

May 27, 2020

As we near the end of May I want to check in and let you know what has been happening in our office plus the topics of interest I have been addressing with clients over the past couple of months.

From the outset, Brenda and I were able to safely distance and continue to come in to the office which has made things much easier from that stand point. We have however had to come up with many new methods of communicating along with embracing the existing remote communication processes that already existed. This has ensured we have continued to process business for all clients as needed.

Client meetings have been continuing via telephone or web conference. It is important that we stay in touch whether it is to review your investments, your insurance strategies or discuss your plans. I have been initiating a lot of these meetings and clients have also been reaching out to us for various reasons.

We have a few office related changes we were working prior to the pandemic and we are continuing to move forward on. Highlights include upgrading our computers from Windows 7 to 10 to ensure we have safe and reliable systems; this is well under way. We are also upgrading our Client Relationship Management system to a new program which will provide better integration with our investments and insurance processing systems and enhance our communication with clients. The testing phase is underway now with the conversion phase to follow soon.

From an Investment perspective I am continuing to review the underlying funds that my clients are invested in. This is a process I do on a regular basis so rest assured this is continuing. Now is an excellent opportunity for me to revisit the fund companies I partner with to ensure they are the optimal companies and investments going forward.

From a Planning perspective I am continuing to work with existing and new clients to update their Financial Plans and ensure they are progressing towards achieving the goals and dreams they identified to me. Financial Planning is the back bone of everything I do with clients. Whether it is retirement planning, education saving, risk protection, tax efficient decision making or estate planning, these all combine to help you navigate life and work through where you are going and when. I get inspired by discussing plans with clients, exploring why you are working so hard or what you are doing in retirement. Life will go on regardless and with a written plan that is updated periodically, you are able to make more educated decisions, have a greater confidence in your choices and react quicker when things change.

The current experience we are all living through is a perfect example of the benefit of having a plan. I have been able to revisit clients plans with them, determine if their personal goals and dreams have changed from the original plan and either reassure them that they are doing the right thing or make the appropriate changes to their plans to accommodate these changes.

For example, many of my retired clients built in a goal for vacation spending. These of course have been impacted so we have reviewed that aspect, some have decided to defer that item for a year and leave the money to grow while others have re-prioritized other goals like home renovations and we have deployed that money there instead.

For my working clients, if their long term goals and dreams have not changed and their income not impacted, we have chosen to invest their annual vacation allocation into their investments and fast-track the retirement saving plan instead.

Everyone's situation is unique so having a personalized Financial Plan is the key to providing some stability during this time, especially since there can be a lot of instability in other aspects of your life.

As you can see we are busy taking care of you, our clients, through many different avenues. Please reach out to update your plan, create one if needed or just touch base. We are here for you!

Take care of yourselves, family and friends.

Best Regards,



Debbie McCulloch, B. Comm., CPA, CMA, CFP  
President, MC Wealth Management  
Financial Advisor, Investia Financial Services Inc.