Connect

Spring 2026

BizforClimate: Turning Climate Ambition Into Business Action

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

A few years ago, we kept hearing the same thing from Manitoba business leaders: *"We are concerned about climate change, and recognize the growing risks, but we don't know where to start."*

Some felt overwhelmed. Others worried about cost. Many were already doing good work but weren't sure how to measure it, communicate it, or build it into a long-term strategy.

Business owners drive innovation, prosperity, and growth with every daily decision. But navigating climate risk, regulatory pressure, investor expectations, and shifting markets isn't something they can or should do alone. That's why BizforClimate was created.

BizforClimate is a member-based organization focused on helping businesses turn climate risks into a competitive advantage. **"We bring companies together to translate climate ambition into practical business action while strengthening the collective voice of small and medium-sized enterprises" says Derek Earl, president of BizforClimate.**

Climate change is a systemic challenge that requires coordinated action, and small and medium-sized enterprises (SME) have a critical role to play in shaping the policies, markets, and enabling conditions needed to build a resilient, sustainable economy.

Through workshops, peer roundtables, webinars, networking events, resources and expert partnerships, they help:

- Cut through the noise and misinformation and understand what climate change actually means for businesses
- Identify practical resources that support operational efficiencies and long-term cost savings
- Access tools and guidance to build credible, investor-aligned transition plans
- Attend expert-led workshops and webinars addressing government policy developments, evolving markets, new technology, best practices, and investor readiness
- A reliable network of business leaders navigating the same risks and opportunities

The businesses that will thrive over the next decade are those integrating climate considerations into governance, capital planning, and long-term strategy. **Membership in BizforClimate provides the tools, network, and leadership space while opening the door to larger opportunities that emerge when like-minded businesses work together to influence change and accelerate solutions.**

For more information, please visit bizforclimate.com.

Til next time…

What's important to you?

"The best time to plant a tree was 20 years ago. The second best time is today."

Total Cost Reporting: Investments (Quick Insight)

Sean McDermid, CEA, FIC, RWM, Financial Advisor

Total Cost Reporting (TCR) gives investors a clear, all-in snapshot of what they pay each year for their investments. Costs are shown in simple dollar amounts and percentages, making it easier to understand the full picture.

What's included:

- Management fees (MER): Ongoing fund management and operating costs
- Insurance costs: Fees for guarantees like death and maturity benefits
- Advice fees: Compensation for ongoing financial advice
- Transaction costs: Trading expenses within the fund

Why it matters:

Understanding total costs helps you make informed decisions and see the true value of what you're paying for. Segregated funds combine investment growth with insurance protection, so it's important to evaluate how those features fit into your overall financial plan. Reviewing costs in the context of your goals ensures your strategy stays aligned with your long-term needs.

Stop Saving "What's Left" — Why You Must Pay Yourself First!

By Samantha Zurawski, LLQP, RWM, CEA, Associate Advisor

Most people save what's left at the end of the month—but usually, there's nothing left. **"Paying yourself first"** flips the script by treating your savings like a mandatory bill that must be paid the moment your cheque arrives.

PAY YOURSELF FIRST!!!!

Goal ~ % of Income
20% Savings
10% Protection
50% Living
20% Taxes

Why This Strategy Wins

- **Defeats Decision Fatigue:** Automation removes the monthly choice to save, so willpower is never an issue.
- **Forces Smart Spending:** Living on the remaining 50-60% naturally curtails impulse buys and helps you prioritize.
- **Harnesses Time:** Consistent contributions maximize compounding interest, building wealth faster than sporadic deposits.
- **Creates a Stress Buffer:** It guarantees you build an emergency fund to handle surprises without relying on high-interest debt.
- **Prevents Lifestyle Creep:** By committing to a percentage, your savings grow automatically alongside your income.
- **Shifts Your Mindset:** You stop just "paying bills" and start building a personal nest egg.

Quick-Start Tactics

1. Pick Your Percentage: Aim for 10–20%, but starting with even 1% is enough to build the habit.
2. Automate on Payday: Schedule a recurring transfer to your savings for the day your paycheck hits.
3. Use Payroll Deductions: Have contributions taken directly from your gross pay so you never "see" the money.
4. Bucket Your Goals: Name your accounts (e.g., "Retirement" or "New Home") to stay motivated as your balances grow.

The Next Step: Let's Refine Your Number

Automation is the first step, but finding the "sweet spot" between your current lifestyle and your future goals is where a strategy becomes a plan.

We can help you determine the exact percentage that fits your budget, identify the most tax-efficient accounts for your savings, and ensure you "pay yourself first". The habit is moving you toward your specific milestones as quickly as possible.

Planning for Homeownership in Today's Market

Nicolas Dubois, , B.Comm.(Hons.), LLQP, Associate Advisor

For many Canadians, purchasing a home remains one of life's biggest financial milestones. While the housing market has faced challenges over the past few years, recent economic developments may be creating new opportunities for prospective buyers who are prepared and planning ahead.

After a period of aggressive interest rate increases aimed at slowing inflation, the Bank of Canada has recently held its benchmark interest rate steady at 2.25%, helping create a more stable environment for borrowers and mortgage holders. While mortgage rates remain higher than the ultra-low levels seen during the pandemic, stability in rates allows buyers to better understand what they may comfortably afford and how a home purchase fits into their long-term financial plan.

At the same time, Canada continues to face a significant housing supply shortage. According to the Canada Mortgage and Housing Corporation (CMHC), Canada would need millions of additional homes built by 2030 to restore affordability levels seen in previous decades. While housing construction activity has increased in recent years, demand continues to outpace supply in many areas across the country. Housing starts reached approximately 245,000 units in 2025, compared to roughly 200,000 annually just a decade ago. This shows that governments and developers are working to increase supply, even as affordability pressures remain.

For buyers, however, a more balanced market compared to the peak pandemic years may provide some advantages. In many regions, there is less competition, fewer bidding wars, and more time to make informed decisions. Rather than rushing into purchases, buyers now have greater opportunity to carefully evaluate both the property itself and their overall financial readiness.

The federal government has also introduced measures designed to support future homeowners. One of the most valuable tools available to first-time buyers is the Home Buyers' Plan (HBP). In simple terms, the HBP allows eligible Canadians to borrow money from their own RRSP savings to help fund a down payment on a home. Currently, individuals can withdraw up to $60,000 from their RRSP tax-free under the program.

Previously, participants were required to begin repaying the amount withdrawn within two years of purchasing their home. Under the updated rules, Canadians who made their first HBP withdrawal between January 1, 2022 and December 31, 2028 can now delay repayments for up to five years before needing to begin repayment. The repayment period itself still lasts up to 15 years.

For example, if someone withdrew funds from their RRSP in 2026 to purchase a home, they would not need to begin repaying those funds until 2031. This extended grace period can provide valuable financial flexibility during the early years of homeownership, when many buyers are also adjusting to mortgage payments, moving expenses, furnishing costs, and other new household expenses.

When combined with the First Home Savings Account (FHSA), Canadians now have more tax-efficient ways than ever before to save for a down payment and prepare for purchasing a home. However, successful homeownership involves much more than simply qualifying for a mortgage. Factors such as cash flow, debt management, emergency savings, future expenses, and long-term financial goals all play an important role in determining what level of homeownership is sustainable.

Who do you know who may have questions about the current housing market, the Home Buyers' Plan, the FHSA, or would simply like to begin the conversation around preparing for homeownership? Please feel free to reach out to our office, we would be happy to help you build a strategy tailored to your goals and financial situation.

The Benefits of Gardening & Spending Time Outdoors

By Loreen Buss, Vice President, B. Comm (Hons)

As the weather begins to warm and the days become longer, many Canadians naturally start spending more time outdoors. Whether it's gardening in the backyard, walking through a local park, or simply enjoying time outside with family and friends, research continues to show that spending time in nature can have a significant impact on both physical and mental well-being.

Gardening, in particular, has grown in popularity not only as a hobby, but also as a simple and effective way to support overall health. According to research published through the National Library of Medicine, people who participate in regular gardening activities tend to report lower levels of depression and anxiety, improved life satisfaction, and greater overall well-being. The study also found measurable reductions in stress markers such as cortisol, the body's primary stress hormone.

Gardening also provides a surprising amount of physical activity. The Mayo Clinic notes that common gardening tasks such as digging, planting, weeding, and raking can help improve strength, flexibility, and endurance while also encouraging people to spend more time moving outdoors. In fact, gardening can burn a similar number of calories to activities such as walking or light cycling depending on the intensity and duration.

Beyond the physical benefits, researchers are continuing to explore the positive impact nature can have on brain health. A recent BBC Future article highlighted studies suggesting that spending time outdoors and interacting with natural environments may help improve memory, attention, and cognitive function while also supporting emotional resilience and stress recovery.

Even small amounts of time outside can make a difference. UCLA Health reports that exposure to natural environments has been linked to lower blood pressure, reduced stress, improved mood, and better sleep quality. Spending time outdoors may also encourage increased social interaction and physical activity, both of which contribute to overall wellness.

As we head into the warmer months, taking advantage of opportunities to get outside may be one of the simplest ways to improve overall well-being. Sometimes the healthiest habits are also the most enjoyable ones.

References:

Mayo Clinic Health System. *Dig into the benefits of gardening.* Retrieved from: Mayo Clinic Health System

Soga, M., Gaston, K.J., & Yamaura, Y. (2017). *Gardening is beneficial for health: A meta-analysis.* Preventive Medicine Reports, 5, 92–99. Retrieved from: National Library of Medicine

BBC Future. *How gardening boosts brain health.* Retrieved from: BBC Future

UCLA Health. *7 health benefits of spending time in nature.* Retrieved from: UCLA Health

---

THE PICKLR

Pickleball is booming in Canada, with an estimated 1.80 million participants in 2026, marking a 14% year-over-year increase and an 80% rise since 2022. As the fastest-growing sport in the country, it now has over 93,000 paid Pickleball Canada members.

Our first Canadian Franchise (Winnipeg South) Location opened on January 31st which has provided 10 professional indoor courts to a much needed pickleball community. A 2nd Winnipeg location is in the works for East/West St. Paul to be open in the fall 2027. We are excited to announce our Toronto/Etobicoke franchise opened on May 15th with world Champion Anna Bright hosting a clinic for members. Saskatoon, Red Deer & Calgary locations are in the works for the remainder of 2026.

Pickle on!!

L to R: Samantha Zurawski, Ken Odidison, Nicolas Dubois, Doug Buss, Loreen Buss, Sean McDermid, Maria DeRosa

1-B 2020 Portage Avenue
Winnipeg, MB R3J 0K4

YourStyle FINANCIAL

Office: 204 474 2929
Fax: 877 223 2936
Email: maria@yourstylefinancial.ca

yourstylefinancial.ca