

VRSP – 4 good reasons to sell often



The Voluntary Retirement Savings Plan (VRSP) Act will require many businesses in Quebec to implement a workplace savings plan if they do not currently offer one.

With deadlines* in place for employers to meet, there are many good reasons for you to sell the VRSP early...and often. Here are just four of the potential benefits you'll enjoy when you sell VRSP to **all** your eligible clients.

1

MAXIMIZE YOUR VRSP SALES OPPORTUNITIES

As the first deadline approaches, demand for VRSP is expected to ramp up rapidly. Grow your VRSP sales by starting early. Avoid a situation where you and your clients are forced to rush at the last minute to meet the deadline. An early start will also help ensure you reach key clients before your competitors do.

2

TAP INTO GREAT POTENTIAL FOR REVENUE

Manulife's VRSP offers great income potential for you – starting with your first sale. Check out the 'income potential' section on page 19 of our **VRSP advisor brochure**.



3

TAKE ADVANTAGE OF THE VRSP REWARDS PROGRAM

As a reward, in addition to your regular commission, selling Manulife's VRSP can earn you bonus cash. Earn points on every eligible VRSP sale. When you reach an established point level, you'll receive your reward with the following month's commission. Ask your Manulife representative for details.

4

INCREASED CROSS-SELLING OPPORTUNITIES

Building your business with VRSP can be quite lucrative, especially if you consider the opportunities for cross-selling. If you are the advisor of record, you are connected to that organization's employees – people who might also be interested in other financial solutions: individual investments and insurance products. Chances are they have family or friends who are also in the market for similar products.

Want to learn more about Manulife's VRSP?

Read "**5 good reasons to sell early**"
available at www.vrsp.com/advisor

VRSP: Sooner is better. For you. For your clients.

For more information, e-mail vrsp_support@manulife.com or call 1-855-723-7575.



*The Quebec government has set a deadline of Dec. 31, 2016 for employers with 20 or more eligible employees to implement a workplace savings plan, such as VRSP.

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CS2166E 03/16