



BMO Estate and Trust Planning Online Survey



Context and Objectives

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OBJECTIVES:

- Explore Canadians' knowledge and awareness of wills and power of attorney
- If Canadians do have a will, who prepared their will, do they review it regularly, and why do they have one
- Explore Canadians' knowledge of an executor of a will, who can be an executor, and have they acted as an executor of a will before



Research Methods

INSTRUMENT

- The survey was completed on-line from Wednesday, July 6th, to Friday, July 15th, 2011, using Leger Marketing's online panel, LegerWeb
- A sample of 1002 Canadians, 45 years of age or older, were surveyed
- These respondents also currently hold investible assets (including real estate) worth \$500,000 or more
- A probability sample of the same size would yield a margin of error of +/-3.1%, 19 times out of 20



Strategic Conclusions

Wills

- Nearly nine-in-ten (85%) currently have a will in place
- Those who have a will mentioned various reason why, with ensuring their assets are distributed as they wish being the most frequently mentioned
- Those who do not currently have a will (15%) offered a variety of reasons why, chief among them being the fact that they simply do not have the time to make one
- Most had their will prepared by a legal or accounting professional
- Of those who had their will prepared by a legal or accounting professional, most mentioned they discussed family goals and legacy planning

Strategic Conclusions

Wills

- More than anything else, respondents had their wills prepared in order to ensure that their assets are distributed as they wish and to appoint an executor
- Wills are not changed frequently, with just over half saying they have made changes to their will in the past ten years
- Of those who have made a change to their will, most cite significant plus/minus changes in their wealth as the reason why. In terms of changes, who to include or exclude as recipients was the most frequently mentioned.



Strategic Conclusions

Power of Attorney

- The majority of respondents prepared a power of attorney document at the time they drafted their will
- Of those who did, most say they have a power of attorney for their finances followed by health care



Strategic Conclusions

Beneficiaries

- The majority of those with a will have spoken to their children/beneficiaries about the plans in their will
- Most believe their children/beneficiaries will not be surprised by how their will distributes their wealth
- Of those who think their children/beneficiaries will be surprised (10%), most believe their children/beneficiaries will be surprised by the amount they will receive



Strategic Conclusions

Executor of Wills

- Spouses were usually named as respondents' executors, followed by other family members and children
- Less than half have been named as an executor of a will. Those who have, mention various complications with administrative issues being the most frequently mentioned
- While the majority of respondents have not acted as an executor, forty-two per cent say they know they have been appointed to act as an executor in the future
- Most believe that family members/relatives, lawyers and friends can act as an executor of a will. In addition, most say that they know what an executor must do when dealing with an estate, and would not hire a lawyer to help carry out their assigned responsibilities.



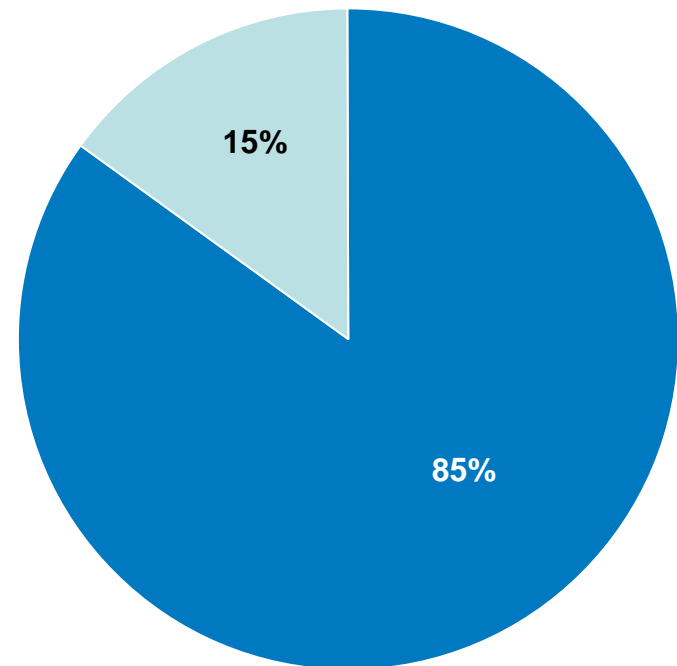
SECTION 1

WILLS

Wills

Nine-in-ten have a will in place

- Nearly nine out of every ten respondents (85%) currently have a will
- This is especially true among those who are 65+ (95%), those who are married (86% vs. 73% single) and those who have acted as an executor of a will before (91% vs. 81%)
- The likelihood of having a will in place steadily increases with age



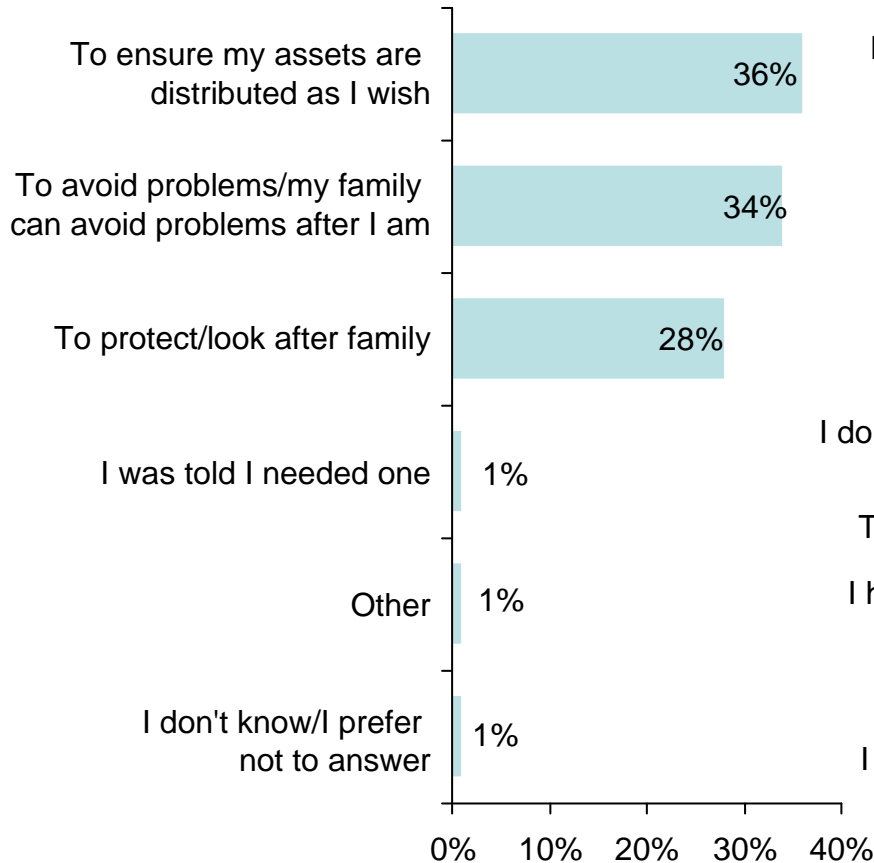
- Yes, I have a will
- No, I do not have a will

Wills

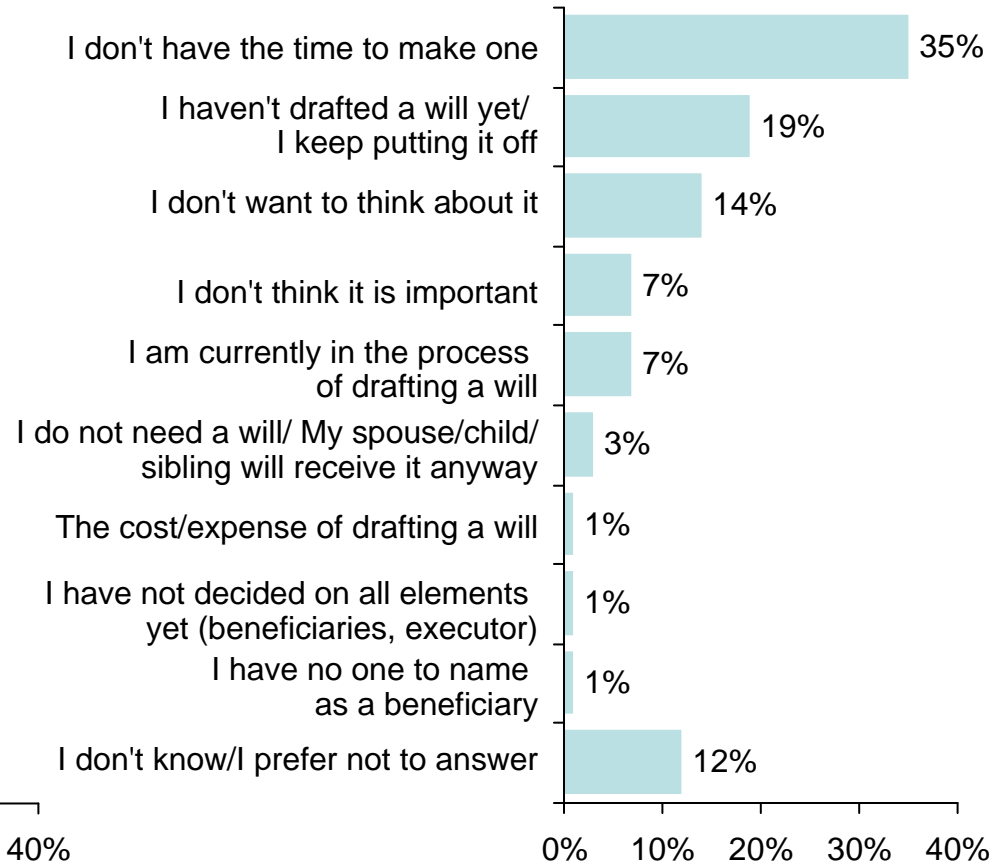
- Those who have a will offered a variety of explanations for having one, with ensuring their assets are distributed as they wish being the most frequently mentioned (36%)
- Others mentioned having one as it avoids problems after I am gone (34%) and protecting/look after their family (28%)
- Those in Quebec (48%) are more likely to say they prepared a will so that their family can avoid problems after they are gone compared to those in BC (28%), Alberta (34%) and Ontario (25%)
- Those in Ontario are more likely to say they want to ensure their assets are distributed as they wish compared to those in Atlantic Canada (39% vs. 22%)
- Those who do not have a will also mentioned various reasons, chief among them being the fact that they simply don't have the time to make one (35%)

Wills

Main reason for having a will prepared

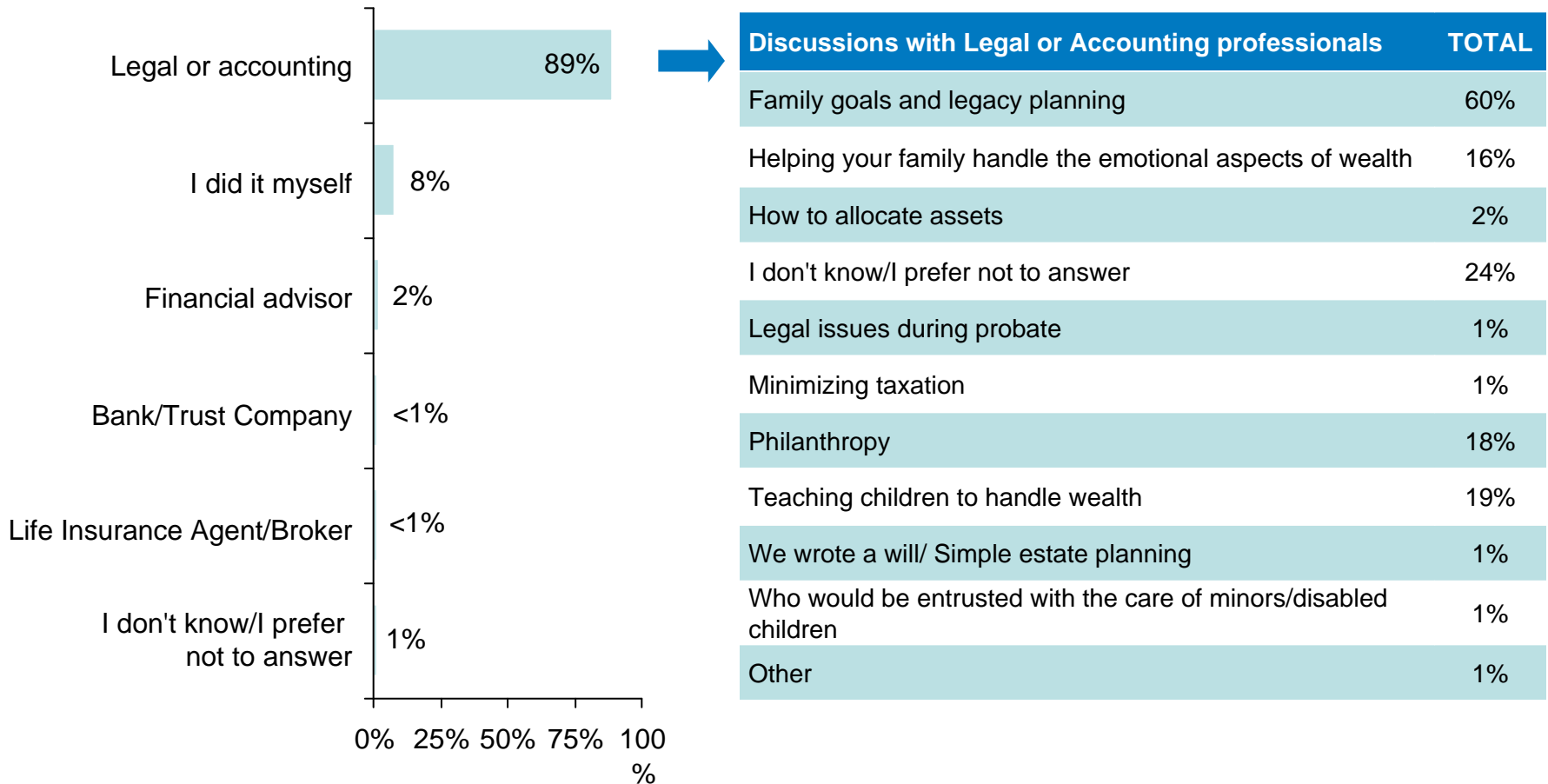


Main reason for not having a will prepared



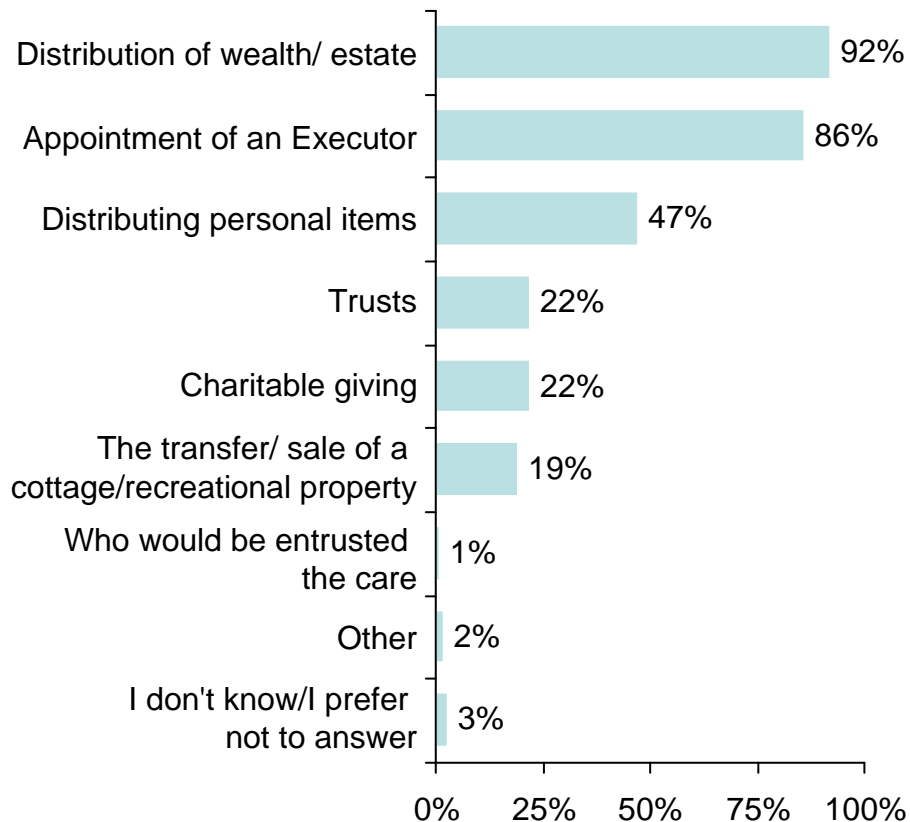
Wills

Most had their will prepared by a legal or accounting professional



Wills

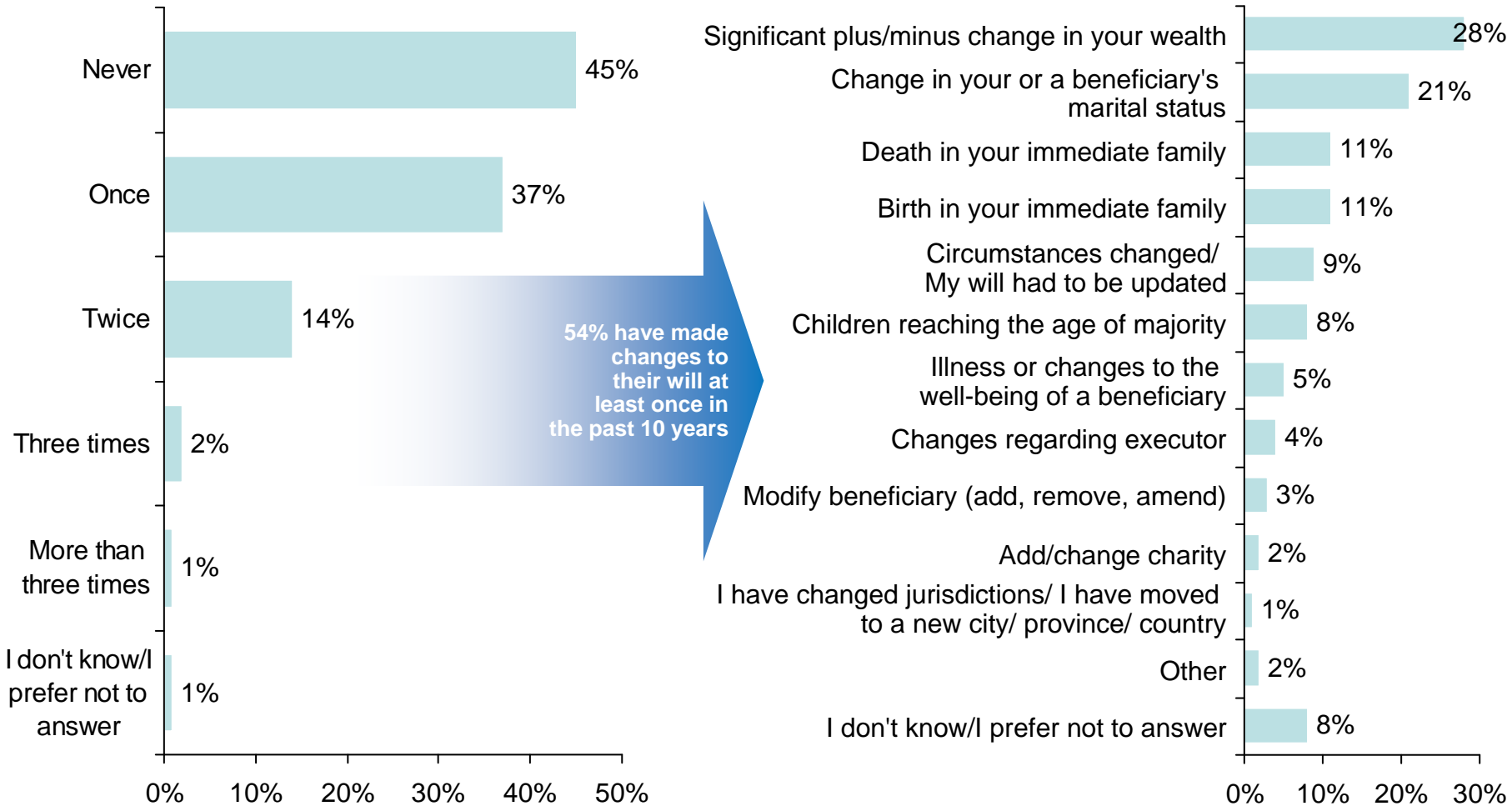
Nearly all wills address distribution of wealth and the appointment of an executor



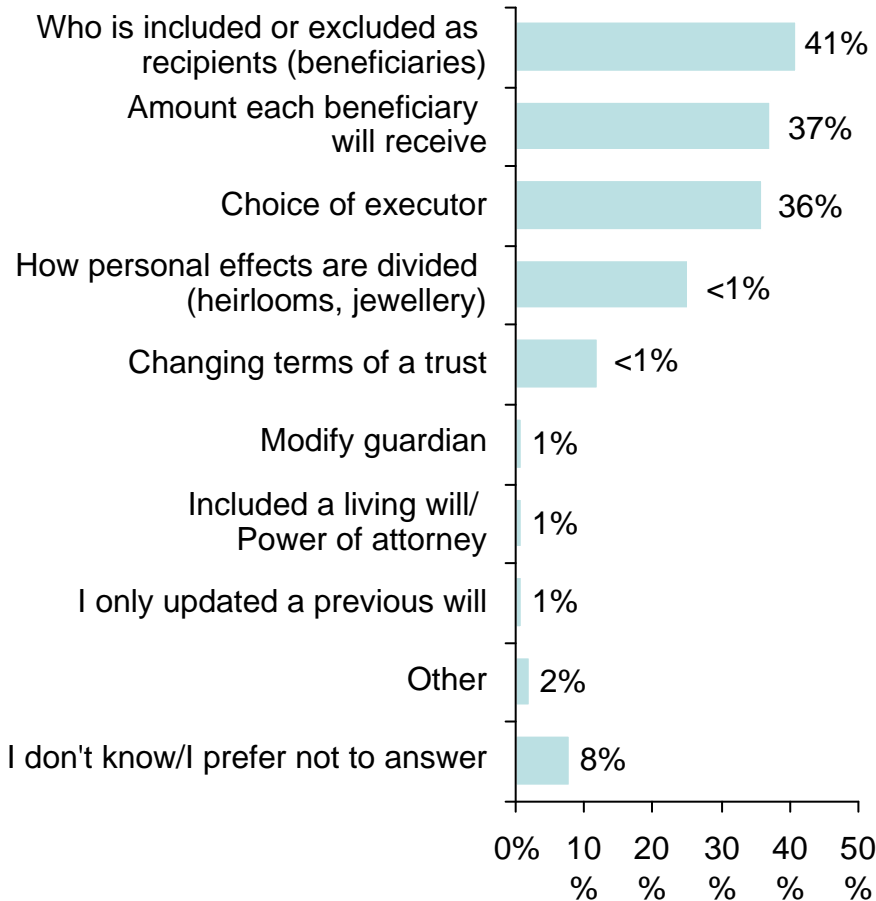
Demographically...

- Regionally those in Atlantic Canada (96%) and Ontario (95%) are more likely to address distribution of wealth in their will compared to those in Quebec (88%)
- Men are more likely to outline how they would like their wealth distributed compared to women (94% vs. 89%)
- The same is true about those 55+ (94% vs. 87% 45-54)

Changes to Will



Respondents made a variety of changes to their wills



Demographically...

- Demographically, those in Quebec (46%) are more likely to change their choice of executor compared to those in BC (26%), Alberta (28%) and the Prairies (22%)
- Men are more likely to change the amount each beneficiary will receive compared to women (40% vs. 31%).
- The same is true about those 65+ (42% vs. 28% 45-54)

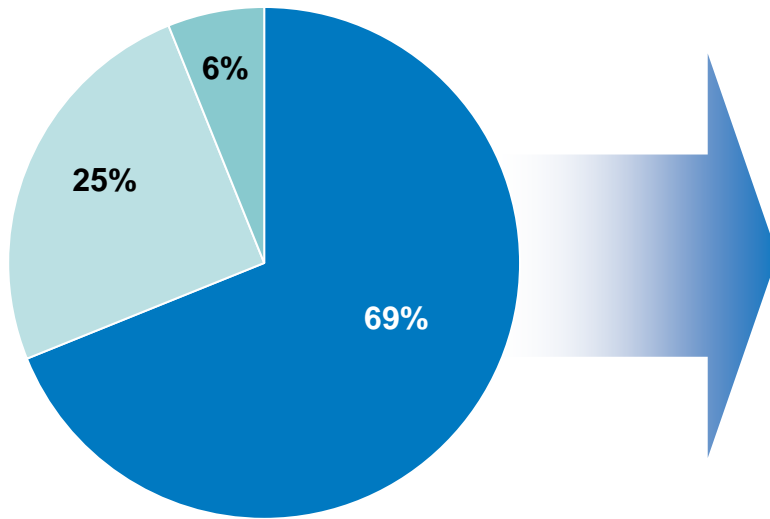


SECTION 2

POWER OF ATTORNEY

The Power of Attorney

Most have prepared a power of attorney document



Power of Attorney document prepared for	TOTAL
Finances	90%
Health Care	87%
Other	3%
I don't know/ I prefer not to answer	2%

- Yes, I prepared a power of attorney document
- No, I did not prepare a power of attorney document
- I don't know/I prefer not to answer

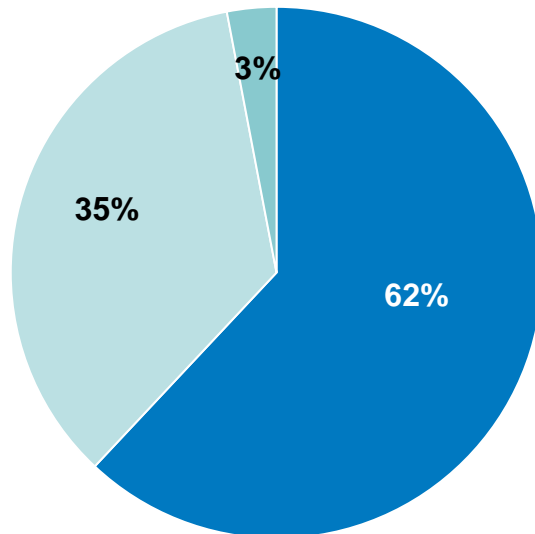


SECTION 3

BENEFICIARIES

Beneficiaries

Nearly nine-in-ten do not think their children/beneficiaries will be surprised by how their wealth is distributed

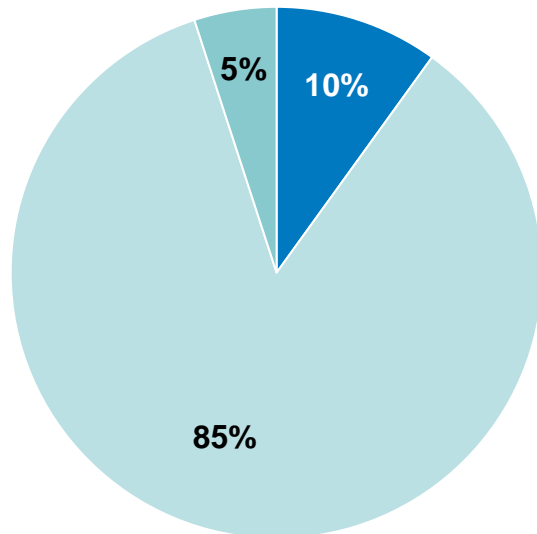


- Yes, I have spoken to my children/beneficiaries about the plans in my will
- No, I have not spoken to my children/beneficiaries about the plans in my will
- I don't know/I prefer not to answer

- The majority of those with a will have spoken to their children/beneficiaries about the plans in their will (62%)
- This is especially true of those who are divorced/separated (74%), those who have acted as an executor before (67% vs. 59%) and those 55+ (67% vs. 47% under 55)

Beneficiaries

Most have prepared a power of attorney document

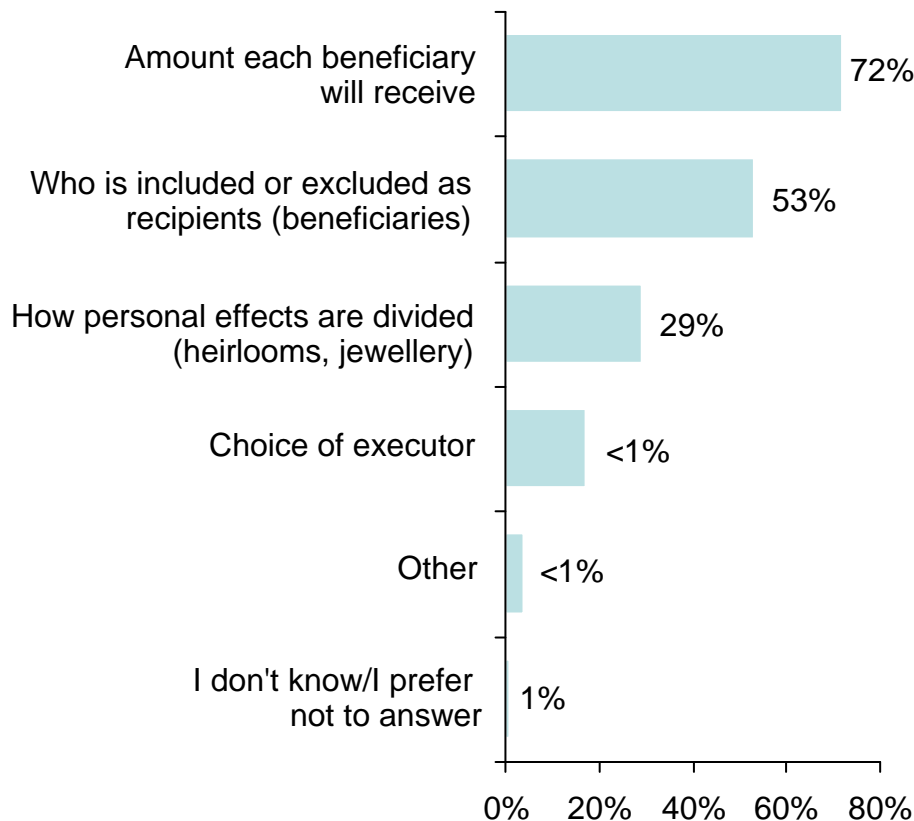


- Yes, I think my children/beneficiaries will be surprised by how your will distributes your wealth
- No, I do not think my children/beneficiaries will be surprised by how your will distributes your wealth
- I don't know/I prefer not to answer

- The majority of those with a will do not think their children/beneficiaries will be surprised by how they will distribute their wealth (85%)
- Those 55+ are more likely to say they do not think their children/beneficiaries will be surprised by how their will distributes their wealth compared to those under 55 (87% vs. 79%)
- The same is true about those who are married (86% vs. 64% single)

Wills

Most think the amount each beneficiary will receive may surprise their children/beneficiary



- Those who think their children/beneficiaries will be surprised by how their will distributes their wealth mention various reasons, with the amount each beneficiary receives being the most frequently mentioned (72%)
- Others mention who is included or excluded as recipients (53%)
- Regionally, those in Ontario are more likely to say who is included or excluded as a recipient will be a surprise compared to those in Quebec (67% vs. 41%)

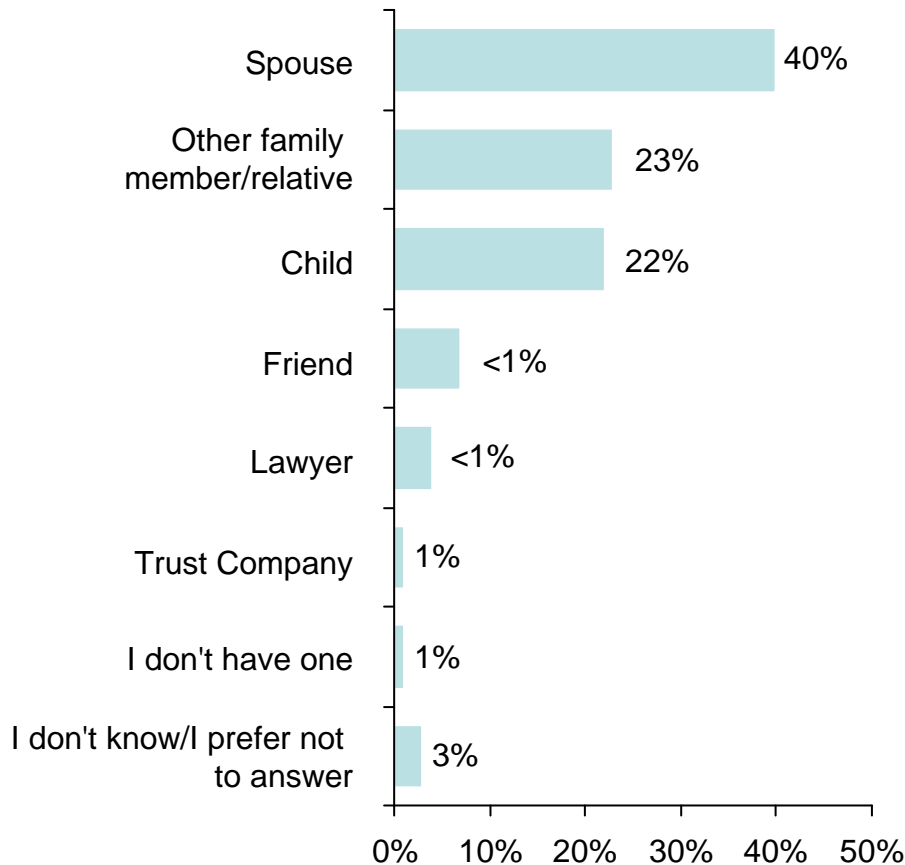


SECTION 4

EXECUTOR OF WILLS

Executor of Wills

A variety of people were named as executor of respondents' wills

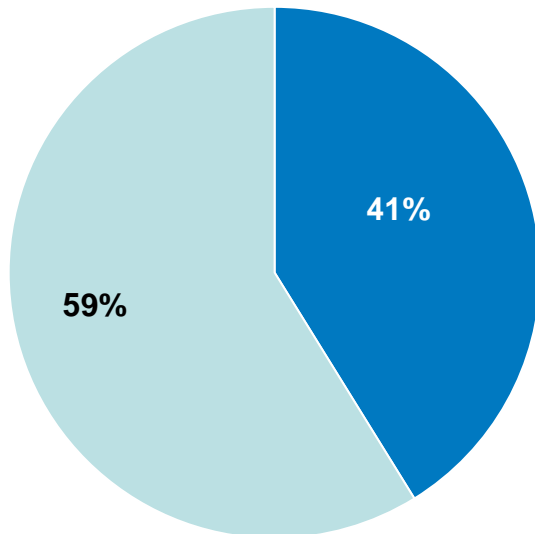


Demographically...

- Demographically, those in Quebec (47%) and Ontario (42%) are more likely to their spouse as the executor of their will relative to those in BC (30%) and Alberta (28%)
- Those 65+ are most likely to appoint a child as their executor (36%)
- The same is true about those who are divorced/separated (57%)

Executor of Wills

Most have not acted as an executor of a will before

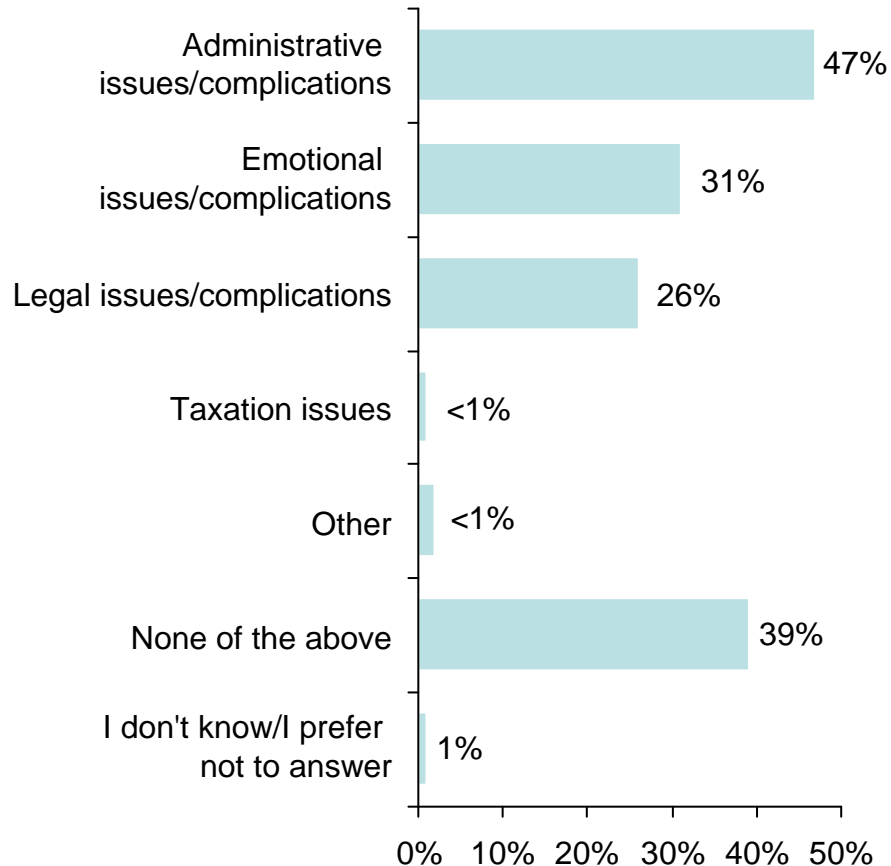


- Yes, I have acted as an executor
- No, I have not acted as an executor

- While most have not acted as an executor (59%), 41% have. This is especially true of those 65+ (56%).
- Men are more likely to have acted as an executor compared to women (43% vs. 37%)

Executor of Wills

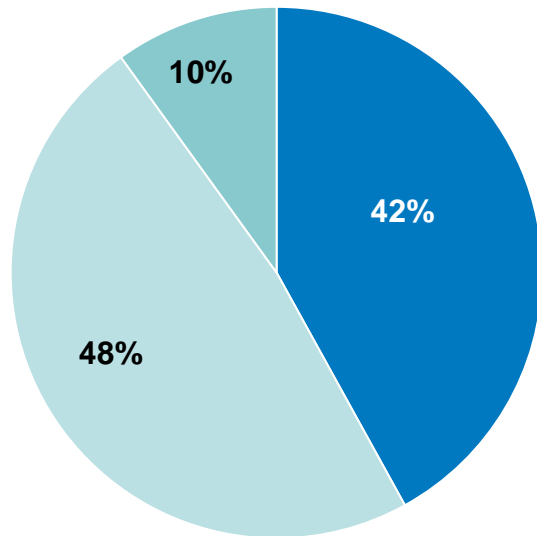
Executors encountered various complications



- Those who acted as an executor encountered various complications/issues, with administrative issues being the most frequently mentioned (47%)
- Others mentioned emotional issues/complications (31%)
- Regionally, those in Alberta (41%) are more likely to say they encountered emotional issues/complications compared to those in Quebec (25%)
- Those under 65 are also more likely to say they encountered emotional issues during their time as an executor compared to those 65+ (38% vs. 21% 65+)

Executor of Wills

Four-in-ten know they have been appointed as an executor in the future

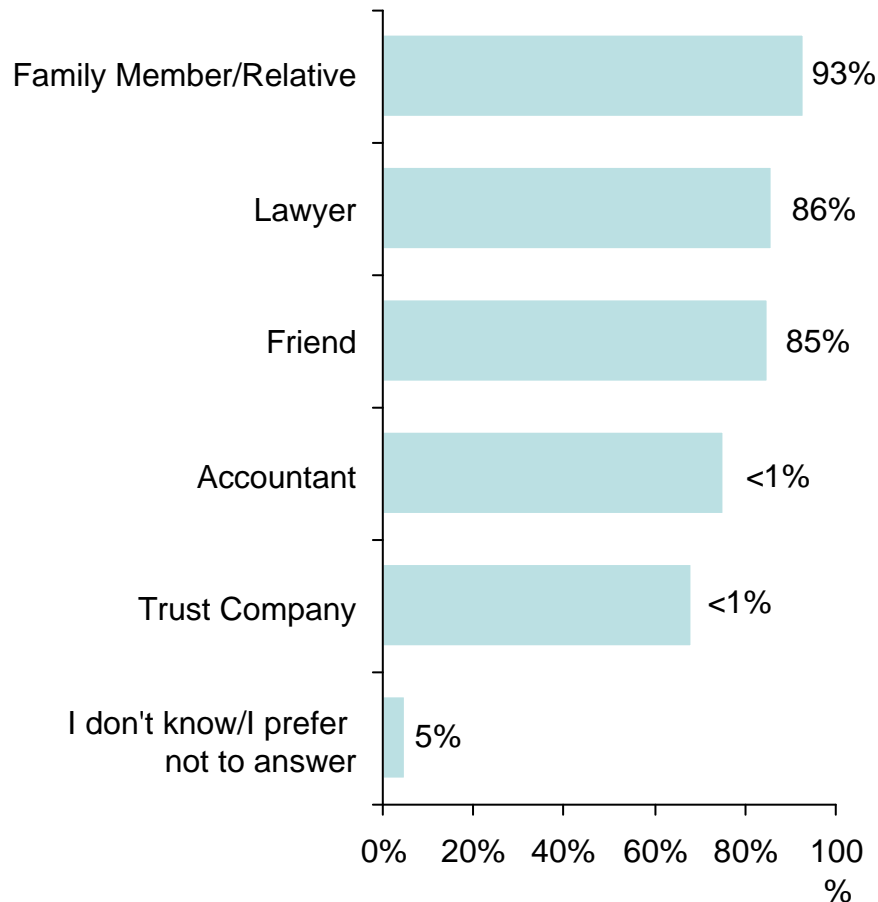


- Yes, I know that I have been appointed to act as an executor in the future
- No, I do not know that I have been appointed to act as an executor in the future
- I don't know/I prefer not to answer

- Nearly half of respondents do not know if they have been appointed to act as an executor in the future (48%)
- 42% say they already know they have been appointed to act as an executor in the future
- Regionally, those in Ontario (48%) are more likely to say they know they have been appointed to act as an executor in the future compared to those in Alberta and Quebec (36% both)
- Those under 65 are also more likely to say they know they will have to act as an executor in the future compared to those 65+ (47% vs. 31%). The same is true about those who are married (44% vs. 29% divorced/separated).

Executor of Wills

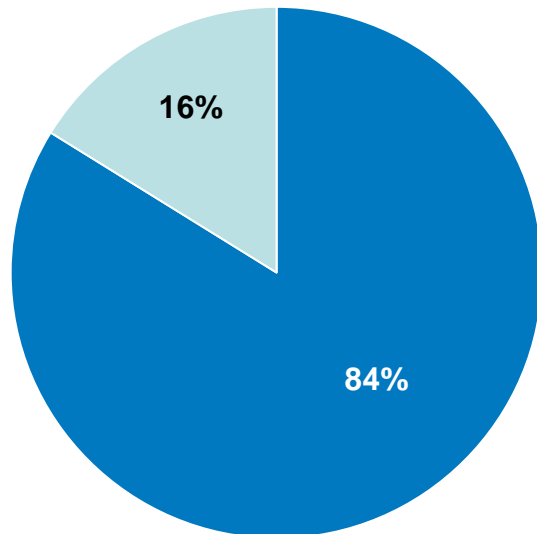
Nearly all agree family member/relative can be an executor



- Regionally, Quebeckers are the least likely to say a lawyer can be an executor of a will (78%)
- This is a statistically smaller proportion compared to any other region
- Men are more likely to think a lawyer can be an executor of a will compared to women (88% vs. 83%). The same is true about those 65+ (89% vs. 82% 45-54)
- Not surprisingly, those who have acted as an executor and those who know what an executor must do are more likely to say all of these individuals can act as an executor of a will

Executor of Wills

Eight-in-ten say they know what an executor must do when dealing with an executor

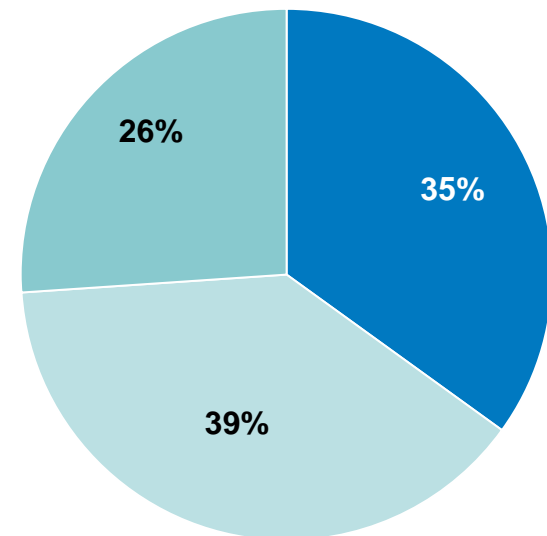


- Yes, I know what an executor must do when dealing with an estate
- No, I know what an executor must do when dealing with an estate

- Those in Atlantic Canada (94%) are also more likely to say they know what an executor must do when dealing with an estate compared to those in Alberta (80%), Ontario (84%) and Quebec (83%)
- Those 55+ are also more likely to say they know what an executor must do when dealing with an estate compared to those under 55 (89% vs. 72% under 55)

Executor of Wills

Thirty-five per cent would hire a lawyer or trust company to help carry out assigned responsibilities



- Yes, I would hire a lawyer
- No, I would not hire a lawyer
- I don't know/I prefer not to answer

- While the majority say they would not or are unsure whether they would hire a lawyer or trust company to help carry out their assigned responsibilities (65%), 35 per cent said they would
- Regionally, those in Ontario (40%) and Alberta (39%) are more likely to say they would hire a lawyer or trust company to help carry out assigned responsibilities relative to those in Quebec (26%)
- Men are more likely to say they would hire a lawyer or trust company compared to women (37% vs. 31%)



PROFILE OF RESPONDENTS

Detailed Profile of the Respondents

PROVINCE	TOTAL
Alberta	14%
Manitoba	2%
New Brunswick	1%
British Columbia	10%
Quebec	28%
Prince Edward Island	<1%
Saskatchewan	3%
Newfoundland and Labrador	<1%
Ontario	40%
Nova Scotia	2%
Territories	<1%

AGE	TOTAL
45-54 years of age	30%
55-64 years of age	41%
65 or older	29%

GENDER	TOTAL
Male	58%
Female	42%

MARITAL STATUS	TOTAL
Married	74%
In a common-law relationship	11%
Single	5%
Divorced/Separated	5%
Widowed	4%

HOUSEHOLD INCOME	TOTAL
\$20,000 and below	1%
\$20,001 to \$35,000	1%
\$35,001 to \$50,000	4%
\$50,001 to \$75,000	8%
\$75,001 and \$110,000	20%
More than \$110,000	42%
I don't know/ I prefer not answering	25%

EMPLOYMENT STATUS	TOTAL
Unemployed	2%
Part-time (under 35 hours a week)	10%
Full-time career	34%
Second career	3%
Retired	45%
Full-time Homemaker	4%

EDUCATION	TOTAL
Some high school	1%
High school graduate	10%
Some College/University	16%
Completed College/University	39%
Some grad school	4%
Completed post grad. or profes designation	29%
I'd prefer not to say	1%