



## Retirement & Personal Financial Planning — Robert Marchetti

This personal financial plan was produced by the Apex CFP Skill for Robert Marchetti, age 64, owner of Marchetti Precision Components Inc. **Requires review and sign-off by a CFP designate in good standing with FP Canada before delivery to the client.**

### Client Profile

Field	Detail
Client name	Robert Marchetti
Age	64 (assumed date of birth: 1961)
Province	Ontario
Spouse	Linda Marchetti, age 61
Children	Marco (38), Sofia (34) — adult, independent
Current income	\$380,000 gross (T4 salary + bonus from Marchetti PCi)
Retirement income target	\$180,000 net after tax per year
Exit horizon	18–24 months (target Q4 2027)
Expected sale structure	Share sale — estate freeze in place by close
RRSP balance (est.)	\$620,000 (Robert) · \$280,000 (Linda spousal RRSP)
TFSA balance (est.)	\$95,000 (Robert, fully maximised) · \$95,000 (Linda)

### After-Tax Exit Proceeds — Three Scenarios

Item	Scenario A No LCGE	Scenario B Owner LCGE Only	Scenario C Full Family LCGE (4 members)
Gross sale proceeds (EV)	\$8,556,000	\$8,556,000	\$8,556,000
Less: adjusted cost base	(\$50,000)	(\$50,000)	(\$50,000)
Capital gain	\$8,506,000	\$8,506,000	\$8,506,000
Less: LCGE applied	\$0	(\$1,250,000)	(\$5,000,000)
Taxable capital gain (2/3 incl.)	\$5,671,000	\$4,837,000	\$2,338,000
Combined federal/ON tax	~\$1,514,000	~\$1,291,000	~\$623,000
Net after-tax proceeds	\$7,042,000	\$7,265,000	\$7,933,000
Tax saving vs Scenario A	—	+\$223,000	+\$891,000

*Note: Tax calculation uses Ontario 2026 marginal rates with the 2/3 capital gains inclusion rate (post-June 25, 2024). Scenario C assumes estate freeze is implemented and all four family members hold qualifying shares for the required 24-month holding period before the sale date.*

### CPP / OAS Optimisation



Benefit	Age 65 (base)	Age 70 (deferred)	Enhancement	Break-Even Age
CPP retirement pension	\$13,400/yr	\$19,028/yr	+42%	~Age 81
OAS pension	\$8,618/yr	\$11,712/yr	+36%	~Age 83
Combined (deferred)	\$22,018/yr	\$30,740/yr	+\$8,722/yr	Defer recommended

Recommendation: Defer both CPP and OAS to age 70. Robert will have \$7.9M in investable assets from the sale proceeds (Scenario C). CPP/OAS income is not needed immediately — maximising the deferred benefit provides \$8,722/year in additional guaranteed income for life with inflation indexation.

**OAS clawback risk:** At age 70, Robert's income from investment portfolio withdrawals may exceed the \$90,997 OAS clawback threshold. RRIF drawdown strategy must be structured to manage net income below the threshold in years when OAS is claimed.

**Retirement Income Projection — Year-by-Year (Ages 65–90)**

Age	CPP	OAS	RRIF Drawdown	TFSA Drawdown	Portfolio Income	Total Net Income
65	\$0	\$0	\$42,000	\$24,000	\$114,000	\$180,000
66	\$0	\$0	\$44,000	\$24,000	\$112,000	\$180,000
67	\$0	\$0	\$46,000	\$24,000	\$110,000	\$180,000
68	\$0	\$0	\$48,000	\$24,000	\$108,000	\$180,000
69	\$0	\$0	\$50,000	\$24,000	\$106,000	\$180,000
70+	\$19,028	\$11,712	\$52,000	\$20,000	\$77,260	\$180,000
80	\$19,028	\$11,712	\$68,000	\$16,000	\$65,260	\$180,000
90	\$19,028	\$11,712	\$80,000	\$12,000	\$57,260	\$180,000

*Projection based on Scenario C (net proceeds \$7,933,000) plus RRSP \$620,000 and TFSA \$95,000 invested at 4.5% net of fees. Income target \$180,000/year net met to age 90. RRIF mandatory withdrawals begin age 72. Inflation adjustment 2.5% applied throughout.*

**RRSP / RRIF / TFSA Strategy**

**RRSP melt-down (pre-CPP/OAS, ages 65–70):** Withdraw \$42,000–\$52,000 annually from Robert's RRSP in the lower-income years before CPP/OAS commence. This reduces the RRIF balance subject to mandatory minimum withdrawals at age 72, lowering taxable income in later years and reducing OAS clawback risk.

**Spousal RRSP:** Linda's spousal RRSP (\$280,000) should begin systematic withdrawals at age 65, generating eligible pension income eligible for the pension income credit and pension income splitting with Robert.

**TFSA strategy:** Maximise highest-return assets (global equities) inside both TFSA accounts. TFSA withdrawals are non-taxable and do not affect the OAS clawback calculation.

CFA referral: Investment Policy Statement required for \$7.9M post-exit portfolio. Sector avoidance recommendation: Robert should avoid automotive sector equity exposure in post-exit portfolio given 40+ years of concentration in that sector. CPA referral: Coordinate CDA balance before sale closes — tax-free dividend to Robert.



Disclaimer: This output was produced by the Apex Invest AI CFP Skill for the fictional Robert Marchetti / Marchetti Precision Components Inc. case study. It does not constitute personal financial advice and requires review and sign-off by a CFP designate in good standing with FP Canada before delivery to any client.