

From the Central Wealth Group of Raymond James Ltd.

Winter 2020



Look Forward, with Confidence

The beginning of the year is a period rife with predictions. Although we are now months into 2020, the media continues to postulate what lies ahead. However, remember to keep perspective during these times of prediction.

Perhaps one of the more striking reminders of the dangers of predictions occurred 40 years ago when Businessweek Magazine declared the "Death of Equities". It warned the "death of equities as a near-permanent condition." While inflation was rampant and markets did perform poorly during this time, as Bloomberg recently noted in embarrassment, "the total return on the S&P 500 stock index since its 1982 low, with dividends reinvested, has been nearly 7,000 percent. Not bad for a corpse."¹

These dramatic predictions haven't subsided over time, likely because the media thrives on this type of excitement. In 2016, the Royal Bank of Scotland warned of a "cataclysmic" year, advising investors to "sell everything except high quality bonds."² Investors who did so would have missed out on a gain of 27.6 percent since that time.³

While we shouldn't ignore the work of analysts, economists or researchers, we should be careful not to make longer-term decisions based on any short-term worry created by the media. Nobody can predict the course of near-term markets, except to say that fluctuations in both directions should always be expected.

What is the outlook for 2020? 2019 was a year of ongoing geopolitical concerns, slowing economies, global trade tensions, and another hard run for the resources sector at home. And yet, equity markets in Canada and the U.S. performed very well. The year ahead brings similar uncertainty. However, the U.S. and China have made progress in reaching phase one of a trade deal, which is likely to help temper trade tension uncertainty and support growth. We are also in a U.S. presidential election year, historically a time in which U.S. equity markets have performed well.

Regardless, portfolios should be positioned for the longer term, with the expectation that markets will experience ups and downs. Many techniques are used to manage risk, including maintaining diversification, rebalancing to a certain asset mix, and upholding quality criteria, among others. For each investor, these will depend on factors such as investment objectives, needs, stage of life and risk tolerance. These considerations will help to weather the inevitable storms.

During times of prediction, continue to look forward with confidence. Your plan has been carefully put in place to support you for the longer term. Please call if we can help in any way.

1. bloomberg.com/news/articles/2019-08-13/it-s-been-40-years-since-our-cover-story-declared-the-death-of-equities; 2. theguardian.com/business/2016/jan/12/sell-everything-ahead-of-stock-market-crash-say-rbs-economists; 3. Based on FTSE 100 at 1/3/16 & 9/1/19.

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Have You Contributed?

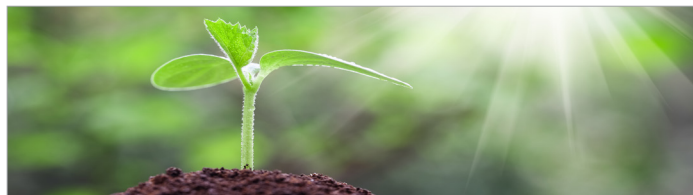
RRSP Season Again: The \$1 Trillion Opportunity

Over \$1 trillion: At last count, that's how much that was reported by Statistics Canada as the total amount of unused registered retirement savings plan (RRSP) contribution room of Canadian taxpayers.¹ While unused contribution room may be carried forward indefinitely — and there may be good reasons to do so — there is a forgone opportunity of tax-deferred, compounded growth.

RRSP contributions appear to be declining over recent years, perhaps due to certain perceptions. One belief is that it is better to invest funds in a tax-free savings account (TFSA) because TFSA funds are not taxed at withdrawal. However, consider that the RRSP may be a better choice than a TFSA if you expect to have a lower marginal tax rate in retirement (see chart). This may apply to individuals who experience peak earning years while working but will have a lower income in later in life.

Don't forgo the tax advantages offered by an RRSP. Does any of that \$1 trillion belong to you?

1. <https://www150.statcan.gc.ca/t1/tbl1/en/tv.action?pid=1110004501>



RRSP vs. TFSA With Lower Future Marginal Tax Rate

| | RRSP | TFSA |
|----------------------------|---------|-----------|
| Pre-Tax Income | \$3,000 | \$3,000 |
| Tax @ 33.33% | n/a | (\$1,000) |
| Total Invested (After Tax) | \$3,000 | \$2,000 |
| Growth @ 5% | \$150 | \$100 |
| Total Pre-Tax | \$3,150 | \$2,100 |
| Tax @ 20% | (\$630) | n/a |
| Net After-Tax Proceeds | \$2,520 | \$2,100 |

Reminder: Deadline for RRSP contributions for the 2019 tax year is **Monday March 2, 2020**.

Don't Overlook the Benefits of Dividends

In the excitement of the rising markets of a bull run, dividends can often take a back seat to capital gains in terms of investor focus. But don't overlook the value of quality, dividend-paying securities or funds in supporting our investing programs.

An article recently published in The Globe & Mail highlighted a little known benefit of the dividend tax credit: the opportunity to earn up to \$52,000 in tax-free income from eligible Canadian dividends in certain provinces. With no other sources of income, the dividend tax credit and the basic personal amount have the potential to reduce the taxes on eligible dividends to zero (see chart below).¹

Eligible Dividend Amount That Can Be Received Tax Free 2019²

| Province | Tax-Free Amount | Province | Tax-Free Amount |
|----------|-----------------|----------|-----------------|
| BC | \$52,070 | QC | \$39,503 |
| AB | \$52,070 | NB | \$52,070 |
| SK | \$52,070 | NS | \$32,408 |
| MB | \$25,588 | PE | \$47,134 |
| ON | \$52,070 | NL | \$18,495 |

While neat in concept, most of us have employment or pension income that would get in the way. It would also be rare for many investors to have a portfolio that would generate \$52,000 of eligible dividend income. At 4 percent dividend income, it would require more than \$1 million in non-registered, dividend-paying securities.

But the article is a good reminder of one of the benefits of dividends. In an age when many of us feel as though we

Growth of \$10,000 Invested in S&P/TSX Composite: 30 Years³



are being substantially taxed, dividends can be a tax-efficient means of investing. Eligible dividends receive more favourable tax treatment in a non-registered account, compared to interest and regular income, since this type of income benefits from the federal (and provincial) dividend tax credit.

It is also worthwhile to remember that dividends can play a significant role in generating longer-term returns for investors. This is evident when comparing the S&P/TSX Composite index returns to total returns including reinvested dividends over the past 30 years (graph above). Dividend income can also help deliver consistent cash flow to investors, especially important for many retirees, as finding income has become more difficult in a low-interest rate environment. And many quality corporations continue to increase their dividends to investors over time.

As such, don't dismiss the power of quality, dividend-paying securities in supporting our investing programs.

1. "How to earn \$52,000 tax free", Globe & Mail, 8/9/19; 2. As of August 9, 2019, Source: taxtips.ca/dtc/enhanceddtdt/amt.htm; 3. S&P/TSX Composite 10/89 to 10/19.

Your Online Accounts

Are You Keeping Good Digital Hygiene?

As technology advances, online crimes continue to improve in sophistication and our digital security is increasingly being challenged. If our choice of passwords is any indication, we may not be doing our best to stay secure. One example? According to a recent report, 23.2 million people who had their online accounts hacked were still using the password "123456."¹

Are there ways to improve our digital hygiene? Here are some basic tips. While many may seem obvious, this list can provide useful talking points for discussions with potentially higher-risk individuals, such as young adults or seniors.

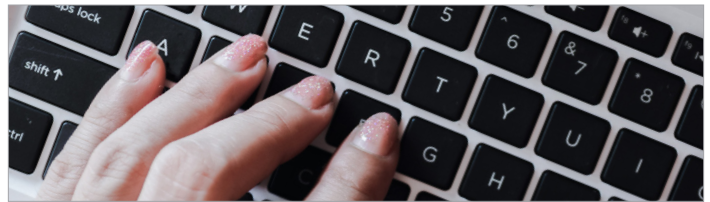
Keep strong passwords — Strengthen your passwords. Avoid reusing the same userID/password across multiple sites. With the average person reportedly having over 90 online accounts,² this may be a challenge. Using a password manager can help to generate, store, encrypt and auto-fill passwords, and you'll just need to remember one password.

Separate critical information — Consider isolating devices for different activities. For example, online gaming may be more susceptible to security breaches, so it may be wise to avoid storing confidential information on devices used for this activity.

Protect devices in public — Unsecure Wi-Fi hotspots, such as those offered at airports or in taxicabs, or public USB charging stations, are often targets for hackers. Consider using a virtual private network (VPN) for protection, which allows you to bypass location tracking and adds a layer of obfuscation to your traffic.

Avoid linking accounts — Some third-party websites allow you to link other accounts, such as email or social media. However, linking multiple accounts can increase the potential damage that occurs if one account becomes compromised.

Don't share personal information — Remember that each time you click a website link or answer a seemingly innocuous



How Long Does It Take to Crack a Password?

Here is one estimate of how fast a hacker could crack password configurations. (Note: processing speeds continue to increase.)

- **<0.01 seconds** — Easy passwords (e.g., 123456, qwerty, password, sunshine)¹
- **25 seconds** — 5-digit passwords²
- **11 hours** — 6-digit passwords³
- **46 days** — 8-digit password³
- **12 years** — 10-digit passwords³

Sources: 1. spycloud.com/how-long-would-it-take-to-crack-your-password/; 2. Consumer Protection BC; 3. nypost.com/2018/04/19/it-takes-next-to-no-time-to-crack-an-iphones-passcode/awareness/password-best-practices.

survey, your data is collected. Information broadcast on websites or social media may be accessible to unscrupulous individuals, even if privacy settings are enabled. Consider disguising personal data (i.e., posting an altered name/birthdate) to protect your identity.

Verify a source to prevent phishing — Criminals continue to improve the sophistication with which they masquerade as others. There may be subtle indications that a source is fake: an email/text doesn't address you directly ("dear customer") or contains spelling or grammatical errors. Remember that reputable institutions will never ask to verify account information or sensitive personal data online. Take time to verify a source. When in doubt, call an organization directly using the phone number posted on a general website.

1. bbc.com/news/technology-47974583; 2. digitalguardian.com/blog/uncovering-password-habits-are-users-password-security-habits-improving-infographic

Resolutions for a New Year: Keep Time on Your Side

"You may delay, but time will not." — Benjamin Franklin

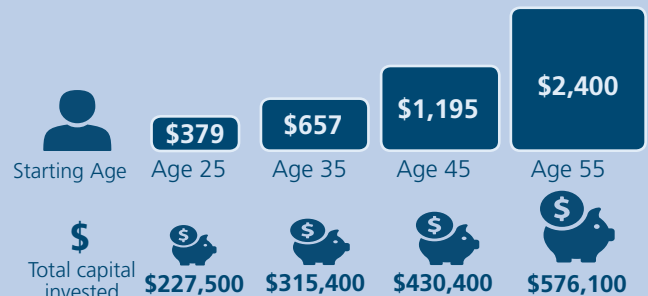
It has been said that procrastination is the thief of time. As we begin another year, don't let procrastination preclude you from using time wisely to generate wealth.

Perhaps there is an opportunity to put funds to work that are currently sitting on the sidelines. Or how about passing along some financial wisdom to younger generations, teaching them the value of time and compounded growth?

The chart to the right shows the impact that time can have on generating retirement savings. By starting earlier, an investor would need less capital in order to accumulate a \$1 million nest egg by the age of 75 (based on the assumptions).

Remember that time can be one of an investor's greatest allies.

Estimated Monthly Amount Needed to Accumulate \$1M by Age 75 at 5 Percent Compounded Annual Return



Note: Assumes 5% rate of return compounded annually, taxes & expenses ignored. Estimate monthly amount equals the annual investment amount divided by 12. For illustrative purposes only.

Keeping Perspective: Preparing for Volatile Times

During volatile times, there is no doubt that staying focused on a long-term investment strategy can be difficult. But staying disciplined and avoiding the temptation to make rash decisions are important. As Warren Buffett has said: “the market is the most efficient mechanism anywhere in the world for transferring wealth from impatient people to patient people.”

Here are some things to help keep perspective during the inevitable volatile times:

Volatility plays a normal role in the markets. Stock market declines are a regular occurrence and should be expected. A look at the S&P/TSX Composite index over the past 40 years shows how common large declines are (see chart below). Despite the fluctuations, over this period the market advanced 963 percent.

S&P/TSX Composite Index: Frequency of Declines '79 to '19

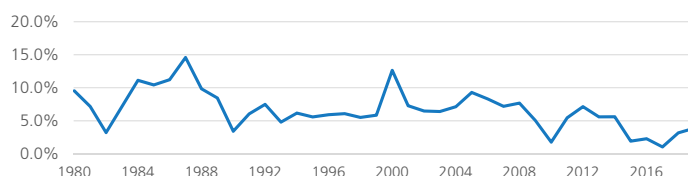
| Size of Decline | -5% Or More | -10% Or More | -15% Or More | -20% Or More |
|--------------------------------|--------------------------|----------------------------|------------------------------|------------------------------|
| Average Frequency ¹ | About two times per year | About once every two years | About once every three years | About once every seven years |
| Average Length ² | 58 days | 117 days | 155 days | 197 days |
| Last Occurrence ³ | Dec. 2018 | Dec. 2018 | Dec. 2018 | Jan. 2016 |

1. Decline concludes at 50% recovery of lost value; 2. Measures market high to market low; 3. As of Nov. 1, 2019. Source: S&P/TSX Composite Index daily returns, 10/29/79 to 10/29/19.

Time can be a powerful ally. Long-term investors have been rewarded over time. Despite short-term volatility, the mean annualized return over rolling 10-year periods measured each year from 1980 to 2019 was 6.6 percent. In fact, over this period, every 10-year return was positive (see graph).*



S&P/TSX Composite Rolling 10-Year Annualized Returns '80 to '19



*Source: S&P/TSX Composite Index 10-year annualized returns, data starting from 30/9/70 and measured in 10-year increments each year until 30/9/19.

Your portfolio has been positioned for both ups and downs. A well-structured wealth plan takes into consideration that down periods are inevitable over an investor's lifetime. Your asset mix will help to provide downside protection, reflecting your particular risk tolerance to meet your personal objectives over time. A diversified portfolio across investment types and regions can help to reduce portfolio volatility, but this will also mean that different investments may go up and down at different times. These elements may be easy to forget when markets are going your way, and even easier to forget when they are not. But keep in mind that the investments in your portfolio have been carefully selected to meet your needs over time.

Keep Perspective

While it may be unsettling to see portfolio values fluctuate during volatile times, keep perspective. Longer-term investing requires the understanding that financial markets fluctuate over the short term and the patience to see them through.

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