

From the Central Wealth Group of Raymond James Ltd.

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The Increasing Rate of Change

It has been said that “there are decades where nothing seems to happen and then there are weeks where decades happen.” The spring proved this saying to be true. We experienced change that occurred at unprecedented speeds, including physical distancing, home isolation and the voluntary shut down of economies. This led to equally unprecedented reactions: oil futures prices falling to negative levels and rebounding, entire industries being shut down, and record unemployment levels.

Equity markets reacted in a similar manner, falling and then rallying quickly. Typical bear market cycles last between 18 to 36 months. However, this past spring, we saw one that was compressed into a matter of weeks.¹

Global policy responses have also been faster — and deeper — than ever. From the onset of the crisis, central banks have engaged in significant stimulus efforts in an attempt to stem the effects of the crisis. This increase in liquidity has likely been one reason why the equity markets advanced in April and May, despite what was happening on the ground.

What does the path forward look like? As humans, we grasp for certainty. Yet, uncertainty has always played a common role in the financial markets and unforeseen events such as these can make things even more unclear. One such example: economists attempting to quantify the effects of the shutdown on second-quarter gross

domestic product predicted U.S. GDP estimates of between -8 and -50 percent.²

During these times of uncertainty, one of our most important roles as advisors is to manage risk. With a focus on preserving hard-earned capital, we maintain a disciplined approach to control risk in portfolios. At the same time, we are monitoring investments based on current market conditions and navigating the changing landscape.

In the near term, equity markets are likely to experience volatility as economic data and earnings continue to reflect the impact of the spring economic shutdowns. We face many near-term challenges as many economies start to reopen and attempt to return to a state of “normal.”

As containment efforts continue, opinions are likely to significantly vary about the road ahead for the economy and the financial markets. We understand the challenges that come from an uncertain near-term outlook, but, as much as possible, investors should try to stay focused on their long-term goals.

We continue to work hard for you and your investments, managing risk during these difficult times and positioning portfolios for the inevitable changes that lie ahead. Please call if you have any concerns.

1. <http://bloomberg.com/news/articles/2020-04-06/no-one-wants-to-call-canada-s-21-stock-surge-a-bull-market>; 2. <http://bloomberg.com/news/articles/2020-03-22/fed-s-bullard-says-u-s-jobless-rate-may-soar-to-30-in-2q>

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Investment Strategy

Consider the Benefits of Dollar-Cost Averaging

As we have seen with recent equity market reactions, short-term price movements are often unpredictable and nobody can be certain when the next upturn will begin. Such turns can occur when the outlook is bleak and the natural inclination may be to sell, not buy. In hindsight, all down markets look like buying opportunities. But in the moment, it's not always easy to commit money to an investment that has gone down in price.

Those investors who use a dollar-cost averaging (DCA) program to build their long-term portfolios can have an advantage. A DCA program mandates regular, modest investments, rather than one major lump-sum commitment. As such, investors need not focus on predicting market movements.

DCA can fit nicely with personal cash flow, acting as a way of saving on a steady basis. Payments can be made at any regular intervals, such as monthly or quarterly. DCA can work particularly well with funds as you can buy exact dollar amounts of a fund, which may not always be possible with share purchases. However, there is no reason why DCA can't be used to build any security position, especially in these times in which broad declines have affected many securities.

The example (chart) uses S&P/TSX composite index returns to depict a DCA program through the extended bear market period we experienced from 2000 to 2002. Each quarter, \$1,000 was invested. Despite poor market performance, the DCA program resulted in a modest gain of \$1,130

(\$17,130 less \$16,000), plus the ownership of significantly more units which benefitted the portfolio as time went on. Had a lump sum investment of \$16,000 been deployed at the beginning of 2000, it would have returned a small loss, with an overall value of \$15,633 and 1,902 units owned (versus 2,084).

Profiting Through a Bear Market: DCA Using S&P/TSX Index During 2000 to 2003

Quarter	Index/1000	Units Purchased	Units Owned	Total Value
12-99	8.4138	118.85	118.85	\$1,000
03-00	9.4624	105.68	224.53	\$2,125
06-00	10.1995	98.04	322.58	\$3,289
09-00	10.3779	96.36	418.94	\$4,348
12-00	8.9337	111.94	530.87	\$4,743
03-01	7.6080	131.44	662.31	\$5,039
06-01	7.7364	129.26	791.57	\$6,124
09-01	6.8386	146.23	937.80	\$6,413
12-01	7.6884	130.07	1067.87	\$8,210
03-02	7.8515	127.36	1195.23	\$9,384
06-02	7.1456	139.95	1335.18	\$9,541
09-02	6.1804	161.80	1496.98	\$9,252
12-02	6.6145	151.18	1648.16	\$10,902
03-03	6.3433	157.65	1805.81	\$11,455
06-03	6.9831	143.20	1949.01	\$13,610
09-03	7.4211	134.75	2083.76	\$15,464
12-03	8.2209	--	2083.76	\$17,130

*Past performance is never indicative of future performance.

During times of uncertainty, DCA can be a useful strategy. It allows you to take the emotions out of investing, while continuing to put money to work. Even during down or bear market times, DCA is a good reminder that a thoughtful investing plan can result in real progress toward achieving your wealth-building goals.

The End of the Office Era? Keep Good Records

Is the office era over? For many office workers, working from home became the new normal this spring. As such, some may be wondering if they are able to claim a tax deduction for home office expenses.

The Canada Revenue Agency (CRA) currently allows for a deduction in instances in which one of the following conditions is met: i) The work space is where you mainly do your work (more than 50 percent of the time); or ii) You use the workspace only to earn employment income, and it is used on a regular and continuous basis for meeting clients, customers, or others in the course of your employment duties.

Deductible costs are based on the type of worker claiming the deduction: employees, commissioned salespeople or self-employed workers. Each of these groups is entitled to deduct different expenses. Expenses generally claimable by all workers include such things as electricity, heating, maintenance and supplies. The portion that can be claimed is based on the area attributed to the home office, as a proportion of the total finished area of the home.

If individuals are not self-employed, in order to potentially deduct these expenses, your employer must complete CRA Form



T2200: Declaration of Conditions of Employment. Any expenses reimbursed by the employer cannot be claimed.

While the current CRA rules normally require that you spend more than 50 percent of total work time in the home office during the tax year to claim deductions, some accounting professionals have indicated that there may be exceptions. Given the unprecedented circumstances in which people have been mandated to work from home, the CRA may consider cases on an individual basis, or may potentially make changes to its policies.¹ As such, keep good records.

Over the foreseeable future, the 50 percent threshold may be met if continued distancing efforts result in fewer workers returning to traditional office spaces. For detailed information, please consult the CRA or seek advice from an accounting professional.

1. theglobeandmail.com/investing/globe-advisor/advisor-news/article-pandemic-led-flight-to-home-offices-brings-tax-perks/?fbclid=IwAR24-wttDbsJ4SfIoK1d5gRR77hoUEYUyeBa0GshEy5s9oi23T7XpheggZQcprofessional

Economic Perspectives

What is the Economic Path Forward?

It may be difficult to remember, but it was only months ago that we were in the midst of the longest economic expansion in history. How quickly things have changed. As a result, many investors are asking: what is the economic path forward?

Beyond the terrible health consequences of the pandemic, the short-term economic effects have been equally extraordinary. We have seen individuals, companies and industries affected in adverse ways. COVID-19 has also helped to accelerate certain existing economic and political trends: increasing automation, greater scrutiny of foreign direct investment, nationalism and the evaluation of domestic supply chains.

In the short term, we are likely to expect deflationary pressures due to high unemployment, reduced spending/consumption, as well as a weaker housing market, as economies try to return to a more “normal” state. While certain media voices raised the potential for an economic depression when projecting unemployment levels and economic growth declines, these historic troubles were likely compounded by a series of poor policy decisions, unlike today.¹

What is a Trillion? Unprecedented Stimulus...

We must not overlook the unprecedented support by global policy-makers in trying to minimize the implications of the crisis. Consider the U.S., where lawmakers have passed trillions of dollars in stimulus relief. To put the magnitude of one trillion into context, if we were to travel back in time by a billion seconds, we would be in 1989. However to go back a trillion seconds would take us to around 30,000 B.C.

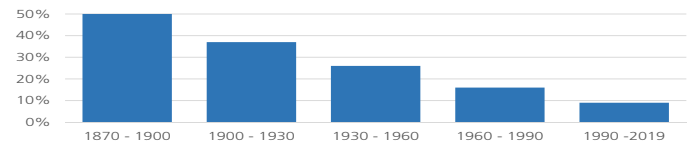
Many central banks have engaged in quantitative easing (QE), a form of monetary policy, by purchasing financial assets to inject money into economies. The Bank of Canada began its first-ever move into QE in April by purchasing \$1 billion of government bonds. Alongside record-setting fiscal policy spending, increases in the money supply have not only helped to support asset prices, but also economies. For some economists, this is one reason



to remain optimistic about the rate and sustainability of recovery. Of course, there will be new challenges as a result of significant deficits and debt. There are also questions as to whether these efforts will be enough to help economies quickly recover.

However, economies naturally go through cycles and the speed of recovery from economic downturns has increased over time. Recessions occur when economic output declines after a period of growth. Our economy has spent less time in recession as technology has transformed it to be more service-based, and also due to increased central bank intervention.² A century ago, the economy was in recession nearly 40 percent of the time; today this is less than 10 percent.

Percentage of Time in Recession — US Economy³



While the longer-term implications are less clear, let's not forget that after the 2008/09 financial crisis, many economists worried about high rates of inflation and slower economic growth, both of which generally did not happen.⁴ Instead we participated in one of the longest economic expansions of all time.

Throughout time, economies have advanced and progressed. Despite the challenges ahead, there may be positive reasons to continue looking forward and maintain a longer-term perspective.

1. <http://hbr.org/2020/05/the-u-s-is-not-headed-toward-a-new-great-depression?ab=hero-main-text>; 2. https://www.cdhowe.org/sites/default/files/attachments/research_papers/mixed/Commentary_366_0.pdf; 3. <https://nber.org/cycles.html>; 4. Inflation rates did exceed central bank targets in 2011.

What Happens After a Bear Market?

We have encountered many new situations in response to COVID-19 — isolation, physical distancing, economic closures globally, and others — that have created uncertainties for the short term. Doomsayers cite these factors, and others, to suggest that this time is different and the current economic downturn will somehow last forever. However, economic cycles go up as well as down.

Equity markets are also cyclical. Bear markets happen from time to time. Yet, even in the worst situations, equity markets have eventually turned their course. The worst bear markets in history have seen drawdowns of over -86 percent (1932) and -56 percent (2007). Yet, the average returns following some of the worst bear markets were 53 percent, 78 percent and 143 percent over the ensuing one, three, and five year periods, respectively. Although the positive returns came after the depths of the bear markets, history reminds us that time can heal even the worst market declines.

Nobody knows the direction of the equity markets over the near term, but the long-term trend has been up. In preparation, a disciplined approach emphasizing quality, diversification and a solid plan are expected to continue to serve us well over the longer term.

Investment FOCUS

Forward Returns Following History's Worst Bear Markets, S&P 500

Peak	Trough	Draw-down	1 Year	3 Years	5 Years
1929, SEP	1932, JUN	-86.2%	162.9%	170.5%	344.8%
1937, MAR	1938, MAR	-54.5%	35.2%	38.2%	84.5%
1968, NOV	1970, MAY	-36.1%	34.8%	50.6%	42.2%
1973, JAN	1974, OCT	-48.2%	38.1%	72.7%	117.5%
1987, AUG	1987, DEC	-33.5%	23.2%	55.5%	121.7%
2000, MAR	2002, OCT	-49.1%	24.4%	59.0%	105.1%

Our Role in Managing Risk

The exogenous event of COVID-19 has been an uncomfortable reminder that we are all vulnerable to unforeseen risks that can have unprecedented effects. As investors, we could try and avoid these terrible events, but for most of us, overly defensive tactics, such as not participating in the markets, wouldn't help in achieving our goals over the longer term.

As the saying goes, perhaps "the correct lesson to learn from surprises is that the world is surprising." Equity markets inherently come with risks — in order to reap the potential returns offered by the markets, investors must be willing to accept that surprises can happen from time to time.

While risks in investing can never be eliminated, they can be managed. This is one of our main roles — to act as risk managers. As risk managers, we have significant concern and care about preserving your capital and growing it over the longer-term. We put this into practice when we construct and manage portfolios — positioning them so they don't do terribly in any one particular outcome, but also have the chance to do well across the many potential paths the markets could take.

During buoyant market periods, such as the extended bull market run we recently experienced, the need for risk management may not be overly apparent. It may have been easy to get caught up in the prevailing momentum and continuous market advances. Yet, risk management does not focus on achieving the highest possible rates of return — it is about preserving hard-earned capital to support investors in achieving the returns needed to accomplish their goals. Often, it's only when prices head downwards that the value of risk management becomes more obvious.



This means following various guidelines that have been established to control risk. We do this in various ways, such as maintaining a strategic asset allocation, rebalancing portfolios back to target allocations when they drift too far, limiting the size of any particular holding, diversifying exposure across sectors and geographies and paying particular attention to an investor's personal risk tolerance levels.

We're also here to provide counsel. As hard and fast as equity markets fell in late February, the rebound in April was equally stunning. As award-winning finance columnist Morgan Housel has said: "You will likely be more fearful when your investments are crashing and more greedy when they're surging than you anticipate. And most of us won't believe it until it happens." Sometimes emotions can pose risks to our short-term decision-making that can affect our longer-term well being.

While everyone has an idea about how things will continue to unfold, in reality, nobody can be certain about the near-term path forward. Risk management practices are intended to help protect investors from the potential changes. During these challenging times, investing requires patience to understand that the markets will inevitably encounter surprises along the way, as well as the resolve to remember that portfolio guidelines have been put in place to support your journey to investment success. Please call if you would like to discuss.

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