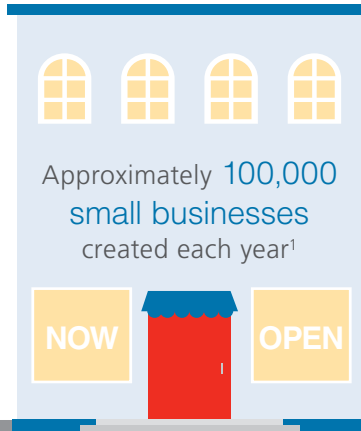


Small Business by the Numbers

Small business owners in Canada are significant drivers of the economy and job creation. While a business plan is a top priority for small business owners, succession and retirement planning are often neglected.

There are just over **one million**

small businesses in Canada¹

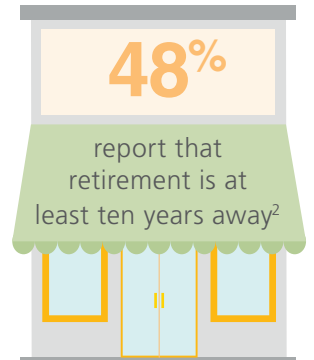
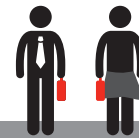


98%

of businesses in Canada have less than 100 employees¹

48%

report that retirement is at least ten years away²



Only **5.5%** of small business owners have retirement plans³



25% of small businesses report having a succession plan in place²

26.5%

believe that they will be 68 or older before they can retire comfortably³

To receive an income of \$5,000 per month for 20 years, assuming a return of 5%, would require⁴

\$750,000

Within 10 years **2 OUT OF 3** plan to sell, transfer, wind-down their business³

3x People with a financial plan are more likely to feel that they are **on the right track**⁵

While the numbers tell a story, everyone's situation is unique to them. Working with an advisor who understands your particular needs can ensure that you remain focused on what's right for you.

¹ Industry Canada – Key Small Business Statistics – July 2012 | ² Small Business Ipsos Reid 2011 Marketplace Study, Market Research Deck, February 2012 |

³ CFIB Survey – Succession Planning (May 2011) | ⁴ Excludes any applicable taxes, fees, the impact of inflation and is based on current dollars. | ⁵ Scotiabank, Customer Knowledge and Insights, 2013

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