



UPPER CANADA CAPITAL
PRIVATE WEALTH MANAGEMENT

Welcome to November Strategic Financial Tips from Kurt and Team!

From the Desk of Kurt Rosentreter, Senior Financial Advisor, CPA, CA, CLU, CFP, FCSI, CIMA, TEP, CIM:

A couple of short snappers covering a range of topics from my desk:

- For RESP withdrawals, pay the kids' costs, accumulate your receipts and contact us for one overall withdrawal for the semester.
- If you are retired and need to make an income tax installment quarterly then your next payment is December 15th. Contact us early if we can send you the funds to make the payment.
- Know that high GIC rates offered by credit unions are NOT insured by Canada Deposit Insurance Corporation and that the credit union insurance system is not backed by the Federal Government.
- Our Money University financial education platform for kids was popular again this past summer - contact us now to sign up your 14-28 year old for next year!

From the desk of Jordan Campbell, CFA, Financial Advisor Associate, Manulife Securities Incorporated, jordan.campbell@manulifesecurities.ca :

Lending Money to Your Family

When lending money to close family members, there are things that you should consider from both a taxation perspective and also from a psychological perspective to ensure that everything goes smoothly before writing the cheque. [This article from the Globe and Mail](#) touches on ten different aspects to consider. Also, before you make any decision about lending money, feel free to contact us so that we can build it into your long-term financial and investment planning.

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From the desk of Mathew Cain, Financial Advisor Associate, Manulife Securities Incorporated,
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The Power of Consolidation

You may have seen the asset allocation charts our team prepares and Kurt presents in your overall review meetings, review calls and more. Typically, these charts reflect the amount of assets you hold with our team and are categorized by asset class (cash, GIC's, bonds, stock market assets, geography, and sector). Most of the time these charts only reflect your assets held with us and do not take into consideration your assets held elsewhere, essentially only showing a portion of your overall picture.

Our team would welcome receiving all of your investment statements held with other brokerages, group RRSP plans, stock option plans, and more as we can then build the chart to show you what your complete portfolio looks like. The value of this exercise will reveal your complete financial summary of your assets held globally and allow us to identify: duplicate securities, sectors of the market which we can increase or decrease and countries which have an overweight or underweight influence. In addition to and most importantly it will allow us to rebalance your portfolio to ensure we are meeting your global target asset mix.

From the desk of Frank Valicek, CFP, Financial Advisor, Manulife Securities Incorporated,
Certified Financial Planner and Life Insurance Advisor, Manulife Securities Insurance Inc.,
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American Access to Canadian Dairy

Got Milk? It appears so, as Canada & the US have themselves a new NAFTA agreement circa 2018 - USMCA. As one of many news outlets had stated, Reuters reported that the vexing issue of securing more American access to Canadian dairy was the major obstacle to the two countries concluding their negotiations on NAFTA: [Canada ready to allow U.S. dairy access](#). The clock was ticking as they needed to present a deal to the US Congress by October 1st in order to join the deal the Trump administration signed with Mexico and managed to do so just in time.

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From the desk of Gerdi Lito, Financial Advisor Associate, Manulife Securities Incorporated, gerdi.lito@manulifesecurities.ca :

Saving Periodically vs. Saving Once a Year

When you want to save money, you can do it by contributing a lump sum into your investment accounts or you can choose to contribute periodically by investing a small amount each month, every two weeks or even weekly.

Saving periodically has several advantages compared to doing an annual contribution:

- You optimize your cash flow and save more often. Studies show that people that contribute to their investment accounts every month or every week save a lot more than people that contribute annually. Putting the money in your investment account avoids the temptation to spend it compared to when you have it in your bank account.
- Instead of investing everything in one moment in the stock market, you can average in over time. This smooths the volatility of market returns in your portfolio.
- You don't have to worry when the deadline comes for your annual RRSP or TFSA contribution.

Contact us if you would like to set up a pre-authorized contribution in your portfolio. You can contribute \$25 or more for every period you choose (weekly, bi-weekly or monthly). You can always change the amount you contribute later depending on your cash flow.

From the desk of Laura Collins, Executive Assistant to Kurt Rosentreter, Manulife Securities Incorporated, laura.collins@manulifesecurities.ca :

Introducing our Financial Dictionary and Glossary

ACB stands for adjusted cost base = The adjusted cost base is the purchase price of a security plus reinvested dividends or distributions plus the cost of subsequent purchases.

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A Final Word from Kurt...

As we head into winter please contact us to schedule any planning meetings you would like to see completed before the end of December.

It continues to be a pleasure to partner with you on finances.

Warm regards,

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To follow Kurt's financial tips on social media, click on the links below:



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