

Understanding Fees – Descriptive Transcript

Happy music fades in.

(Opening screen shows the Manulife logo animated sequence)

Everyone pays to invest – some facts about fees.

(A yellow curved line animates on screen while green and blue bars animate out from the line on either side to make an abstract graph.)

– some facts about fees.

(The camera moves down, and some of the blue and green pieces fall to form the outline of a document with lines inside representing the text.)

You could have more in retirement savings by paying less in fees.

(The lines animate off to the right, as the blue outline of the document disappears. One of the green lines moves to create one part of a pie graph. The rest of the pie graph animates in three other sections in the colours blue, pink, and yellow. A dollar sign animates inside of the pie graph.)

What are IMFs anyway?

(The screen transitions down to reveal a green background with the text “IMFs” in white.)

When you pay fees, you’re paying for a professional service.

(A white background transitions in overtop from the right. The outline of a man is drawn on screen, in blue, with a dialogue box. Next, an arrow is drawn in green pointing to the right top corner. Lastly, a woman is drawn in blue wearing a headset.)

IMFs are charged by financial institutions on market-related funds to...

(The man and woman drop off the screen. The green arrow moves and changes to a straight arrow in the center of the screen. Yellow coins animate in on the left forming a pile. A blue bank icon drops in from the top of the screen at the right end of the arrow.)

...cover expenses and administration costs connected with fund management.

(The green arrow moves to form a circle as the arrow end disappears. A yellow curved line animates inside the circle from the left, as blue and green bars animate on either side of it forming an abstract graph inside of the circle.)

Fees can add up over time and potentially impact your retirement savings in a big way.

(The camera moves down to reveal a pink piggy bank, as the blue and green bars making up the graph fall and begin to create a pile on top of the piggy bank.)

You may be familiar with the concept of a “group deal”. It’s similar with IMFs.

(The piggybank shrinks and animates off the bottom of the screen. The blue bars fall off the bottom of the screen. The green bars move to form a sixteen-sided star shape, which looks like a discount symbol. A percentage sign animates inside of the star. Four people pop up one-by-one around the star.)

As a member of a group retirement plan, the IMFs you pay are generally lower than the fees you would pay if you were to invest as an individual outside your group plan.

(The green star animates off the screen to the right. The four people move to form two groups, one individual on the left and three people together on the right. A blue rectangle animates up above the individual person on the left. A coin spins above the rectangle. A green arrow animates downwards from the left to the right. A pink rectangle, that’s smaller than the blue one, animates above the group of three people. A coin animates in spinning above the pink rectangle.)

More of your money goes toward your savings, which can help your savings grow.

(The camera moves to the right and reveals a pink piggy bank. Yellow coins drop from the top of the screen into the piggybank one-by-one. A green arrow is drawn from the bottom left corner pointing to the top left corner.)

Take a look at the example above to see how a 1% difference in IMFs can impact savings of \$100,000.

(The camera swings to the top right. A graph begins to animate in. This graph depicts the financial impact of 1% fees on savings versus 2% fees. A pink rectangle animates in with the words “Impact” inside in white text, representing the Y-axis. In the top right corner, a green box with the text “1%” inside animates in the top left. The text “Fees” animates in to the right of it. A blue box with the text “2%” animates in underneath the green box. This is the graph legend. The text “Years” animates in under the pink “Impact” rectangle, representing the graph’s x-axis. The texts “10”, “20”, and “30” animate in horizontally beside the “Years” text. The words “*Based on a gross annual return of 6%” animates in smaller text underneath the word “Years”.)

Over 10 years, the difference is almost \$15,000. Over 30 years, lower IMFs would make a difference of more than \$100,000!

(A green rectangle animates over the “10” text, to the left slightly, representing 10 Years of savings with 1% going to fees. A blue rectangle animates to the right of the green one representing 10 Years of savings with 2% fees. The pink “Impact” rectangle expands to the right with the text “\$14,865”. Another set of green and blue rectangles animates over the 20 Years text. The pink rectangle expands again and the text “\$46,217” animates inside. Another green and blue rectangle animates over the 30 Years text. The pink rectangle expands a third time and the text “\$107,854” animates inside.)

You can benefit from lower IMFs by enrolling in your plan or increasing your contributions.

(The camera transitions to the top left to reveal a laptop. The laptop has the “Enrol Now” page open from the Manulife website. A cursor animates in and clicks the “Next” button. An arrow animates over the laptop screen from the bottom left corner to the top left.)

If your group plans allows it, consider transferring any assets you hold at other financial institutions to your group plan – the same lower IMFs will apply.

(The laptop animates off screen to the right. A green bank icon animates on screen. The bank moves to the top of the screen. A pink bank, a navy bank, and a yellow bank animate in one-by-one at the bottom of the screen that are smaller than the green bank. Three blue arrows animate in between the banks animating as moving from the smaller banks at the bottom to the single larger green bank at the top.)

Sign in to your online member account to find out more about the IMFs.

(The camera moves to the right to reveal the laptop again with the Manulife.ca homepage open. The cursor animates to the top right corner and clicks the “Sign In” button. The browser page changes to the Personal Sign in page. The cursor begins to move as the laptop fades out to white.)

The music fades out.

(The Manulife logo animated sequence occurs. The text “The Manufacturers Life Insurance Company 05/2019 25 Water Street, P.O. Box 396, Waterloo, ON, N2J 4A9” fades in at the bottom right. The screen fades to black.)