



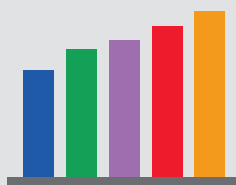
IT'S TIME TO CELEBRATE SUCCESS WITH **GROWTH AWARDS!**

As a participant in the Profit Sharing Plan, you share in the success of your store.

This June, you have the opportunity to:



Receive a Growth Award for your contributions to improving store sales and profits



Invest your award to maximize its value in the long run



Continue to save for a financially secure retirement



You're eligible to receive a Growth Award if:

- You worked **1,000 hrs** or more in 2016 (Around **20 hours** per week)
- You were still actively employed at the same store on **MAY 1 2017**

*If you are a service centre employee, you may be eligible to receive a Growth Award. Speak with your Dealer to find out if you qualify.

Your Growth Award is deposited into your Growth Award account in late June. The amount is based on:

- Store profits
- The number of members in your store
- Your personal performance



HOW TO INVEST YOUR AWARDS IN **3 EASY STEPS**

It's great to receive an award, but you can really make it count by choosing investments wisely and allowing your savings to grow over time. To select your investments:

- 1** Log in to mysunlife.ca
- 2** Choose one of the plan's five investment options (hint: the **Asset Allocation tool** can help you decide!)
- 3** Monitor your investments over time, make adjustments if necessary, and watch your savings grow

Your investment options

- BlackRock (BLK) Conservative Fund
- BlackRock (BLK) Moderate Fund
- BlackRock (BLK) Aggressive Fund
- Canadian Tire Stock Fund
- Sun Life Financial Money Market Segregated Fund



If you don't choose an investment option, your Growth Award will be invested in the default option: 10% in the Canadian Tire Stock Fund and 90% in the BLK Conservative Fund. Any amounts going into your RRSP are invested 100% in the BLK Conservative Fund.

NEED SUPPORT MAKING YOUR INVESTMENT CHOICES?

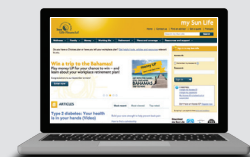
Visit profitsharingplan.ca –your #1 source for plan information

- Read the **annual report** (delivered each spring) to find out how the different investment options have performed
- Watch our **Profit Sharing Plan videos** for quick plan information, investment tips, and more
- Read the **Profit Sharing Plan at-a-glance** for detailed plan information
- Find the online version of this **Track Record newsletter** and copies of our past issues too!



Visit mysunlife.ca for helpful planning tools

- **Asset Allocation tool:** Find out which investment option best suits your savings goals
- **Retirement Planner:** Determine how much money you need to retire
- **moneyUP!** Learn about your plan and investment options through a game-inspired approach



You can also call one of Sun Life Financial's Customer Care Centre representatives at 1-866-733-8612 from 8 a.m. to 8 p.m. ET any business day. Service is available in over 190 languages.



Visit mysunlife.ca to access your Profit Sharing Plan statements online

- Sign in to mysunlife.ca
- Select the **my financial centre** link from the **my financial future** section
- From the **Accounts** drop-down menu, select **Statements**
- Select the statement you would like to view

GET ON TRACK WITH THE **MAX REVIEW**

We want to make sure that you maximize your savings potential. One way you can do this is to choose investment options that match your savings goals and preferences. Simply complete your financial check-up through **MAX Review**:

- 1** Go to mysunlife.ca before **September 1**
- 2** Choose your investments and beneficiaries in just a few easy steps
- 3** Watch your savings grow!

GROW STORE PROFITS; GROW YOUR OWN SAVINGS!

As a member of the Profit Sharing Plan, you benefit directly from your store's success. Each sale you make contributes to the amount your Dealer is able to share with you through the Profit Sharing Plan.

Here's how you can help increase store sales and profits:



Be polite and treat each customer with respect



Be knowledgeable and helpful – you're the expert and customers look to you for advice



Tailor your customer service approach to suit each customer



Show that you care about the customer – and their business



Always have a positive attitude – a smile never hurt anyone!