

CFAL

growing wealth for future generations

# Blue Marlin Personal Pension Solutions

## Integrated Retirement Solutions

### **A Personalized Plan**

At CFAL, we have the capabilities and expertise to design any form of pension that you may require. The investment objectives of a plan can be tailored to your unique specifications.

### **Plan Documentation**

As part of our overall services, we prepare a confirmation package containing a summary of data relevant to your investment, and a certificate of insurance. We do this with sound understanding of the need for confidentiality.

### **Independent Trustee**

The safeguarding our clients' assets is of paramount importance at CFAL. As part of the overall service, CFAL has retained the trustee services of Ansbacher (Bahamas) Limited. Its primary responsibility is to ensure that our clients' assets are held in a segregated trust from those of CFAL.

While not required by any laws in The Bahamas, we have adopted this standard to increase the level of confidence our clients have come to expect when they partner with CFAL.

### **Flexible Plan Administration**

We have devised a seamless integrated solution to plan administration that will accommodate the changing needs of our clients. Our plan administration features include:

- Real time benefit calculations and financial planning tools
- Clear, concise and timely account statements
- Comprehensive recordkeeping support, administration and reporting
- Expert plan consulting services, including plan reviews and compliance services

## Education & Communication

Effective communication and ongoing education are vital to ensure the efficient implementation and continued success of your pension plan. From enrollment services to customized account management, participants will receive invaluable information from the first contribution to their last distribution.

- A CFAL Retirement Services enrollment specialist
- Copy of the CFAL *Planning for Your Retirement* guide
- One-on-one consultations
- Educational materials
- Seminars (managing retirement benefits, financial planning, etc)
- Investment information and articles at cfal.com
- Quarterly newsletter *The Advisor*

## Proprietary Technology

CFAL offers a flexible approach to pension management. We pride ourselves in providing our clients with efficient levels of service. We rely on our state-of-the-art communications and technological systems to facilitate timely pay processing, vesting schedules, online access to client accounts, payment information and comprehensive reporting and monitoring.

Our proprietary pension administration software provides:

- Data Management
- Customized Reporting
- Online Services

Individual Pension Plan members can view their pension member statements anytime, anywhere.

## Our Investment Philosophy

The guiding philosophy of CFAL is that as stewards of capital, our clients' interests are paramount. We build long-lasting relationships based on integrity, expertise and a high level of service. Our Investment Philosophy is rooted in Absolute Return Investing. We believe in the long-term protection of capital through total return investing. Risk is defined as a **Permanent Loss of Capital** which prevents the achievement of our client's goals.

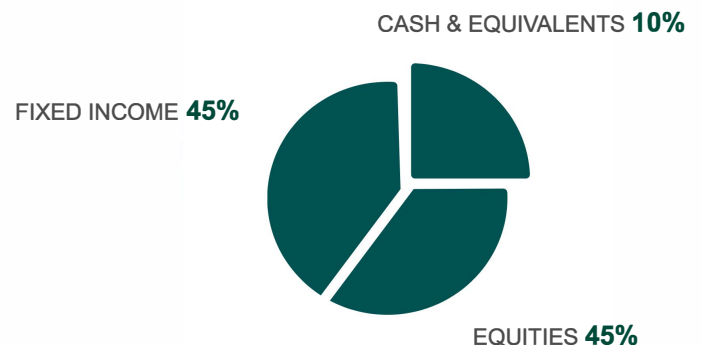
## Disciplined, yet flexible investment options

### Multiple Investment Strategies

Your plan's investment offering is a key factor in helping you realize your retirement realities. At CFAL, we have designed a multiple investment strategy with investment options that range from aggressive to conservative. What does this mean for you? You have the ability to reallocate and diversify your investments as you see fit.

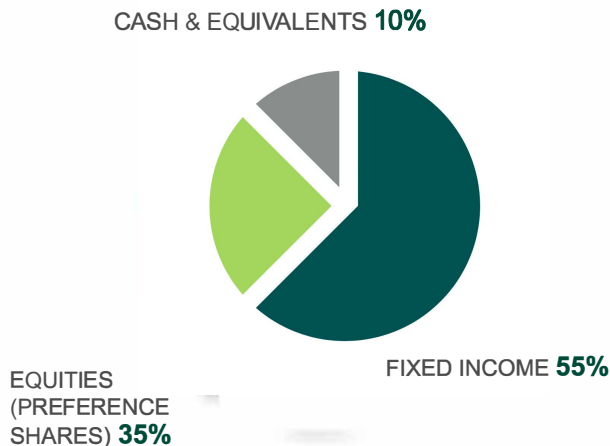
### The Balanced Strategy

Recommended for clients who have more than 10 years to retirement or those who wish to be exposed to only moderate risk. The objective is growth of the equity market while providing a consistent income stream and protection against major decline in the equity portfolio.



## The Conservative Strategy

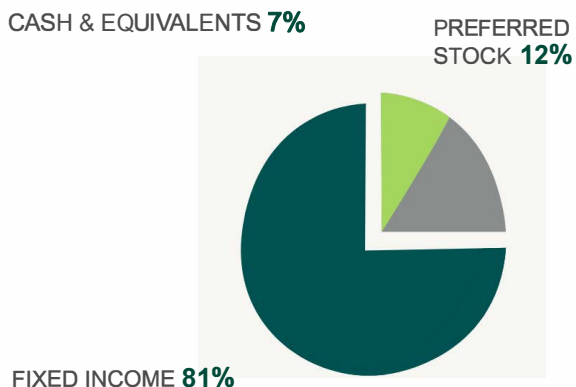
Recommended for clients with 5-15 years to retirement. This strategy is designed to provide a steady stream of income, and is suited for investors seeking protection of principal and a relatively higher current income than traditional savings instruments.



## The CFAL Target Return Strategy

Recommended for clients with 5 – 15 years to retirement. This strategy is for investors who seek principal preservation at a target rate of return. The target return is Prime (currently 4.25%) + 0.25% (4.50%). If the Local Prime Rate changes during the year the target rate will also change.

The portfolio invests primarily in a diversified mix of high yield, high quality short – term and long – term fixed income securities.



## Competitive Fee Structure

At CFAL, our aim is to provide the most competitive rates to our clients without sacrificing quality or service.

### Administration Fee

Individuals pay an annual fee of \$25, which is deducted on a quarterly basis.

### Trustee Services

As a part of the overall service, Ansbacher (Bahamas) Limited will serve as Trustee, to ensure that the plan is administered in the sole interest of plan participants.

### Set – up

There is no initial set – up fee.

## Frequently Asked Questions

### Who can join the plan?

There are three membership categories:

- Sponsored contributor – you contribute to the plan and your employer agrees to participate and contribute on your behalf
- Voluntary contributor – you contribute to the plan, but your employer does not wish to contribute at this time
- Self-employed contributor – you work for yourself and contribute to the plan

### How much do I have to contribute?

Obviously, the more you can afford to set aside today, the more you'll have to retire on.

Regardless of your membership category, Financial Analysts state that in order to maintain the same standard of living upon retirement, an individual needs 70% – 75% of your final year's income assuming you have no major outstanding debt (e.g. mortgage). Ultimately any retirement plan must be affordable. This is why CFAL has set the minimum contribution at \$50 per month.

If you are a sponsored contributor, your normal contributions will be 5% of your regular earnings, but you can elect to increase your personal contribution.

### **What if I can't make my contributions?**

We hope for your sake that this will not happen - your future financial security should always take top priority on your list of financial obligations. At CFAL we recognize that life can have unexpected challenges, thus no penalties are associated with missing a monthly payment.

### **What pay out options are available upon retirement?**

At age 65, you have the option of receiving either a lump sum payment or an annuity schedule which provides monthly income for as long as you live. This monthly income will be based entirely on your invested contributions. The more you save and the longer you save, the greater your income at retirement.

### **Can I get the money before I retire?**

Generally no, otherwise most of us would just continue a pattern of saving, spending and borrowing, leaving very little for retirement. However, if an emergency arises, your case will be referred to the Trustee, who will make a final decision.

### **What happens if I change jobs?**

A key feature of this unique plan is its portability – no more stops and starts. When you retire, any contributions you and your employer have put into the plan will be there. The only thing that might change is your membership category.

### **What if I leave the country?**

The Plan provides special arrangements for Bahamians and residents who leave the country permanently. If you move overseas and join a company that has its own pension plan, you can apply to have your Blue Marlin contributions transferred to their plan. If you have been a member for five years or less and move abroad, you may apply after 12 months of notification of your foreign residency for the full invested sum to be transferred to you in cash. Your contributions, and any made by your employer, will continue to be invested to provide you with a monthly income when you retire.

Secondly, if you have been a member for five years or less and move abroad, you may apply after 12 months of notification of your foreign residency for the full invested sum to be transferred to you in cash.

No matter where life takes you, your Blue Marlin Retirement Plan will always be there. Your contributions, and any made by your employer will continue to be invested to provide you with a monthly income when you retire.

### **What happens if I become disabled before retirement?**

If you become disabled and are unable to continue working prior to your retirement, the full balance of your account will be used to purchase a Joint and Last Survivor Annuity to provide you with a regular monthly payment.

### **What happens to the money if I die before retiring?**

In such an event, the total value of your account will be paid as a lump sum to your designated beneficiary(ies).

**What evidence of Membership will I receive?** When you enroll in the Blue Marlin Retirement Plan, CFAL will provide you with an enrollment confirmation. Twice a year you will receive a statement of account showing the balance of your retirement investment.

## **Contact Information**

### **Sophia Thurston**

Ph:(242)502.7010

Fx:(242)356.3677

Email: sthurston@cfal.com

### **Arlene Hercules**

Ph:(242)502.7079

Fx:(242)356.3677

Email: ahercules@cfal.com