



Spring 2017 Newsletter



“In the absence of Value and Quality, Price is an issue”

By now you should have received your year end mutual fund statements from our mutual fund dealer, Investia Financial Services Inc. There are two excellent new documents included in these statements that I encourage you to look at.

The first is an Investment Performance Report that provides personal rates of return for all of your mutual fund accounts. For those with segregated funds, you also have a page that shows the combined performance of all of your investments.

The second new page is a Charges and Compensation Report. This details, in dollars, the amount of fees paid to Investia in 2016 by the mutual fund company. As I have explained in my prior newsletters and our meetings, for the majority of you, this fee comes from the potential return on your investment, not directly out of your investments. It is part of the Management Fee that is deducted from the returns of a fund before you see the results, and all of your results are after-fees so this is nothing new, just now you see the amount in dollars. Some of you have transitioned to the version where you do pay the mutual fund dealer fee out of your investments, in which case this page will not show that fee.

As my client, you have been offered access my financial planning services and we have had the opportunity to add value for you. I welcome you to contact me with any questions or concerns regarding your fees, investments and how to take advantage of my financial planning services if you have not done so already.

Recipe for Financial Health

- ❖ Appreciate the value of every dollar you earn
- ❖ Evaluate where you choose to spend every valuable dollar
- ❖ Allow yourself to enjoy the things you choose to spend your money on
- ❖ Approach financial issues with a positive attitude
- ❖ Educate yourself in areas that you are not comfortable regarding money
- ❖ Ask for help from reliable, educated advisors
- ❖ Take pleasure in small things that bring joy to your life; not everything has to be a big expense
- ❖ Try not to measure yourself against others; financial health is a personal decision and you should be proud of what you have accomplished

Risk Protection and Management

Did you know that we can help you with your life insurance, critical illness, long-term disability, travel insurance and health benefits needs? At MC Wealth Management we are fully licensed to provide you with a review of your existing coverage and to ensure you have the appropriate coverage for yourself and your family. I am a big proponent of having the right amount of insurance in place for the right reason while not being over-insured.

One important area to address is protection from the risk of leaving loved ones with debts such as a mortgage or loans or not having enough income if one of you dies. This is the key purpose of **life insurance** and we would be happy you help determine how much should be in place for your risk to be reduced. We have many different choices for the types of coverage available so please use us as a resource to ensure you and your family are not at risk unnecessarily.

Travel insurance is another very important coverage to have in place when you travel Out of Province. You should ensure you have the right type of coverage for each trip you are taking in or out of the country. One fact you may not be aware of is that some insurance companies require you to pay the expenses up-front and reimburse you when you return. This could be a costly situation so be sure you know what the insurer requires before you buy! You can find the link to my travel insurance quote program on my website www.mcwealthmanagement.ca. Click on Resources at the top right, then look for the Travel link under the heading "Insurance Company Links". Feel free to contact me with any questions.

Amazing Education Savings Opportunity

The Registered Education Savings Plan was started in 1998 and to date many of my clients have received a ton of money to use for their children and grandchildren's education that they would not have had otherwise. It has ensured that your children are well educated and have a head start for their own financial future. Interestingly, I have had a mix of parents, Aunts and Uncles and grandparents contribute to the RESP's.

The minimum 20% grant means you have so much more to work with and you receive the growth on that grant also! This is such a wonderful plan I hope all of you are taking advantage of it and creating strong, knowledgeable young women and men at the same time. Call or email to find out how you can get an RESP started!



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