0.00	8054.52
23 87	2031	8054.52	0.00	0.00	0.00	0.00	8054.52
24 88	2032	8054.52	0.00	0.00	0.00	0.00	8054.52
25 89	2033	8054.52	0.00	0.00	0.00	0.00	8054.52

Year Age	Calendar Year	Total Annual Income	Adjusted Cost Basis (anniversary)	Reserve	Mortality gains	Adjusted Cost Basis (calendar)	Taxable Portion of Income	Total Annual Tax Payable	Total Annual After Tax Income	Estimated commission
1										
2	1 60	2,006.00	1,382.24	0.00	0.00	0.00	0.00	1,382.24	691.12	3,000.00
3	2 61	2,007.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
4	3 62	2,008.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
5	4 63	2,009.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
6	5 64	2,010.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
7	6 65	2,011.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
8	7 66	2,012.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
9	8 67	2,013.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
10	9 68	2,014.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
11	10 69	2,015.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
12	11 70	2,016.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
13	12 71	2,017.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
14	13 72	2,018.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
15	14 73	2,019.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
16	15 74	2,020.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
17	16 75	2,021.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
18	17 76	2,022.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
19	18 77	2,023.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
20	19 78	2,024.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
21	20 79	2,025.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
22	21 80	2,026.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
23	22 81	2,027.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
24	23 82	2,028.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
25	24 83	2,029.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
26	25 84	2,030.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
27	26 85	2,031.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
28	27 86	2,032.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
29	28 87	2,033.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
30	29 88	2,034.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
31	30 89	2,035.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
32	31 90	2,036.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
33	32 91	2,037.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
34	33 92	2,038.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
35	34 93	2,039.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
36	35 94	2,040.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
37	36 95	2,041.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
38	37 96	2,042.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
39	38 97	2,043.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
40	39 98	2,044.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72
41	40 99	2,045.00	8,293.44	0.00	0.00	0.00	0.00	8,293.44	4,146.72	4,146.72

Customize Your SPIA Illustration

Annuity Output

- Add a cover page

BMO  **Insurance**

Single Premium Immediate Annuity
Product Illustration

BMO Life Assurance Company is a member of BMO Financial Group.

As a member of BMO Financial Group, one of Canada's premier financial institutions, you can be assured that BMO® Insurance protection will be there for you and your family, when they need it most. We also offer a wide range of life, critical illness insurance and annuity income solutions to meet Canadians' personal and business needs. Your insurance advisor will be pleased to help you learn more about other BMO Insurance services.

Date	: September 28, 2009
Prepared for	: John Smith
Prepared by	: Susan Advisor
Telephone	: (416)350-7623
Fax	: (416)350-7624
E-mail	: susan.advisor@bmoilife.com

Insurer: BMO Life Assurance Company
® Registered trade-mark of Bank of Montreal, used under licence

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Customize Your SPIA Illustration

Annuity Output

- Include a detailed tax schedule that illustrates annual income and taxable portions of this income in an easy to understand calendar year format

BMO Insurance *Single Premium Immediate Annuity*
A periodic guaranteed income benefit plan

Tax Schedule

Annuitant: John Smith, Male, 28 Sep 1944, age at purchase 65

Year	Total Annual Income	Taxable Portion of Income
2009	\$2,685	\$2,685
2010	\$8,055	\$8,055
2011	\$8,055	\$8,055
2012	\$8,055	\$8,055
2013	\$8,055	\$8,055
2014	\$8,055	\$8,055
2015	\$8,055	\$8,055
2016	\$8,055	\$8,055
2017	\$8,055	\$8,055
2018	\$8,055	\$8,055
2019	\$8,055	\$8,055
2020	\$8,055	\$8,055
2021	\$8,055	\$8,055
2022	\$8,055	\$8,055
2023	\$8,055	\$8,055
2024	\$8,055	\$8,055
2025	\$8,055	\$8,055
2026	\$8,055	\$8,055
2027	\$8,055	\$8,055
2028	\$8,055	\$8,055
2029	\$8,055	\$8,055
2030	\$8,055	\$8,055
2031	\$8,055	\$8,055
2032	\$8,055	\$8,055
2033	\$8,055	\$8,055
2034	\$8,055	\$8,055
2035	\$8,055	\$8,055
2036	\$8,055	\$8,055
2037	\$8,055	\$8,055
2038	\$8,055	\$8,055
2039	\$8,055	\$8,055
2040	\$8,055	\$8,055
2041	\$8,055	\$8,055

The Taxable Portion of Income is an estimation only and it is based on the Income Tax Act (Canada) and regulations in effect at the time of this quotation. Any changes to the Income Tax Act (Canada) and regulations in the future may impact the Taxable Portion of Income.

Insurer: BMO Life Assurance Company
Single Premium Immediate Annuity Version SPLA V2.0 08-061
Prepared by: Susan Advisor Phone: (416)330-7621
Rate basis: September 28, 2009 (Wave 18.0) September 28, 2009 Time 15:55:33
Registered trade-mark of Bank of Montreal, used under licence. E. & O. E. Page 3 of 4

Customize Your SPIA Illustration

Personal client information

Source of funds and projected date BMO will receive funds (Purchase Date)

Type of annuity detail

BMO Insurance
Single Premium Immediate Annuity
A periodic guaranteed income benefit plan

Personal Data

Province: Ontario
Annuitant: John Smith
Sex: Male
Date of Birth: 28 Sep 1944
Age at purchase: 65

Single Premium Details

Amount: \$100,000.00
Unisex Portion: \$0.00
Purchase Date: 28 Sep 2009
Source of Funds: RPP (Registered Pension Plan)
Applicable Pension Legislation: Ontario

Annuity Details

Annuity Type: Single Life
Income Amount: \$671.21
Income Frequency: Monthly
Guaranteed Period: 0 years
First Payment Date: 28 Sep 2009
Annual Taxable Portion: Income Payments Fully Taxable/See Tax Schedule

Notes

(1) The rate basis for this quote is guaranteed if a faxed copy of the application with a Request for Rate Guarantee and this quote are received in Head Office no later than midnight of the day following the day this quote was produced, and the Single Premium Amount is received by BMO Insurance within 45 days of today's date. Otherwise, rates are subject to change on a daily basis.
(2) The Purchase Date is the date the Single Premium Amount is received by BMO Insurance. In order to obtain the Annuity Income Amount quoted, the Single Premium Amount must be received at our Head Office on or by the Purchase Date quoted.
(3) Any changes (i.e. the date all funds are received at our Head Office (Purchase Date), Single Premium Amount and/or First Payment Date, etc.) to this quote will result in a change in the Annuity Income Amount.
(4) All payments made to or by BMO Insurance must be made in Canada in Canadian currency.
(5) Please sign the Advisor's Report on the application. By law, the annuity cannot be issued without this signature.

Insurer: BMO Life Assurance Company
Prepared by: Susan Advisor
Phone: (416) 416-7623
Rate basis: September 28, 2009 (Wage 16.0)
*Registered trademarks of Bank of Montreal, used under licence.

Single Premium Immediate Annuity Version SPIA V2.0.08-061
September 29, 2009
Time 15:55:33
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E. & O. E.

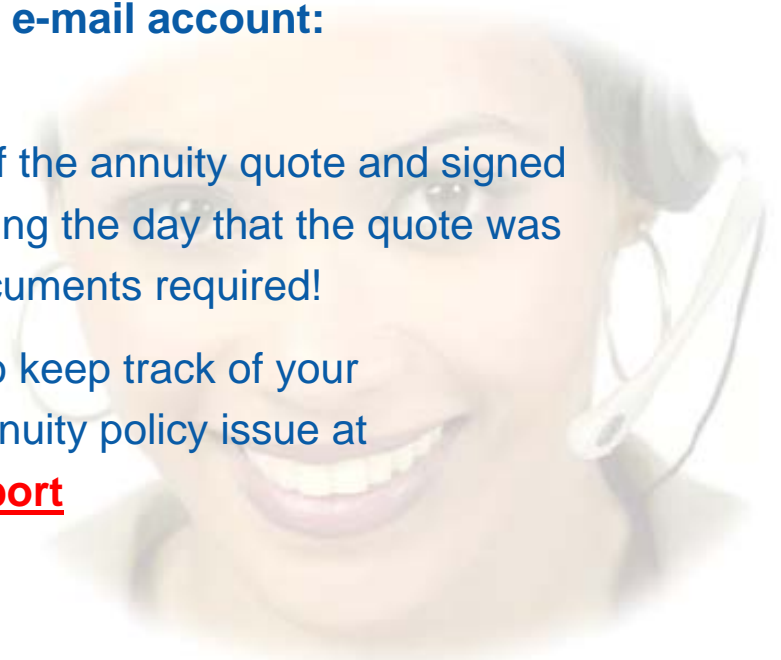
Annuity Output

- Simple, easy to understand information page

Producer Support

Quotation Support

- Direct access to our Annuity Customer Service Centre and specialists via our **Annuity hot line 1-866-382-7401** or **e-mail account: insurance.annuities@bmo.com**
- Ease of processing! Simply fax a copy of the annuity quote and signed application by midnight of the day following the day that the quote was produced! **No original proof of age** documents required!
- Sales Tracking– Tools to make it easy to keep track of your business. Check on the status of your annuity policy issue at **www.bmoinsurance.com/advisorsupport**



Marketing Support

Annuity Marketing Material

Marketing material available through your MGA

- SPIA Product Overview
- SPIA Highlights
- SPIA Client Brochure



Marketing Support (con't)

Annuity Marketing Material

- SPIA Insured Annuity Highlights
- Marketing material available through your MGA
- SPIA Insured Annuity Client Brochure

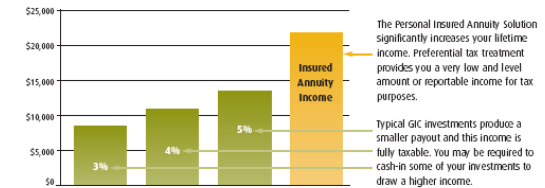


How to get *more* out of your investments!

This example shows the advantages of Richard investing his money in a Personal Insured Annuity Solution compared to drawing an income from a more traditional retirement investment such as a GIC.

	Personal Insured Annuity Solution	GIC Investment earning 4%
Principal Investment	\$500,000	\$500,000
Annual Income ²	\$45,668	\$20,000
Taxable Amount	\$8,940	\$20,000
Tax Payable	\$4,023	\$9,000
Cash Flow Before Life Insurance Premium	\$41,645	\$11,000
Life Insurance Premium ³	\$21,305	\$0
Annual Net Cash Flow	\$20,340	\$11,000
Equivalent pre-tax GIC return	7.4%	4.0%

¹Quote based on a male, 71, non-smoker with a marginal tax rate of 45%; Prescribed life annuity quotation based on rates as of May 21, 2009.



Ask your Financial Advisor if the Personal Insured Annuity Solution is right for you ... Increase your after-tax retirement income and *preserve* your investment!

Completing the Sale

Proper Forms

Annuity application form available on Wave Illustration software, the BMO producer website or through your MGA

Application for a Single Premium Immediate Annuity

BMO Insurance
BMO Life Assurance Company
60 Yonge Street, Toronto, Ontario, Canada M5E 1H5
Tel 416.596.3900 - Fax 416.596.4143
Toll Free 1.877.742.5244
S4EE (2008/04/01)

6. Payment Information

Check deposit to Payee's bank account, attach a bank cheque marked "CCP" or if not name a branch of your financial institution.
Account number: _____
 Cheque to be mailed to Payee, as shown in 6.

7. Fund Information

Type of Funds: Cross-regulated Other Registered
source of funds: Other Registered
 Cheque made payable to _____
 Transfer from another fund, name of institution: _____

8. Request for Rate Guarantee

Please see your request to BMO Insurance at a later date to see the details of this guarantee. The terms and conditions for Rate Guarantee are available on our website.

Rate Effective Date (month/year): _____
Date Signed (month/year): _____

9. Annuity Details

Annuity Type: Single Life Joint

For Locked In Payment Accounts, Locked In RRSP or RRIF: do you have a spouse as defined under the applicable pension legislation? No Yes. If yes, and you are not selecting the minimum joint and survivor for the annuity as defined under the applicable pension legislation, a Spousal Waiver Form must be completed.

Payment frequency: Monthly Quarterly Semi-annual Annual
Estimated first income payment based on annuity specifications: \$ _____
First payment date: One month after purchase date Specific date (month/year): _____ (into the SP only)

Payment guarantee options: Year _____ No guarantee period
* My signature on this contract constitutes my agreement to the income payments or other amounts are payable after the death of all annuitants if the death occurs on or after the day the first income payment is made.

Signature of Owner(s): _____
Payment reduction (joint and survivor Life policies only after any guaranteed period):
 No reduction
 Payments reduced to _____% on death of First annuitant to die Primary annuitant Secondary annuitant
Scales (for non-registered annuities):
 Level taxation (pre-annuity) if applicable Accrual taxation

5. Payee Information

Annuity
 Annuity while living, then the beneficiary and/or estate of the beneficiary (for non-registered contracts only)
 Estate
 Other (for non-registered contracts only)

First Name	Middle	Last Name	DOB	SSN
_____	_____	_____	____/____/____	____-____-____

Address (Street, Apt., R.F.)	City	Prov.	Postal Code	Business No.	Business No.
_____	_____	_____	____-____	_____	_____

Spouse Insurance No. _____ or Partner Business No. _____

Information

Name	Last Name	DOB	SSN
_____	_____	____/____/____	____-____-____

First Name	Postal Code	Business No.	Business No.
_____	____-____	_____	_____

Date of Birth (MM/DD/YYYY): _____ / _____ / _____
Ownership: Solely Jointly Community
Type of Business: _____
Name with Current Employer: _____

First Name	Last Name	Postal Business No.	DOB	SSN
_____	_____	____-____	____/____/____	____-____-____

First Name	Postal Code	Business No.	Business No.
_____	____-____	_____	_____

Date of Birth (MM/DD/YYYY): _____ / _____ / _____
Ownership: Solely Jointly Community
Type of Business: _____
Name with Current Employer: _____



Completing the Sale

Proper Forms

- Completing the Advisor's Report is **mandatory!**

Remember....No original age document required!

Disclosure of requirements of Third Party and Politically Exposed Foreign Persons Form/Questionnaire

ADVISOR'S REPORT (to be completed by Advisor)

A) Confirmation of Annuitant Identification and age

Annuitant: _____

Approved Documentation

Driver's License Birth Certificate Passport Certificate of Canadian Citizenship

Canadian Armed Forces Identity Card Other specify: _____

Document number: _____ Place of issue: _____

B) Confirmation of Secondary Annuitant Identification and age (if applicable)

Secondary Annuitant: _____

Approved Documentation

Driver's License Birth Certificate Passport Certificate of Canadian Citizenship

Canadian Armed Forces Identity Card Other specify: _____

Document number: _____ Place of issue: _____

Identity and Age Verification

By signing here, I hereby certify that I used the preceding original valid document to verify the identity and date of birth of the Annuitant (and Secondary Annuitant, if any) and that the issuing jurisdiction, document number, individual name appearing thereon and date of birth as indicated here or above, were correctly transcribed from such document.

X _____ Signature of Advisor _____ Date (d/m/y) _____

_____ Name of Advisor (Please Print) _____ Advisor Code _____ MGA Code _____

A Verification of Identity and Third Party Determination Form (Form 350E) must be duly completed and accompany all applications for a non-registered annuity or a deferred profit sharing plan account. In addition, whenever a lump sum payment of \$100,000 or more is made in respect of any such application, or whenever payments aggregating \$100,000 or more will be made prior to the issuance of the policy therefor, a Politically Exposed Foreign Persons Questionnaire (Form 420E) must be duly completed and accompany the application.

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Completing the Sale

Required Forms

Non-registered SPIA

- **Verification of Identity and Third Party Determination Form (350)** must be completed with EACH AND EVERY APPLICATION

- Form available in Wave “Forms and Questionnaires” section or “Forms” section on our website @ www.bmoinsurance.com/advisor

Registered SPIA

- No requirement of form

BMO Life Insurance Company
48 Temple Street, Toronto, ON M5E 1H5
1-877-762-1234 • 416-593-4160

VERIFICATION OF IDENTITY AND THIRD PARTY DETERMINATION FORM

APPLICANT NAME: _____ POLICY/ACCOUNT NO. (if available): _____

FOR PURPOSES OF CREDIT ADVISORY MATTERINGS AND FINANCIAL PLANNING, BMO LIFE INSURANCE COMPANY (BMO LIFE) REQUIRES A CLIENT'S IDENTITY TO BE VERIFIED BY VERIFYING TO OBTAIN DOCUMENTS. THE LAW ALSO REQUIRES THAT INDIVIDUALS PROVIDING OR AGREEING TO OBTAIN INFORMATION FOR THE CLIENT IS ACTING ON BEHALF OF A THIRD PARTY. AND IF SO, THE CLIENT MUST PROVIDE THE INFORMATION REQUESTED UNDER THE INFORMATION DECISION.

1. **Identity Verification** - Provide the information below on the individuals who submitted an application for individual or non-individual or on behalf of an entity (e.g. corporation, partnership or trust).

Individual	Name	Type of Document	Document Number	Issue Date
Individual 1				
Individual 2				
Individual 3				

APPLICANT SUBMITTED THE ORIGINAL PHOTO IDENTIFICATION DOCUMENTS, OTHER DOCUMENTS, CERTIFICATION TO DOCUMENT COUNTERFEITING, CRIMINAL RECORD CHECK, AND/OR A GOVERNMENT ISSUED DOCUMENTS VERIFYING THE INDIVIDUAL'S PHOTOGRAPH, SIGNATURE AND ADDRESS TO THE PROVIDER DOCUMENTS.

2. **Corporate Information** - In addition to the information contained in section "1", please provide the corporate information below if the client is a corporation.

Client Corporate Name: _____ (Name of Related or Associated Company/Entity) _____ (Corporate/Regulatory Number (if available) _____)

PLEASE REFER TO ADDRESS OR INCORPORATION OF THIRD PARTY DOCUMENTS:

3. **Non-Corporate Entity** - In addition to the information contained in section "1", please provide the information below if the client is an unincorporated entity (e.g. partnership, trust or unincorporated association). FOR A NON-CORPORATE ENTITY THE CLIENT MUST HAVE THE ENTITY REGISTERED BY VERIFYING TO A PARTNERSHIP AGREEMENT, TRUST AGREEMENT, AGREEMENT OF ASSOCIATION OR OTHER WRITTEN DOCUMENTS OR OTHERWISE RECORDS FILED OR IN PUBLIC DOMAIN OR IN AN ELECTRONIC RECORD THAT IS ACCESSIBLE TO THE PUBLIC.

Client Name: _____
Type of Entity: _____
Description of Document(s) Received: _____
Form of Document(s) Received: Paper (If paper, provide photo copy) Electronic
If electronic, complete for Missing: _____ (Registration No.) _____ (Source of Record (e.g. Interlock and UFI))

4. **Third Party Determination** - In section three of this question, when applicable, client must determine if you or someone on their behalf is acting on behalf of a third party for the purpose of this question, a third party is a person (i.e. an individual or entity) other than the individual who provided the information for the verification of their identity. For example, an attorney/agent acting under a power of attorney/representation of a trustee acting under a trust, an agent acting on behalf of a third party, in the province, the territory or municipality of the client and the province of the client or province of the third party, in the province, the territory or municipality of the client and the province of the third party. Where applicable, the client's name acting on behalf of or on the instruction of a third party, the company name, Yes No. No answer because if someone else is a third party there are no conflicting laws to the policy, or there are or there is the same name and use of the policy or access to its records, the company name, Yes No. If yes to either of these questions, check the (check) box(es) on the third party.

Name of Third Party	Relationship of Third Party to Client	Address of Third Party	Principal Business/Occupation of Third Party	If an entity, type of entity (e.g. corporation) and registration number	If an entity, place of issue of incorporation/registration number

LEADS TO IDENTIFYING NUMBER / NAME RECORDED/PROCESSED TO CONTACT THIRD IS A THIRD PARTY.

PERSON: _____

5. **Submitter Verification** - I hereby certify that I (we/they) verified the identity of the individual(s) who submitted the application by verifying to the original photo documents (required to verify the individual's photo and corporate records) AND/OR DOCUMENTS, AND/OR NON-CORPORATE DOCUMENTS AS REQUIRED IN SECTION 3(a), AND (b) HAVE RECORDED/PROCESSED TO OBTAIN THE CLIENT'S NAME ACTING ON BEHALF OF A THIRD PARTY.

Name of Submitter (Last, First, MI): _____ Date (MM/DD/YYYY): _____
Signature of Submitter: _____ Date (MM/DD/YYYY): _____

NIAA CODE: _____ ADDRESS CODE: _____
NOTE: PLEASE PRINT IF THIS FORM WITH YOUR APPLICATION.

*Required with all applications and with renewals. © 2018 BMO Life Insurance Company



Completing the Sale


Required Forms

Non-registered SPIA

- **Politically Exposed Foreign Persons Questionnaire (420)** must be completed for Single Premium of \$100,000 and over
- Form available in Wave “Forms and Questionnaires” section or “Forms” section on our website www.bmoinsurance.com/advisor

Registered SPIA

- No requirement of form

BMO  Insurance BMO Life Assurance Company
49 Yonge Street, Toronto, ON M5E 1H5
1-877-742-5244 - 416-596-4143 Fax

Politically Exposed Foreign Persons Questionnaire

This form must be completed whenever a lump sum premium payment of \$100,000.00 or more is made in respect of a universal life insurance policy or a non-registered annuity.

Insured's Name: _____ Application No: _____

In this form,

(a) "politically exposed foreign person" means an individual who now holds, or has at any time in the past held, one or more of the following offices or positions in or on behalf of a foreign state:

- a head of state or government,
- a member of the executive council of government or member of a legislature,
- a deputy minister or equivalent,
- an ambassador or an ambassador's attaché or counsellor,
- a military officer with a rank of general or above,
- a president of a state-owned company or bank,
- a head of a government agency,
- a judge, or
- a leader or president of a political party in a legislature,

and includes the following family members of such an individual:

- the spouse or common-law partner of such individual,
- a child of such individual,
- the mother or father of such individual,
- the mother or father of such individual's spouse or common-law partner, and
- a brother, sister, half-brother or half-sister of such individual,

(b) "foreign state" means a province, state or other political subdivision of a state other than Canada, or any dependency, possession, protectorate, or any territory falling under a jurisdiction of a state other than Canada (e.g., the United States of America, the State of New York, and the U.S. Virgin Islands, are each foreign states), and

(c) "designated individual" means each of the following individuals:

- the policy owner(s) if the policy owner(s) are individuals,
- the individual(s) who signed the application, if the policy owner is a corporation, partnership, trust or other entity (e.g., an officer or director in the case of a corporation or a trustee in the case of a trust),
- the individual who signed the application, if the policy owner is a sole proprietorship or unincorporated association,
- the individual(s) who signed the application, if an attorney/mandatory acting under a power of attorney/mandate signed the application, or
- the individual actually paying the premium (payer).

In respect of this application or policy, is any designated individual now, or has any designated individual ever been, a politically exposed foreign person? Yes No

If the answer to the above question is "Yes", then please complete the following for each politically exposed foreign person.

If the answer to the above question is "No", then please simply complete the Signatures section on Page 2.

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Peace of Mind

We take the risk
so your clients don't have to.

Information contained in this document is for illustrative purposes and is subject to change without notice. Refer to an up-to-date policy illustration for this plan for a current statement of benefits.

Insurer: BMO Life Assurance Company.

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