



Build client confidence with a retirement vision



Retirement readiness conversation starters

Talking about retirement doesn't come easily to everyone. Conversation starters are a resource to prompt important questions to ask your clients as they clarify their retirement plans.



While it's important for your clients to be financially prepared, there's another side of retirement that's often overlooked – emotional preparedness. In a Canada Life™ survey¹, we found that as clients get closer to retirement, their views on retirement become less positive.

Common concerns from near-retirees:

Fear of the unknown

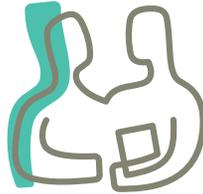
Overwhelmed about retirement planning and lifestyle change

Long-term effects of the COVID-19 pandemic

Outliving savings

¹Canada Life, Journey to retirement, 2020.

How
can you
help?



Empower them to create a retirement vision

It's not just about the performance and returns on their investments, it's about creating a social and emotional connection to what that investment can do for them. A retirement vision can also clarify expectations and serve as a guide during a client's transition from working to retirement.

Encourage clients to think about:

Who they'll spend time with and who will make up their support system. Also consider if they will financially support or care for adult children or parents.

What they want and need to do. This could include a part time job, gig or consulting work as they transition out of the workforce.

Where they want to live. Will they be downsizing their home, moving cities or into a retirement community?

How they'll find purpose and fulfilment including hobbies and ways for them to stay connected to their friends and family.

Answering these questions helps near-retirees develop a picture of what they want from retirement and encourages them to start thinking about how they'll approach it.



Enjoy the journey and the destination

Many near-retirees plan their retirement based on the lifestyle and relationships they enjoy today.

But as they move into retirement, they find that they want to spend their money – and time – differently.

Remind your clients that it's normal to develop a retirement vision now and revise it as priorities change. It's never too late to adjust the plan.



For additional resources to support these conversations, visit canadalife.com/campaigns/strength-and-stability or talk to your Canada Life wealth wholesaling team.

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