



Pivotal Select™

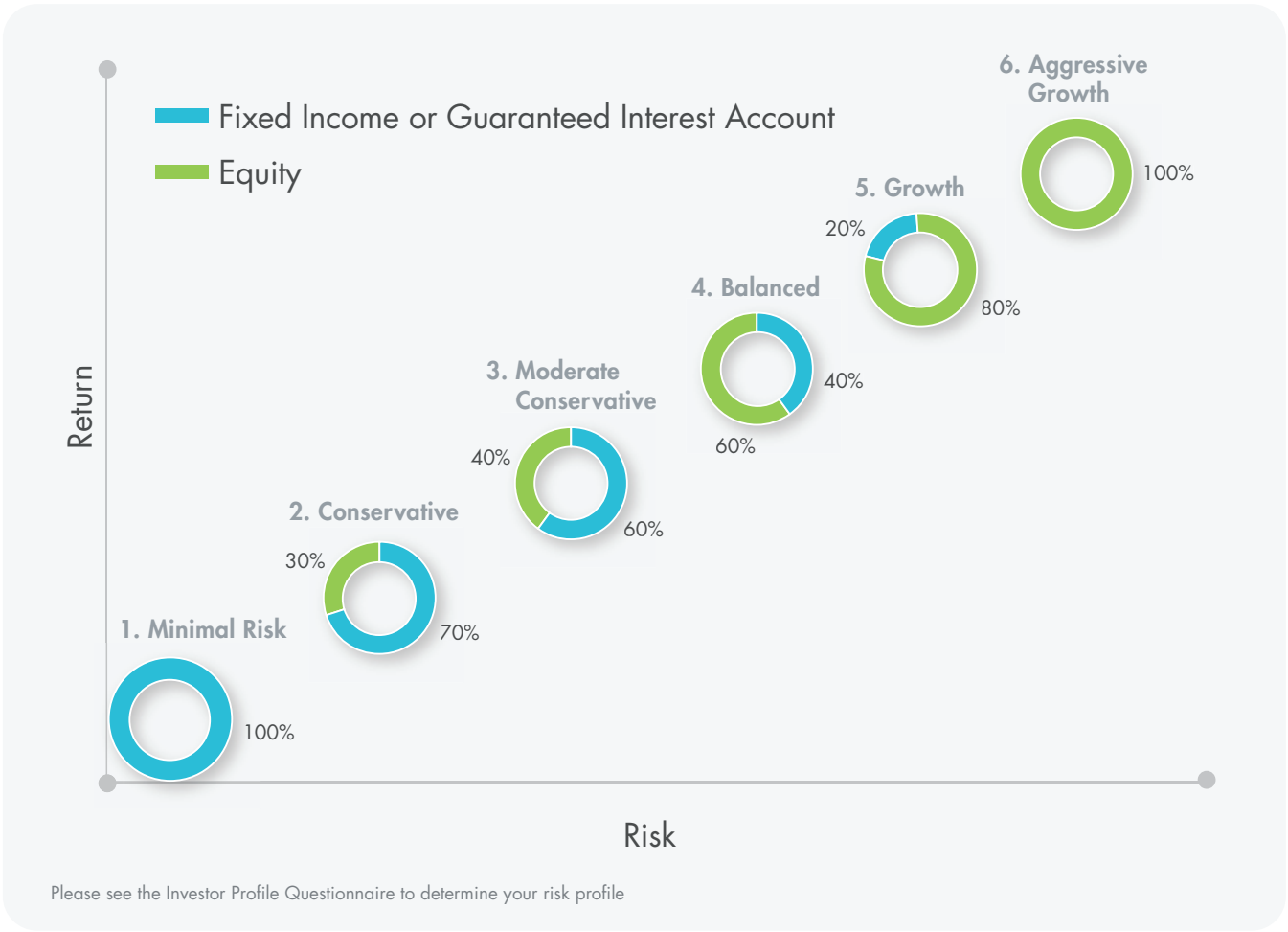
Understanding your Investor Profile



Investing in fixed income and equity securities is not without risk. Financial markets can rise and fall and investment decisions revolve around the risk/return trade off you are willing to assume. Before investing it is important to understand your financial goals, attitudes towards risk and time horizon; to help you determine what investments suit you.

WHAT IS AN INVESTOR PROFILE?

An Investor Profile is a summary of an investor’s financial goals, financial situation, time horizon, and risk tolerance. It can help investors, like you, select appropriate investments. In general terms, your profile defines the level of risk you are willing to take. For example, if you need to protect your money and have a short time horizon, you may follow a more conservative portfolio. If you have a longer time horizon and are focused on growing your money, you may follow a more aggressive equity-based portfolio.



WHERE CAN I GET MY INVESTOR PROFILE?

The best way to get your investor profile is from Equitable Life's Investor Profile Questionnaire. Equitable's Questionnaire will ask you a series of questions. Based on your response, a score will be given. Use this score to determine your investor style from the matrix provided. The matrix will help you uncover your investor profile.

WHAT CAN I DO WITH MY INVESTOR PROFILE?

By knowing your Investor Profile, you are now ready to take the next step of building your portfolio. Building a portfolio doesn't need to be hard work now that you know the types of investments you should be looking at. Let's take a look at investment solutions for different investor styles.

PORTFOLIO SOLUTIONS

Portfolio solutions can offer instant diversification. With a single fund, you can invest in fixed income and equity securities around the world. Equitable Life's Pivotal Select gives you access to multiple portfolio solutions from multiple fund managers.

CUSTOM PORTFOLIOS

Our product line-up also allows you to build your own customized solution. Pivotal Select offers you a variety of funds to choose from, including all major asset classes as well as many domestic and foreign focused funds. The custom portfolios are for illustration purposes only. Consult with your advisor to determine the appropriate portfolio solution for you.



MINIMAL RISK

Definition of a minimal risk investor

You have a very low tolerance for risk. You are unable to tolerate any investment losses or you have a very short investment time horizon. You prefer knowing that your capital is safe. You are willing to accept lower returns to protect your capital.

Investment Options

- 100% guaranteed
(Daily Interest, Guaranteed Interest, Term Deposit Accounts)

Custom Solutions

N/A



CONSERVATIVE

Definition of a conservative investor

You have a low tolerance for risk and potential loss of capital. You have a short investment time horizon. You are willing to accept some short term fluctuations. You accept small losses in your investment portfolio in exchange for modest returns. The primary objective of your investment portfolio will be to provide income by investing primarily in funds that invest in fixed-income securities. Capital appreciation is not a priority. A small portion of your portfolio may be invested in equity funds to provide the potential for some growth to offset the effects of inflation.

Investment Options

- 30% equity
- 70% fixed income or guaranteed



Portfolio Solutions

Portfolio Solution	Most Suitable Investment Profile	Fund Codes								
		INV (75/75)			EST (75/100)			PRO (100/100)		
		NL	NLCB	NLCB5	NL	NLCB	NLCB5	NL	NLCB	NLCB5
EL Quotential Diversified Income Portfolio Select	Conservative	723	3023	5023	923	3123	5123	1123	3223	5223

Custom Solutions

Funds	Fund Codes										
	Allocation	INV (75/75)			Allocation	EST (75/100)			PRO (100/100)		
		NL	NLCB	NLCB5		NL	NLCB	NLCB5	NL	NLCB	NLCB5
EL Mackenzie Ivy Canadian Balanced Fund Select	15%	754	3054	5054	10%	954	3154	5154	1154	3254	5254
EL Bissett Core Plus Bond Fund Select	25%	760	3060	5060	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic Value Balanced Fund Select	25%	733	3033	5033	10%	933	3133	5133	1133	3233	5233
EL Invesco Global Bond Fund Select	25%	711	3011	5011	35%	911	3111	5111	1111	3211	5211
EL Mackenzie Income Fund Select	10%	741	3041	5041	45%	941	3141	5141	1141	3241	5241

NL = No Load NLCB, NLCB5 = No Load CB

MODERATE CONSERVATIVE

Definition of a moderate conservative investor

Your tolerance for portfolio volatility and loss of capital is low. You are willing to tolerate some short-term fluctuations in your investment returns. You accept small losses of capital in exchange for modest potential capital appreciation.

Investment Options

- 40% equity
- 40% fixed income
- 20% guaranteed



Portfolio Solutions

Portfolio Solution	Most Suitable Investment Profile	Fund Codes								
		INV (75/75)			EST (75/100)			PRO (100/100)		
		NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5
EL Active Balanced Income Portfolio Select	Moderate Conservative	738	3038	5038	938	3138	5138	1138	3238	5238
EL Fidelity® Tactical Asset Allocation Income Portfolio Select	Moderate Conservative	743	3043	5043	943	3143	5143	1143	3243	5243
EL Quotential Balanced Income Portfolio Select	Moderate Conservative	721	3021	5021	921	3121	5121	1121	3221	5221

Custom Solutions

Funds	Fund Codes										
	Allocation	INV (75/75)			Allocation	EST (75/100)			PRO (100/100)		
		NL	NL-CB	NL-CB5		NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5
EL Active Canadian Bond Fund Select	30%	702	3002	5002	40%	902	3102	5102	1102	3202	5202
EL Bissett Core Plus Bond Fund Select	25%	760	3060	5060	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL ClearBridge Sustainable Global Infrastructure Income Fund Select	15%	768	3068	5068	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL S&P/TSX Composite ESG Index Fund Select	15%	764	3064	5064	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic U.S. Monthly Income Fund Select	15%	755	3055	5055	20%	955	3155	5155	1155	3255	5255
EL Mackenzie Income Fund Select	N/A	N/A	N/A	N/A	25%	941	3141	5141	1141	3241	5241
EL Low Volatility Canadian Equity Fund Select	N/A	N/A	N/A	N/A	15%	909	3109	5109	1109	3209	5209

NL = No Load NL-CB, NL-CB5 = No Load CB

BALANCED

Definition of a balanced investor

You have a moderate tolerance for risk and loss of capital. You are willing to tolerate some fluctuations in your investment returns. You will accept moderate losses of capital. You have at least a medium term investment time horizon. The objective of your portfolio will be to provide a combination of income and long-term capital growth. Your portfolio will include at least 40% in fixed income investments.

Investment Options

- 60% equity
- 40% fixed income



Portfolio Solutions

Portfolio Solution	Most Suitable Investment Profile	Fund Codes								
		INV (75/75)			EST (75/100)			PRO (100/100)		
		NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5
EL Active Balanced Growth Portfolio Select	Balanced	739	3039	5039	939	3139	5139	1139	3239	5239
EL Active Balanced Portfolio Select	Balanced	737	3037	5037	937	3137	5137	1137	3237	5237
EL Fidelity® Tactical Asset Allocation Balanced Portfolio Select	Balanced	744	3044	5044	944	3144	5144	1144	3244	5244
EL Quotential Balanced Growth Portfolio Select	Balanced	722	3022	5022	922	3122	5122	1122	3222	5222

Custom Solutions

Funds	Fund Codes									
	Allocation	INV (75/75)			Allocation	EST (75/100)			PRO (100/100)	
		NL	NL-CB	NL-CB5		NL	NL-CB	NL-CB5	NL	NL-CB
EL Active Balanced Growth Portfolio Select	25%	739	3039	5039	25%	939	3139	5139	1139	3239
EL S&P 500 ESG Index Fund Select	25%	765	3065	5065	N/A	N/A	N/A	N/A	N/A	N/A
EL Invesco Global Bond Fund Select	30%	711	3011	5011	35%	911	3111	5111	1111	3211
EL Dynamic Global Real Estate Fund Select	10%	769	3069	5069	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic Asia Pacific Equity Fund Select	10%	770	3070	5070	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic Equity Income Fund Select	N/A	N/A	N/A	N/A	20%	949	3149	5149	1149	3249
EL Invesco International Companies Fund Select	N/A	N/A	N/A	N/A	20%	930	3130	5130	1130	3230

NL = No Load NL-CB, NL-CB5 = No Load CB

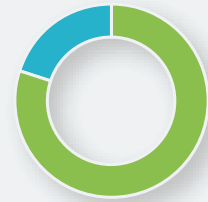
GROWTH

Definition of a growth investor

You have a high tolerance for risk and loss of capital. You are willing to tolerate large fluctuations in your investment returns. You are willing to accept moderate to large losses of capital in exchange for potential long-term capital appreciation. You do not have any significant income requirements from your investments. You have at least a medium term investment time horizon.

Investment Options

- 80% equity
- 20% fixed income



Portfolio Solutions

Portfolio Solution	Most Suitable Investment Profile	Fund Codes								
		INV (75/75)			EST (75/100)			PRO (100/100)		
		NL	NLCB	NLCB5	NL	NLCB	NLCB5	NL	NLCB	NLCB5
EL Quotential Growth Portfolio Select	Growth	725	3025	5025	925	3125	5125	1125	3225	5225

Custom Solutions

Funds	Allocation	Fund Codes									
		INV (75/75)			Allocation	EST (75/100)			PRO (100/100)		
		NL	NLCB	NLCB5		NL	NLCB	NLCB5	NL	NLCB	NLCB5
EL NASDAQ 100 ESG Index Fund Select	25%	766	3066	5066	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Fidelity Special Situations Fund Select	30%	717	3017	5017	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Mackenzie Ivy Global Balanced Fund Select	15%	748	3048	5048	30%	948	3148	5148	1148	3248	5248
EL Invesco International Companies Fund Select	15%	730	3030	5030	25%	930	3130	5130	1130	3230	5230
EL Bissett Core Plus Bond Fund Select	15%	760	3060	5060	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic American Fund Select	N/A	N/A	N/A	N/A	30%	947	3147	5147	1147	3247	5247
EL Active Canadian Bond Fund Select	N/A	N/A	N/A	N/A	15%	902	3102	5102	1102	3202	5202

NL = No Load NLCB, NLCB5 = No Load CB

AGGRESSIVE GROWTH

Definition of an aggressive growth investor

Your tolerance for risk, portfolio volatility and investment losses is very high. You are willing to tolerate potentially significant and sustained price fluctuations. You are willing to accept large losses of capital. You have extensive investment knowledge. You have no income requirements from your investments and have a long investment time horizon.

Investment Options

- 100% equity

Portfolio Solutions



Portfolio Solution	Most Suitable Investment Profile	Fund Codes								
		INV (75/75)			EST (75/100)			PRO (100/100)		
		NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5
EL Quotential Diversified Equity Portfolio Select	Aggressive Growth	724	3024	5024	924	3124	5124	1124	3224	5224

Custom Solutions

Funds	Allocation	Fund Codes									
		INV (75/75)			Allocation	EST (75/100)			PRO (100/100)		
		NL	NL-CB	NL-CB5		NL	NL-CB	NL-CB5	NL	NL-CB	NL-CB5
EL Mackenzie Emerging Markets Fund Select	20%	771	3071	5071	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Invesco Europlus Fund Select	15%	718	3018	5018	15%	918	3118	5118	1118	3218	5218
EL Dynamic Global Real Estate Fund Select	15%	769	3069	5069	N/A	945	3145	5145	1145	3245	5245
EL Fidelity U.S. Focused Stock Fund Select	25%	763	3063	5063	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EL Dynamic Equity Income Fund Select	25%	749	3049	5049	40%	949	3149	5149	1149	3249	5249
EL Dynamic Global Discovery Fund Select	N/A	N/A	N/A	N/A	30%	945	3145	5145	1145	3245	5245
EL Fidelity Special Situations Fund Select	N/A	N/A	N/A	N/A	15%	917	3117	5117	1117	3217	5217

NL = No Load NL-CB, NL-CB5 = No Load CB

If you would like further details on the savings and investment opportunities available, please talk to your advisor.

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