

FINANCIAL STRATEGIES FROM **KURT ROSENTRETER**

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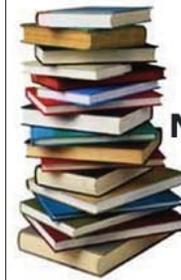
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Do You Have Financial Peace of Mind?

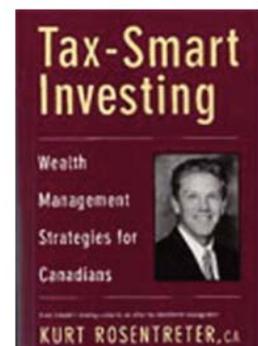
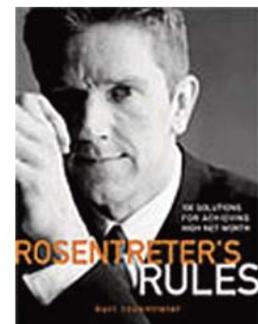
Take this quick self test to help you determine if you are getting value from your current financial solutions provider.

Financial Advice and Services – Are You Getting This Kind of Value Today?

1. Long before you explore investment products to buy, you develop a professional investment program. This program includes a review of your current and future cash flows, sensitivity analysis to determine minimum required and target investment returns, determination of proper asset class allocations, integrated review and analysis of your taxes, estate matters, employment, savings, and more, all summarized in a written Investment Policy Statement that defines your specific investor profile. Only after the development of this logical and well thought out plan, it is time to discuss products to complete it.
2. Products are not pushed on you at the first opportunity. You are properly educated about the wide variety of products available for your needs, with recommendations made according to sound qualitative and quantitative variables.
3. Your Financial Advisor takes a risk managed approach to investing, utilizing established diversification principles, tax smart investing, setting return parameters, examining standard deviation and risk adjusted return of products, integrating your investment portfolio with the broader picture of your personal finances.
4. Your overall portfolio is constructed to maximize after-tax returns by a Financial Advisor who is a tax expert as well as an Investment Advisor. This includes adopting tax smart investing strategies, buying tax smart products, building different RRSP and open account portfolios, minimizing taxation on investment income and assets and overall adopting the six dimensions of tax smart investing. A Financial Advisor is a tax expert if they have completed the In-depth Tax Course and carry a well worn Income Tax Act in their office¹.
5. You have a written Investment Policy Statement to serve as the blue print for your overall investment program. This adds accountability and focus.



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¹ Tax services provided by Kurt Rosentreter, Chartered Accountant.

6. Your Investment program incorporates integrated and comprehensive advice on your tax situation, your retirement and pre-retirement plans, your estate wishes, your employment benefits and income, your family finances, your insurance needs and all aspects of your finances combined. Only by managing the big picture of your finances can you get truly effective advice.
7. Your Financial Advisor offers you regular value added financial services at a reasonable cost. Examples of additional services you should be getting include:
 - a. Review of your personal tax returns each year for new tax planning opportunities;
 - b. Consulting on the tax effective design of your Will;
 - c. Comprehensive annual financial checkup on all aspects of your finances;
 - d. A complete post federal budget tax planning opportunity review each spring for new opportunities to minimize taxes each year;
 - e. Consultation on the ongoing integration of all of your personal finances with your employment or business interests;
 - f. Implementation of a multi-point estate plan to minimize taxes and probate fees;
 - g. Assessment of insurance needs and objective analysis and recommendations as needed;
 - h. Advice on the dangerous pitfalls with joint ownership, gifting money to kids and spouse, saving for children and grandchildren, use of trusts, offshore investing, spending time in the U.S., U.S. income and estate taxes and much more.
8. Your Financial Advisor reviews the costs of investing you incur each year and demonstrates the value of what you pay him/her. He/She fully discloses the costs and takes time to explain them.
9. You receive pro-active advice regularly as new issues, opportunities and rules arise in the investment world, the tax world, the financial planning world and more.
10. You are given a variety of choices to pay for services, including hourly rates, flat fee rates, fee based investment accounts and traditional commissions. It is left up to you to decide which fee alternative you are most comfortable with and the pros/cons of each are thoroughly explained.
11. All advice is tailor-made for your personal situation always.

Investment Products – Are You Getting This Kind of Value Today?

1. Your choice of investment and insurance products is broad and mutual funds in general are not automatically assumed to be the right solution for you. A thorough evaluation of the many investment product types (mutual funds, pooled funds, individual stock portfolios, segregated products, indexed products, wrap programs and more) is done according to set criteria (performance, fees, tax efficiency and risk) in order to assess what is appropriate for you.
2. New investment products are evaluated according to qualitative criteria in addition to past performance numbers. Examples of qualitative evaluation criteria are the money manager's philosophy for investing, fees and expense levels, investment management style, and sophistication of the money manager's research and investing process.
3. Steps are taken to minimize investment fees paid within your portfolio, particularly your RRSP. The advantages of a fee based relationship are explained.
4. Value priced investments and services are considered and explained.

Communication Between Client and Advisor – Are You Getting This Kind of Value?

1. You can easily reach your Financial Advisor and you are always treated like a priority.
2. You receive several personal contacts each year to discuss your finances. You meet your Financial Advisor in person twice a year on average.
3. When you review investment performance your Financial Advisor compares returns to indexes and to peer groups to provide more meaningful comparisons, allowing you to judge value more easily.
4. How and when you communicate with your Financial Advisor has been custom designed according to your preferences. From personal meetings to email and phone calls, you have selected when and how you prefer to communicate.

Your Financial Advisor – Are They a Professional or a Product Pusher?

1. Your Financial Advisor has recognized professional credentials in good standing (CA, CFP, RFP).
2. Your Financial Advisor takes at least 30 hours of ongoing professional development each year in order to meet licensing requirements and to continually upgrade skills and knowledge.
3. Your Financial Advisor belongs to the Canadian Association of Financial Planners (called Advocis) as a practitioner member demonstrating their ability to provide written financial advice in the form of a financial plan.
4. Your Financial Advisor has extensive relevant experience with clients just like you.
5. Your Financial Advisor fully explains the fees he/she earns from you and annually demonstrates the value he/she offers.

Overall – Are You Getting the Value You Deserve?

1. You feel like your advisor is a competent professional who goes out of his/her way to provide you with pro-active and technically sound financial advice on all of your financial matters.
2. You are getting good value from your advisor for the fees you pay.
3. You feel in control of your financial future.
4. You are comfortable that you are not missing financial opportunities.

Conclusion

If you are not getting value from your current financial solutions provider as identified in this self-test, it is time to explore a new advisory relationship with Kurt Rosentreter, CA, CFP.

Call us to schedule a second opinion review of personal finances.

Manulife Securities

MANULIFE SECURITIES INCORPORATED
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The Wealth Management Practice of Kurt Rosentreter

Kurt Rosentreter, CA, CFP, CLU, TEP, FMA, CIMA, FCSI, CIM
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