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Yes, I accept Referrals

An introduction to a family member or friend who is seeking help with their financial affairs is the biggest compliment you can give me and is always appreciated.

Quarterly Update

Welcome to springtime! The first quarter has come to an end with a flurry of activity on the markets. Hopefully you had a good winter and perhaps were able to get away somewhere nice and warm, although from what I have heard, the southern States has had a fairly cold winter.

Market Update

The Toronto Stock Exchange to the time of writing is down 7.3% YTD (As of April 3rd, 2018). The DJIA is down 4% on the year. Oil is priced at \$63.46 per barrel and the Canadian dollar is \$0.7809 per U.S. dollar. (Source: Yahoo Finance as of April 3, 2018).

Much of the year's volatility come down to the recent issues surrounding "Trade" and the U.S. With NAFTA nearing the end of the negotiations, we should have some things resolved (I hope). Next will be China and other countries that are trading partners with the U.S. On the economic front, there is nothing that we see on the horizon that would indicate a recession this year. Canada has most recently held interest rates, while the U.S. will likely increase their rates once or perhaps twice more this year. Depends on who you read as far as that opinion goes.

Times like these will challenge your resolve for sure. We know that the future is unpredictable, but if you are feeling any discomfort with regards to the markets, your investments, etc. please let me know. I am always happy to have a conversation with you.

New Year, New Limits

With the new year it is important to remember that your limits for TFSA contributions, RRSP contributions all change and reset. If you've not topped up your TFSA yet for the year, you have all year to do so, but let's make sure we do.

One of the points made in my last newsletter was a survey that found that 21% of people surveyed had the goal to pay down their debt. Where do you stand? We can easily access money now-a-days and to me, this is such a dangerous thing. With household debt to income exceeding 170% in Canada it tells me that the goal of reducing debt is just a goal and not reality. I do believe debt used in a prudent manner is justifiable and makes sense.

Federal Budget

New measures aimed at small businesses, income sprinkling, and passive investments held in corporates was a major focus. On the personal tax side, the capital gains inclusion rate of 50% was left in tax. No other major personal measures were introduced. If you like a summary of the budget changes let me know and I'd be happy to provide it to you.

Reviews

As you likely know, I prefer to meet face to face as often as I can with my clients. These meetings are important to me for many reasons. First, it gives us time to catch up on life and all the many changes that go on in it. Second, it gives us time to review the investments and the things we are doing on an ongoing basis to ensure we are doing the best we can for you. Some areas to give some thought to and/or to revisit when we meet.

- 1) When do you want to retire and how much income or money would you like to have?
- 2) If retired, how much income do you want to draw and how long do you want it to last?
- 3) Am I adequately protected from an Insurance point of view?
- 4) Is my estate plan in order? Are my Wills and Powers of Attorney up to date?
- 5) If you have children are you saving for their Post-Secondary Education and is it enough?
- 6) Am I taking advantage of the various types of programs such as TFSA's or RRSP's?
- 7) Am I comfortable with the level of risk associated with investing in the stock market?
- 8) Is my debt manageable? Is it going down each year or up?

These are just a few questions to ask yourself. My belief is that every Canadian should have an RRSP and a TFSA at a minimum. These are two tax shelter programs that allow you to grow your wealth in a tax efficient manner. If you are maxing these out, fantastic. The other areas such as RESPs, Insurance, are all individually tailored to your specific circumstances. Insurance is very important

and as your life changes this should be reviewed periodically to ensure adequate protection.

I also believe you should stop and smell the roses once and awhile. Based on my conversations with my clients, work is getting tougher and tougher with employers expecting more for less and the pressures on today's population is as great as it's ever been, so enjoy life as well!!! Time flies!

Please be sure to visit my website. I post different articles and items every couple of months. Some financial related, others life related.

Summary

I work for you and as such, I am always here to help in any way possible. If you haven't reviewed your work benefits/pension, I am happy to do so for you. And, as always, if you have concerns, questions, or want to chat about anything, please don't hesitate to ask

Portfolio Reviews

Please review your Portfolio Review and call me if you have any questions, concerns, or if you want to discuss your investments.

Sincerely,

Bill Noble, CIM

Financial Advisor/Life Insurance Advisor
Manulife Securities Incorporated
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