



Do you need a professional in your corner?

Let me tell you a story. This story is about a client, who was experiencing an exciting life event. He had been with the same employer for over 10 years when he decided to pursue a new opportunity. He handed in his notice and received a stack of termination papers with what he thought was all he needed. Having had a close relationship over the years, this client knew that I am a Certified Financial Planner (CFP), so he asked me to take a look to make sure everything was in order. To my surprise, I noticed that there was no information regarding his pension.

I double checked with him whether the company offered a pension and he confirmed that the company pension was a matching plan where the employee contributes and the employer matches. Astonishingly, there was no record of any pension being deducted from his pay cheques, despite him being eligible after two years of employment. Turns out, the employer had simply overlooked (or neglected??) to deduct his pension contributions. On his behalf, I checked with the Human Resources office of his former employer, who confirmed that he was indeed eligible for a pension pay out – so where was it?



Doug Buss, CFP, CLU, CPCA

I negotiated with the company to ensure that he received the retirement funds to which he was entitled. This was no insignificant amount! Had my client not had the foresight to have me review his termination package, it is unlikely this error would have been uncovered. He was mighty happy to have me in his corner!

Are you experiencing a life event, or do you know someone who is getting married, having a child, divorced, retiring, starting a new job or going back to school?? It can never hurt to discuss life changing events with a Financial Planner. Likely, all will be fine; however, having a professional in YOUR corner could ensure that nothing gets left behind.

31% of Canadians can't cover the basics: BDO Canada

Three in 10 (31%) Canadians don't have enough money to cover their basic needs, a BDO Canada report says, leading them to fill the breach with debt. More than half of those surveyed (52%) have just enough to cover their living costs.

The majority of those surveyed (74%) have debt, most commonly in the form of credit cards and mortgages. Among those with debt, the average non-mortgage debt load is \$19,977.

Compared with the average indebted Canadian, heavier debt is most common among women (52%), millennials (49%) and gen Xers (57%), the report says.

Lack of retirement savings

Of those surveyed, 65% said they have little or no retirement savings. Among indebted Canadians, that proportion rises to 70%, and among millennials, it's 47%.

Among those who haven't retired yet, 75% of those surveyed said they will need to work longer than their parents did before they can retire.

Other highlights of the study include:

- 43% of women find it challenging to afford transportation costs;
- 33% of millennials and 29% of gen Xers struggle to feed their families; and
- 42% of Canadians with children find it difficult to cover utilities.

What's
important
to you

More Canadians are finding themselves without employer support when it comes to disability coverage



Less than half of Canadians are protected by disability coverage in their workplace benefits — a significant drop since 2015, according to a recent survey conducted on behalf of RBC Insurance.

In fact, only 48% of Canadians have disability coverage offered by their workplace compared to 57% in 2015. Among Canadians without disability coverage, 84% have not bought coverage themselves, which leaves them exposed to great financial risk if they were ever unable to work due to a disability.

With the majority of employed Canadians indicating that they do not have disability insurance through their workplace benefits package, workers need to review what coverage they **do** have and take immediate steps to ensure that they are **well protected** in case something were to happen.

Without the proper financial protection in place, Canadians are putting themselves and their families at risk if they are faced with a disability and have to take time off work.

Taking time off work is more financially draining than most Canadians can handle. The majority (68%) of working Canadians admit there would be serious financial implications for them and their family if they were to become disabled and unable to work for three months.

Furthermore, when confronted with a disability, 45% of working Canadians say they would have preferred to take time off but could not because of finances and 51% say they were forced to go back to work earlier than they wanted because of their financial situation.

Cost is often a barrier for working Canadians without disability coverage available from their employer. One in four (26%) of Canadians say they simply can't afford it.

There's a misconception that disability insurance is expensive, yet it's much less than you might think — generally costing between one and three percent of your income.

These are some of the findings of an Ipsos poll conducted between Jan. 2 and Jan. 4. A sample of 1,505 employed Canadians ages 18 and up were interviewed on behalf of RBC Insurance.

Millennials don't seek professional advice when they receive an inheritance

Nearly half of those who have already inherited wish they had sought financial help

Canadian millennials are rolling the dice and not seeking financial help or professional advice when they receive an inheritance, according to survey results published from Toronto-Dominion Bank.

The survey uncovered that while 83% of millennials who have received, or who anticipate receiving, an inheritance feel confident in their ability to manage their inheritance, nearly half (46%) of those who have **already** inherited wish they had sought professional advice on how to manage their new-found wealth.

Managing an inheritance can be incredibly overwhelming, especially for those millennials who are typically not as well-versed in managing larger sums of money or assets. When receiving an inheritance, it is all too easy to become overwhelmed and make decisions you later regret. This is particularly true in cases where a large inheritance makes you a high-net-worth individual overnight. The sums involved tend to be bigger and the consequences of the choices you make are magnified."

The survey also showed that 41% of millennials expect to receive an inheritance or have already received one. Of these, 60% anticipate they will receive cash, while 53% foresee inheriting a property or the proceeds from the sale of one.



The value of your inheritance may be greater than anticipated, and once received, it can be difficult in the moment to make strategic decisions that will benefit you and your family for the long term. It's important to pause, determine what your short and long-term financial goals are, and develop a comprehensive plan with your advisor that will help you meet those goals before taking on any new financial commitments.

TD Bank Group commissioned Environics Research Group to conduct a custom survey of 6,021 Canadians aged 18 and older. Responses were collected between Feb. 20 and March 1. This report included questions asked to 3,028 Canadians, of which 687 are Millennials, who have received or anticipate receiving an inheritance in the future.

Older homeowners value their independence



The majority of Canadians aged 65 and up want to stay in their current home throughout their retirement (93%) yet many feel pressured to sell so they can finance their twilight years, according to a recent survey.

Homeowners and in particular, older Canadian homeowners are increasingly approached by door-knocking realtors and property peepers, wondering if their home is for sale. How often have you opened your mailbox to discover a flier from a realtor? As older Canadians are living longer and realize the benefits of staying in their homes longer, they greatly value the sense of community, independence and the familiar comforts of home.

Depending on the homeowner's situation, there are options available to help them maintain their financial independence. Reverse mortgages and Home Equity Lines of Credit (HELOCs) are just two.

The survey also discovered that 69% of seniors say maintaining independence is the central reason they want to live at home in their retirement. More than half (51%) of seniors aged 75 and above say it's important for them to stay in home so they can remain close to family, friends and their community.

Lastly, 40% of the same group (adults aged 75 and above) say emotional attachments and memories are an important factor to stay in their home during retirement. About 24% of this demographic has been proactively approached by realtors to sell their home.

For this survey, Ipsos Research interviewed 1,349 Canadian homeowners.



It REALLY is up to you

Nothing changes the temperature in a room faster than someone talking about their funeral plans. I'm sure many of you have experienced this situation. Or maybe, you're

the someone who kicked that emotional beehive; however, end of life discussions should and can happen in a positive way. You may think:

"I've made a difference in the lives of others and I want my funeral event to celebrate my uniqueness and contributions to my community and family."

It really is **up to you** to ensure that your funeral event celebrates your life the way you want it to. Knowing what you want and most importantly, sharing your wishes with your family, Power of Attorney and Executor can ensure your desires are met.

First, make sure you have a will. If you don't have one – make arrangements TODAY!! Second, make sure your will, including your appointed Executor, is current and accurately reflects your wishes. Remember that Power of Attorney ceases upon death, so make sure an Executor is assigned and is aware.

If you find this an uncomfortable topic, then outline your wishes on paper, seal it in an envelope and let your family know where it is for when it is needed. My thirty-three years' experience has confirmed that as difficult as this important topic can be, sharing your wishes is always appreciated by your loved ones on that inevitable day.

Richard Rosin Funeral Director Ltd. is a full service funeral company, providing funeral and cremation services and educational seminars.

Introducing John Poulain



YourStyle Financial is extremely proud to welcome John Poulain to our Team! His background in the exempt markets is a great complement to the holistic financial planning, YourStyle is committed to.

In 2006, John started his financial career. He obtained his Mutual Fund and Life Insurance licenses, all while maintaining a management career with Costco Wholesale where he completed 21 years of service. In 2009, John began to seek out non-conventional investment opportunities like Private Investments and Real Estate. He started investing in Real Estate and

educating himself on how to help others invest in similar opportunities. As well as being a Financial Advisor with YourStyle Financial, John is a Private Market Specialist and registered as a Dealing Representative with Pinnacle Wealth Brokers, in the exempt market arena.

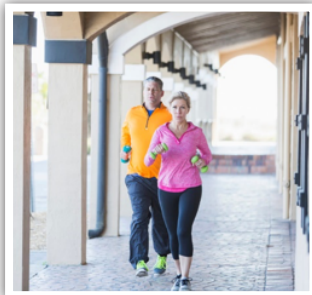
John prides himself in being a very caring and understanding individual who strives to help others and educate them on all that he and his colleagues know about protecting and growing wealth. He is a long time Winnipeg resident, husband, father and grandfather! So, he really understands the family market.

When he is not devoting his time to others, John loves fishing in the Whiteshell or enjoying a round of golf.

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Memory: Another Important Reason To Exercise

If older adults regularly performed more aerobic exercise, they might have less trouble remembering those “tip-of-the-tongue” words. The connection between physical activity and blanking out – when you know what you want to say but can’t quite access the right term or someone’s name from memory – comes from a study showing that the degree of cognitive decline leading to those “tip-of-the-tongue” moments **is directly related to aerobic fitness**. These states, where someone feels the recall of a word is imminent, “are not associated with memory loss,” according to study leader Katrien Segaert of the University of Birmingham. Instead, she explains that the lapses occur ‘when the meaning of a word is available in our memory, but the sound form of the word can temporarily not be accessed.’ The study showed that there was a lower probability of older adults experiencing this state if they had a high level of fitness. The study tested aerobic conditioning as well as the names of politicians, authors and actors plus definitions of both common and “low frequency” words among 28 adults – the men’s average age was 68 and the women’s was 70 – and compared their results with those of 27 men and women about age 23.



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Please email Maria by December 1 to confirm.**



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