

Connect

Fall 2022

YourStyle
FINANCIAL



Celebrating 35 years in the Financial Services Industry

It gives me so much joy to share that my team and I now serve over 1,600 families with four generations of clients from BC to Ontario. We continue to receive referrals to family and friends who need help with - "Living for today and Planning for Tomorrow".

The recent market volatility has caused a lot of fear for clients. The increase in interest rates has made Guaranteed Investment Certificates (GIC's) & Bonds look a lot more attractive. As a member of the Registered Deposit Brokers Association (RDBA) we shop the market daily to find out who has the highest interest rates on GIC's. These can be for RRSP's, TFSA's or regular savings. Check out the chart below:

Non-Registered:	1 Yr	18 Mo	2 Yr	3 Yr	4 Yr	5 Yr
	4.480	4.550	4.610	4.660	4.750	5.000
Registered:	1 Yr	18 Mo	2 Yr	3 Yr	4 Yr	5 Yr
	4.480	4.550	4.610	4.660	4.750	5.000
Short Term:	30-59D	60-89D	90-119D	120-179D	180-269D	270-364D
	2.810	2.810	2.910	2.910	3.210	3.410
TFSA	1 Yr	18 Mo	2 Yr	3 Yr	4 Yr	5 Yr
	4.480	4.550	4.610	4.660	4.750	5.000

As an alternative, we have included some information on **Guaranteed Advantage**, a market-linked term investment from Desjardins Insurance, which provides 100% principal guarantee at maturity and a strong growth potential with 100% death benefit guarantee. (see insert)

As a Certified Financial Planner (CFP) and Real Wealth Manager (RWM), I provide guidance through all phases of life planning - Accumulation, Growth, Preservation and finally Transfer of Wealth for future generations factoring in inflation, fees and taxes.



Doug Buss, President
CFP, CLU, CPCA, CEA, RWM



Peace of Mind

Having a documented PLAN in place that covers all aspects of Investment, Insurance, Tax and Estate gives you the confidence to not react or panic, as all these areas have been factored into your plan.

We are getting lots of calls and referrals where people want to know if they can retire based on what they have saved. The last three years have changed everyone's view on what's really important to them. If you or someone you know needs help, please call to arrange a time to meet with one of our team members. We will show you the math and you can decide for yourself.

Til next time...

What's
important
to you?

When a storm is on the horizon – we can help you ride it out

Sean McDermid



I have been fortunate enough to recently attend several industry economic outlook presentations. The following is a summary of a Portfolio Manager's comments.

After more than two years of the COVID-19 pandemic, **sustained**

high inflation has forced many central banks to aggressively hike interest rates. But bringing inflation to heel won't be easy. Today's inflationary pressures stem in part from factors that are beyond central banks' control.

As inflation is high and having widespread effects, **we now believe a soft landing is increasingly unlikely. Canada's economy, like so many others, seems to be entering a slight downturn that should reach its nadir in early 2023.** In our opinion, **this decline is a necessary evil and will help offset some of the imbalances that are feeding inflation.** A gradual reduction in current supply chain constraints and other issues on the production side will also help to calm inflation.

The Bank of Canada (BoC) is facing an increasingly delicate situation. **Continued monetary tightening** is necessary to fight inflation, but this will be to the detriment of the economic expansion. The Canadian overnight rate is **expected to reach at least 4.5% this fall.** The main drag on growth will be the real estate market, which we expect to keep retrenching. But we also **expect household spending and business investment to slow throughout the second half of this year,** ultimately leading to a slight contraction in real GDP in early 2023.

Recession risks are global. In the United States, chances of an official recession next year are high. Getting the tightening just right will be difficult for the Fed, and households have seen their savings buffer diminish. Across the Atlantic, Europe is vulnerable to the fallout from the war in Ukraine, particularly the sanctions and Russia's retaliation. The European Central Bank (ECB) has also begun aggressively tightening its monetary policy. China's GDP shrank in the second quarter, and its strict zero-COVID policy is limiting its ability to recover.

Protect your investments

With all the uncertainty and change in the broader economy, this is a great time to protect your hard-earned savings from market volatility and inflation through a guaranteed product. From capital preservation to the return potential of our market-linked options, our suite of Guaranteed Advantage™ options can help shelter your investments while we ride out the storm. (See insert)

Commentary provided by Desjardins Insurance



Are you enjoying the ride?

John Poulain



If you are like the majority of Canadians, your portfolio value is on a roller coaster ride right now and you have a front row seat! First there's the thrill and excitement of the gains while the market values go up followed by the utter panic and anxiety of the

losses when the markets are falling.

Year-to-date returns for 2022 have experienced some big downward swings brought on by the concerning world events taking place right now. Your front seat on the roller coaster likely feels intimidating!

As of the end of September 2022, the Dow Jones Industrial Average is down just over 20%, the S&P 500 is down over 24% and the NASDAQ is down over 32%. These, of course, are the three main stock market indexes in the United States and are bellwethers for portfolios invested in North America.

If you are one of the few people that get excited to see the markets go down because you are looking for buying opportunities, then this is the right time for you.

Most investors are heeding the advice to stay put and ride out the downward cycle as eventually markets do recover. This is solid industry-wide advice and is backed by historical trends.

YourStyle Financial encourages all clients to have well diversified portfolios that can withstand the roller coaster ride. Private Equity investments are a key component to diversification for many client portfolios. We encourage clients to hold balanced and well diversified portfolios including both Public and Private investments as they have fared very well

through market swings. If you'd like to learn more about the Private Equity opportunities, please contact me. I'm happy to meet in person, via ZOOM or by phone.



YourStyle Financial was pleased to sponsor a retreat for the resident doctors from the University of Manitoba Faculty of Medicine, which was held in Brandon, MB in September. We are grateful to have had support from issuer partners who have some fantastic offerings that can be included to diversify your portfolio.

ICM Asset Management - two current investment opportunities

ICM Property Partners Trust

ICM Crescendo Music Royalty Fund

Pulis Investments - Pulis Real Estate LP2

Pier 4 - Real Estate Investment Trust (REIT)

Levante Living - Levante Living Trust

These products are all offered through Pinnacle Wealth Brokers and I'd be happy to meet with you to discuss any of these opportunities.

A Surprising Way To Boost Your Memory



Exercise more. This news comes from a team at Canada's McMaster University where researchers found that sedentary but otherwise healthy seniors between the ages of 60 and 88 who exercised using **short bursts of activity**, increased their memory by up to **30 percent**. No such change occurred among those who performed moderate workouts or engaged only in stretching.

The seniors' workout during the study consisted of four sets of exercises on a treadmill for four minutes, followed by a recovery period. You can see, it doesn't take much effort.

The researchers reported that their study, published in the journal *Applied Physiology, Nutrition and Metabolism*, has "widespread implications for treating dementia", which they noted now affects approximately half a million Canadians but is expected to increase dramatically over the next decade.

To capture exercise-related improvements in memory, researchers used a test that taps into the function of newborn neurons generated by exercise, which "are more active than mature ones and are ideal for forming new connections and creating new memories." They also found that improvements in fitness levels directly correlated with better memory.

Lead researcher Jennifer Heisz noted that **"it's never too late to get the brain health benefits of being physically active**, but if you are starting late and want to see results fast, our research suggests you may need to increase the intensity of your exercise."

She cautions that it is important to tailor exercise to current fitness levels, but increasing intensity "can be as simple as adding hills to a daily walk or increasing pace between street lamps." She wrote that exercise "is a promising intervention for delaying the onset of dementia. However, guidelines for effective prevention do not exist. Our hope is this research will help form those guidelines."

Sources

Ana Kovacevic, Barbara Fenesi, Emily Paolucci, Jennifer J. Heisz. 'The effects of aerobic exercise intensity on memory in older adults.' *Applied Physiology, Nutrition, and Metabolism*, 2019



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