



## **December 2014 Holistic Fiscal Strategies Inc. Newsletter**

Effective December 1<sup>st</sup>, our office has relocated to Suite 316 -1290 St. Paul Street. Our telephone numbers and email address will not change. We look forward to meeting with you at our new location.

I recently had a meeting with clients who were in their late 40's. They did not have a financial plan and thought that they were on track to retire at 65. After reviewing their insurance and investments, they had one question. "Are we going to be alright?" What they really wanted to know is that at retirement can they afford to live the life they want to without ever running out of money. This was a great simple question that everyone needs to ask. How do you know if you're going to be alright?

Using the Leap System with the Wealth in Motion software, we built financial models based on different scenarios. Each scenario had different assumptions as we changed investment returns, taxes, inflation rates and living expenses. Through this process we were able to identify 4 problems that would have reduced the amount of their retirement income. Now with these changes and based on conservative assumptions, it would appear that they will be alright. We encourage you to engage us in the same conversation.

### ***HFS Portfolio Update:***

In 2012 we introduced 3 distinct portfolios which are designed to deliver great returns with less risk. Each year we evaluate the funds in the portfolios to make certain that they meet our mandate. This year we are recommending to replace one of the funds in order to reduce volatility and increase returns. Based on the political, economic and social environment, we are replacing the Canadian Resource Fund with the Smaller Company Mackenzie Fund. This change will reduce the equity sector weightings in energy and materials. It also will increase the equity weighting in the United States. This change will only affect the Premier and Marquis portfolios. Based on rebalancing and past performance, this change will increase returns and reduce volatility. We will be contacting the clients that hold these portfolios.

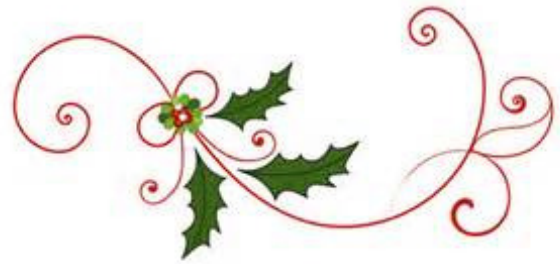
### ***Walton International News:***

Many of our clients have diversified their assets by adding Walton Investments to their holdings. Recently Walton announced a \$200 million joint venture with the Canada Pension Plan Investment Board. This is a testament to the strength, professionalism, and stability of this great company. If you would like further information about Walton, let us know and we will have their representative contact you.

### ***Segregated Funds:***

Not all our clients understand the benefits of owning segregated funds. Listed on the back of this new letter are the advantages of segregated funds. They are part of an overall integrated safe financial plan.

*We would like to wish everyone a safe and happy holiday season. Thank you for your continued support and we appreciate having such great clients. All the best in the New Year!*



## Do you want your estate to become public knowledge?

If not, please review in detail the advantages of segregated funds.

### **Segregated Funds** offer many advantages:

- **Creditor Protection** under appropriate circumstances.
- **Estate By-Pass** - your assets flow directly to your beneficiary, saving them estate, legal and probate fees.
- **Confidentiality and Continuity of Ownership** – Segregated funds are deemed to be inter-vivos trusts. They will bypass probate as long as a designated beneficiary is chosen. An Inter-vivos trust is confidential and the transfer of assets from inter-vivos trusts is kept from public view.
- **Capital Guarantees** can provide a death benefit from 75% to 100% of net deposits.
- **No Transfer Fees** when moving money between funds or fund families within your account.
- **No Trustee Fees** on registered policies.
- **Simplified tax reporting** on non-registered accounts.
- **Professional money management.**
- **Guaranteed income for life** using the Lifetime Income Benefit option.
- **Maturity and death benefit guarantee reset options**
- **Guaranteed Interest Option (GIO) and Payout Annuities**
- **Tax-Free Savings Accounts (TFSA)**

Contact our office to discuss adding Segregated Funds to your overall financial plan.