

Winter 2021



HollisWealth Becomes iA Private Wealth

A while back we let you know, that HollisWealth would be rebranded. Industrial Alliance bought HollisWealth back in 2017 and we were notified earlier this year that it would be rebranded soon. As of January 18, 2021, HollisWealth has been rebranded to iA Private Wealth.

What does this change? Nothing other than the logo & brand.

Why iA Private Wealth? Our new company name was chosen with purposeful intent. The goal was to select a brand identity that:

- Reflects the core of what we do collectively as a firm.
 - Reinforces the unique value we bring to each of our clients. We strive to offer individualized, private advice!
- This is a rebrand only and is not the result of a merger, acquisition or business structure change. Our office continues to be independently owned and operated by Andrew Raymer and Ryan Husk.

The new name better reflects the firm's vision to ensure the financial well-being of our clients by offering holistic wealth solutions in partnership with independent advisors.

You will have already received communication from our back office informing you of the rebranding. There is nothing you need to do.

We will have more exciting announcements as the rebranding takes shape!

How do I Add Money to my Accounts? Much the same as before. If you have sent money via online banking, the payee name should change automatically and your account numbers will remain the same.

If you typically write cheques, simply make them out to iA Private Wealth. That's it!

While this changes very little for us and our clients, we are excited about this new brand identity. We continue to be known locally as Raymer Financial!



Raymer Financial-iA Private Wealth



www.raymerfinancial.com

RRSP Season is upon us again!

Written by Andrew Raymer

The deadline for RRSP contributions is **March 1, 2021**. Anything added to a RRSP before this date can be claimed against your 2020 income, which will lower your taxes! The easiest way to contribute to a RRSP is with regular contributions, however, many people opt to add a lump sum to their RRSP this time of year as part of their tax plan.

If it's possible, to save the hassle and stress of scrambling to come up with money for a contribution, you should consider regular contributions to your RRSP. The best way to do it, is to contribute a portion of each pay cheque to your RRSP. This is the "pay yourself first" principle, or "Spend what is left after saving, rather than save what is left after spending". These are by far the simplest and most effective theories to long term financial planning.

If your RRSP contributions result in a tax refund, we HIGHLY recommend you do something "financial" with this refund. Two great options are to put an extra payment on your mortgage, or invest within a TFSA. If you spend this refund on a couch, or a TV, all you have accomplished is making your retirement less tax friendly and bought something that goes down in value.

RRSPs are not for everybody. There may be better ways to save for your future. Contact us to help strategize whether you should be using a RRSP or not. TFSAs offer their own tax advantages much different than a RRSP. TFSAs are becoming a big part of any financial plan, including retirement savings, estate planning, short & long term investments, savings for children's needs, among many other uses.

For more information on TFSAs see the article to the right, or simply give us a call or e-mail!

NEW YEAR, NEW TFSA LIMIT

Each year, the Canadian Government increases the lifetime TFSA limit.

If you have been over 18 since 2009, your lifetime contribution limit is now \$75,500, or \$151,000 total for a couple.

Don't forget to INVEST your TFSA money, it is not simply a savings account!

- Gains are 100% tax free
- Withdrawals are 100% tax-free
- Unused room is carried forward from previous years
- If you made a withdrawal previously, that room is not lost, you get it back the following year
- You can invest in mutual funds, stocks, bonds, GICs, etc. within a TFSA
- **Can be passed along to your heirs 100% tax free (to spouse or children)**

HAVE YOU PROTECTED ALL OF YOUR ASSETS?

Life Insurance – to ensure loved ones can keep their standard of living if you pass away prematurely. Also can be used for tax efficient estate planning

Critical Illness Insurance – pays a one time lump sum if you get diagnosed with a covered condition, gives you the option of taking time from work when you need it most!

Disability Insurance – pays a monthly benefit while you are unable to work, covers both physical disabilities and mental illnesses

Call us for more info!

What's with the Ads on TV about Advisors?

Written by Ryan Husk

We know you've seen them, so let's face it head on. They are tirelessly trying to tell you that you are paying too much for the advice we give you. If you simply pay less, you will earn more. So what is the truth? We realize we are biased so we will try to be fair.

You can certainly invest for cheaper than what you are doing with us, **but can you really retire 30% wealthier without an advisor?** Here's a short list of things that going cheaper may not do for you:

Detailed Estate Plan Tax Efficient Investing
Retirement Planning Personalized Advice
Tax Efficient Investing Financial Education

Resist the urge to time the markets (key in 2020)

Investment Change Recommendations

Plus many other services that save you material amounts of money in the long run!

I don't care about any of that (yet)!

Let's just talk about investment returns.

This is a fair mindset, after all, returns do matter a lot!

Out of curiosity, we do look up the returns of these discount investment providers to see what they are providing investors. While they aren't bad returns, they aren't higher than what our clients are receiving.

So why do they say they make more money?

If you read the fine print on their websites, the data they compare themselves to is of the "average mutual fund in Canada". We don't use average investments, we use great ones!

iA Clarington recently ran some numbers on one of their balanced funds, which is a typical investment, suitable for investors of all ages. Here's the results after all fees are paid compared to 2 of Questrade's comparable offerings. This requires no explanation. We believe you get what you pay for and the proof is in the numbers below!

It's not a game, it's your retirement, and we take that very, very seriously!

Fund Name	YTD	1 YR	3 YR	5 YR
IA Loomis Global Allocation Series A	9.80%	10.95%	9.00%	8.84%
Questrade Balanced Portfolio	5.14%	5.27%	4.37%	5.60%
Questrade Growth Portfolio	4.82%	5.11%	4.71%	6.47%

** Sources: iA Clarington Investments, Questrade, data as of November 30, 2020

WEBINARS, THE NEW WAY TO MEET!



It's no secret that the implications of the COVID-19 pandemic has played a roll in accelerating the use of technology and our industry is no exception. About 80% of our meetings since March 2020 have been via webinar. It's more personal than a phone call, and easier to relay and review information as we go over client statements, etc.

While we want this pandemic to be over as much as anyone, and to get back to meeting with the great people who trust us with their finances; if you prefer to meet via webinar going forward, we are all for it as well. We find it to be very productive and efficient.

New Online Client Portal

We just launched a new client portal. We sent out e-mail instructions on getting set up on January 7 & 8. Please check your e-mail or junk mail if you missed it. If you have any trouble, please reach out to Julie for assistance.

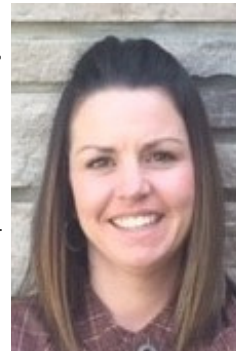
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*Insurance products are provided through Hollis Insurance. Only services offered through iA Private Wealth are covered by the Canadian Investor Protection Fund