



Winter 2012

Dear Advisor,

I hope you had an excellent holiday season and are rested and ready for the new year. Certainly, last year's challenging markets have made your job more difficult. Many clients will be fatigued by the constant downbeat news reports on the economy and financial markets.

However, we know that markets move in cycles and will inevitably resume their upward trend, rewarding those who remain invested. It has often been the case that times of turmoil presented some of the best investment opportunities.

Whatever the market conditions, CI is committed to providing you with the solutions and the information you need to build your business. As part of that commitment, we have just launched two new income funds to meet the needs of those clients seeking higher yields or a conservative holding within their portfolios.

First is Cambridge Income Fund, a diversified income fund managed by Bob Swanson of Cambridge Advisors. Bob achieved excellent results as lead portfolio manager of income and other funds at his previous firm, Fidelity Investments, racking up seven Lipper Fund Awards over two years. That expertise is now available at the Cambridge funds. For more information on this new fund, please see the interview with Bob on page 2. I also urge you to consider other funds in the strong-performing Cambridge lineup, such as Cambridge Canadian Asset Allocation Corporate Class, which was the top-performing fund in its category over one and three years as of November 30, 2011.

Our second new fund is Signature High Yield Bond Fund, CI's first fund to focus exclusively on high-yield corporate bonds. As the manager of one of Canada's largest high-yield portfolios, Signature has proven experience in this asset class. In the story starting on page 5, Lead Manager Geof Marshall explains why high-yield bonds are an attractive investment opportunity today.

Another option for keeping clients invested while mitigating volatility is balanced funds. CI has a strong lineup in this category, with funds that offer a Canadian, global or income focus. For an overview, see page 22.

And for clients who wish to invest with the security of guarantees, CI and Sun Life Financial are making enhancements to SunWise Essential Series, including the option for a guaranteed income for life starting as early as age 55. Those changes are effective this month and are outlined on page 27.

We also have a number of other exciting initiatives to support your business in 2012, including CI Mobile, our application for the iPad, which was launched in December. It offers quick and convenient access to key information from CI, including prices, performance, fund codes, commentaries, fund profiles and illustration tools. It is available free at the Apple App Store.

To ensure you have the latest views and analysis on financial markets, we are holding the CI Digital Roadshow on January 18 – a half-day of webcast presentations by our portfolio managers. Summaries of the presentations will be posted on the CI Market Outlook page, which can be reached through What's New on our home page.

We are also looking forward to our premier event of the year, our second annual Leadership Forum, to be held May 15-18 in Las Vegas. This advisor conference will have a top-notch agenda of presentations and activities designed to be relevant, interesting and entertaining.

If you need information on these products and events, or any assistance whatsoever, please contact your CI Sales Team.

In closing, I wish you a happy and prosperous 2012.

Sincerely,

Derek J. Green
President
CI Investments