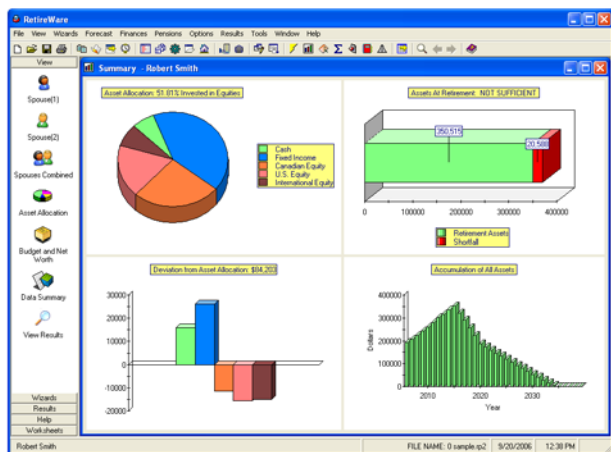


"Slick financial planning software ... The new version goes well beyond the capability of other consumer software and some pro brands used by planners"

James Daw – The Toronto Star



A New Mindset Toward Distribution

"Unlike other trends, the retirement boom is a demographic fact whose effect will be with us long in the future."
– McKinsey & Company

The first baby boomers are turning 60 this year. This generation has saved and invested up to now, but with retirement in sight, they are now shifting their mindset from accumulation to distribution. One day, the regular pay cheque stops and we must rely on a mix of assets and lifetime income to pay expenses. Financial security during retirement is now becoming the most important priority for many.

With uncertainty in the capital markets and capital preservation replacing performance as a priority, financial advisors now need the knowledge and tools to advise their clients and prospects on the distribution of assets.

The Retirement Opportunity

Many view the retiring baby boomer market as a top growth priority, but fail to provide comprehensive information and resources to their clients. These consumers are at the point of making significant and often permanent decisions about their finances and are more willing to take advice and consolidate assets. Once they start the transition to retirement, this window will close. Knowledge and information that address their needs will be the real points of leverage for achieving a higher market share.

Most people face retirement with apprehension rather than embrace it. All too often, they are overwhelmed by all of this and simply decide not to deal with it. This may lead to a negative outcome for many: lowered standards of living and a lifetime of work.

Changes in society and demographics do not help: active working years are shortened because we want to retire early and longevity is increased with healthier lifestyles. This means many of us must save much more than at our current rate. Often we start too late and save too little: some studies indicate that savings in the range of 15% to 18% per year are required to maintain the standard of living throughout retirement.

Making a Difference

You can help your clients and prospects with many important decisions:

- How much to contribute
- How much savings they need
- How to allocate investments among asset classes
- How to change the asset allocation over time
- How to use the money at retirement
- How to set retirement goals

While your clients will have lifetime income from Government or company pensions, it will not likely be enough to maintain their lifestyle. The rest of the expenses will be paid from drawing down their nest egg. You can help clients figure out what kind of lifestyle they can afford so they won't outlive their assets during a retirement that may last 30 or 40 years.

- If not retired, the question is "what nest egg do I need to maintain my lifestyle?"
- If retired, the question becomes "I have a nest egg, what lifestyle can I afford?"

RetireWare helps determine how far assets will go in the future. And only by modeling the future, can we make better decisions today. RetireWare also assists with important retirement security decisions. When to retire? What is the impact of transitioning to retirement over a few years? Will retiring later make a difference?

RetireWare Is Easy to Use

An individual and her spouse may have many types of assets and income in the future:

- Canada Pension Plan / Quebec Pension Plan
- Old Age Security (some that may be subject to "clawback")
- Future income (e.g. part-time or contractual, etc.)
- Defined benefit pension plan
- Defined contribution pension plan
- Deferred profit sharing plan (DPSP)
- Registered retirement income fund (RRIF)
- Life income fund (LIF) or locked-in retirement income fund (LRIF), each with their own payment patterns and rules, Non-registered investments,
- Insurance,
- Inheritance
- Sale of a real estate property or business

Goal setting accommodates the concept of "new retirement" – a gradual transition before becoming fully retired, and account for a variable pattern of expenses for each period of retirement.

RetireWare lets you put everything together with its intuitive and modular user interface and easy-to-use Wizards. There are extensive help files, a manual (also included with the electronic version as a PDF file). All results are shown with clear and compelling charts, detailed

tables, and a full report that you can print or save as a PDF file.

The software is fully bilingual: you can use it in English or French. Also included is unlimited email support.

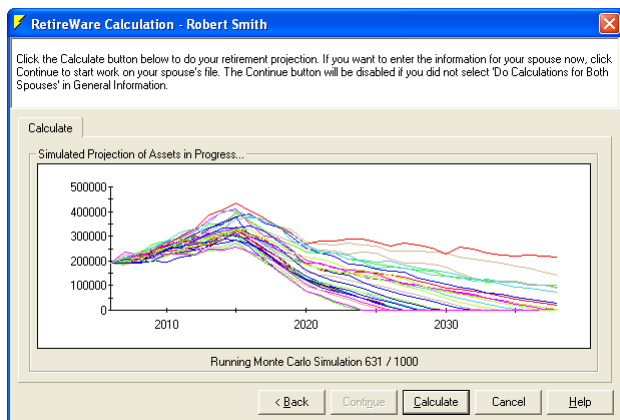
About Monte Carlo Simulations

"... Monte Carlo tools can play a powerful role in making retirement planning more realistic and accurate."

– Ellen Roseman, The Toronto Star

We are all familiar with retirement planning calculators widely available on the Internet. You enter a few pieces of information and an expected return and the calculator tells you to the dollar how much money there will be at retirement, and how long it will last.

Forecasting future investment returns is quite a challenge. But assuming that they will go in a straight line is downright unrealistic. The reality is that investment returns follow an unpredictable pattern over time, not the straight line "average" used by most financial calculators. When you factor in cash flows – contributions and withdrawals over time – in an investment portfolio, results become even more problematic.



A Monte Carlo simulation is a mathematical method that shows what may happen in the future with volatile capital markets, based on historical returns and volatility. By doing thousands of random trials, the Monte Carlo simulation "stress test" the retirement plan and gives a probability of success of meeting financial goals.

Markets Don't Move in a Straight Line

Long-term averages don't capture the concept that there is risk in investing. When deciding on a portfolio asset allocation, it helps understand the potential impact of risk that comes with higher equity returns, the uncertainty of future returns and the possibility of loss. The probability of getting the desired outcome helps visualize the variability of potential results when greater risk is assumed.

The goal is to raise the comfort level knowing the odds of achieving lifestyle goals and feel comfortable with a financial plan, even in periods of low market performance. If the probability of success for achieving retirement goals is not high enough, changes such as retiring older, saving more, adjusting income expectation or a combination of these become clear.

Monte Carlo should not be viewed as a certainty test. It is a probability test. Ultimately, there will be only one outcome, but knowing not to take more risk than necessary and finding a safe spending level is invaluable information.

How to Purchase RetireWare?

The **Standard Edition** of RetireWare is **\$59.95** for the electronic download version and **\$89.95** for the CD ROM version with manual. Both the electronic and CD ROM versions are identical.

The **Monte Carlo Edition** of RetireWare is **\$89.95** for the electronic version and **\$129.95** for the CD ROM version with manual.

You can buy directly from <http://www.retireware.com>. Click on the **Purchase** menu and complete the secure online or fax order form. The Website also has extensive product information.

Take advantage of our **Special Offers** on the **Purchase** navigation menu. Register for free and get **\$10 off** the Standard Edition or Monte Carlo Edition. If you are not completely satisfied, there is a **30-day no questions asked money back guarantee**.

Free Information and Resources

RetireWare provides extensive free Canadian retirement and financial planning tools and resources, including information about Government benefits, applying for the CPP pension or OAS pension, taxation, investing and retirement planning guides. All resources are completely independent and not tied to any financial services.

About Apeiron Software

Apeiron Software Limited creates the best resources and technology to help individuals make informed financial and retirement planning decisions for the future.

Contact Us

Contact us to discuss how we can help you transform your business to take advantage of the retirement opportunity.

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