

Talking to clients about a Registered Disability Savings Plan (RDSP)

You can help your clients plan for the long-term care and financial security of a loved one with a disability, or for their own needs in living with a disability. Your proactive advice can help build a financial foundation for a lifetime.

Assessing client eligibility

A disability may be obvious, or a client may have mentioned a dependent's needs. However, many disabilities are not as apparent. You may need to lead the discussion to better understand your client's personal situation. Be sure you don't overlook valuable government funds that are only available through a Registered Disability Savings Plan. It can be good practice to speak frankly and ask questions:

1. **Does anyone in your client's family qualify for the federal Disability Tax Credit (DTC)?**
Eligibility for this credit is a key requirement to opening an RDSP.
2. **If not, is there a chance they could qualify for the DTC?**
Perhaps your client does not believe they need the DTC, or that their income exceeds the maximum threshold. They may not even be aware the DTC exists. Qualifying for the DTC may be well worth the effort, as it can unlock access to the grants available through an RDSP.
3. **Does your client already contribute to an RDSP?**
If your client already contributes to an RDSP for a family member or for themselves, how confident are they about investment objectives and strategies? Ask for the opportunity to review existing accounts and offer a second opinion.

4. **Would your client be interested in opening an RDSP?**
Using a Mackenzie Investments RDSP, it's easy for you and your client to set up a plan on behalf of someone who is eligible. You may even be able to help them apply for retroactive government benefits.

Who is eligible for an RDSP?

To qualify for an RDSP a beneficiary must:

- Be eligible for the Disability Tax Credit
- Be a resident of Canada
- Be less than 60 years of age
- Have a valid Social Insurance Number

The Disability Tax Credit is available to individuals who have mental or physical impairments that markedly restrict their ability to perform one or more of the basic activities of living, such as speaking, hearing or walking. The impairment must be expected to last longer than one year, and a physician or nurse practitioner must certify the extent of the disability. There can only be one RDSP account per beneficiary, and only one beneficiary per plan.

To determine eligibility, visit canada.ca/rdsp.



Benefits for you to introduce or advise on an RDSP

- Deepen client relationships by offering a long-term savings and investment plan that will benefit eligible clients and their families.
- Help clients prepare for succession needs by working to maximize tax-deferred rollovers from RPP, RRSP and RRIF into RDSP.
- Generate referrals to those who may be new to, or unfamiliar with, financial and investment planning.
- Offer a valuable service to centres of influence, such as agencies and advocacy groups specializing in disabilities.
- Provide comprehensive investment choices from a selection of Mackenzie Investments funds.
- Get paid for the service you provide. Commissions and trailing commissions are payable on the Mackenzie Investments funds you use.

Plan for the future with Mackenzie Investments?

When you include RDSPs as part of your comprehensive services, you help beneficiaries save for the future and potentially receive valuable government grants, in concert with your ongoing financial and investment expertise.

Backed by industry leadership in investment management and more than 70 eligible mutual funds to choose from, you can build a portfolio within a Mackenzie Investments RDSP to suit your precise recommendation. When the time comes for the beneficiary to withdraw income, flexible payout options help deliver the cash flow they need.



Peace of mind starts with a conversation

For more information on RDSPs, contact your Mackenzie Sales team, or visit us at mackenzieinvestments.com/RDSP.