

# FINANCIAL LETTER

MANAGING YOUR WEALTH



**Desjardins**  
Caisse De Lorimier-Villeray

## FINANCIAL ADVISORS: WORTH THEIR WEIGHT IN GOLD

There are lots of benefits to working with a financial advisor. By drawing up a financial plan<sup>1</sup> and getting a clear picture of your individual needs, they can give you advice that's right for you. But it's not just about planning for retirement—they can also help with advice for your estate planning, taxation and insurance needs. For more specific needs, they can consult other Desjardins partners or refer you to the appropriate expert.

**Can you afford not to use an advisor?**

**YOUR ADVISOR OFFERS VALUABLE EXPERTISE. JUST TAKE A LOOK!**



**RETIREMENT PLANNING AND THE ECONOMY**

Today's low-interest rate environment and the economic situation in general requires an effective long-term investment strategy that combines capital preservation with solid returns. These are important considerations when planning your retirement or even living off your investments when the time comes, to avoid depleting your capital too early.

### It's all about strategy...

Your advisor can recommend the right investments for you based on your investment goals, your risk tolerance, your investment horizon, the tax implications of your investment income and the various types of financial products available.

### ...and diversification

To increase the return potential of your portfolio, your investment strategy needs to be diversified. Good diversification is key to increasing your retirement wealth, even after you retire. That means investing in different sectors, asset classes and geographic regions.



**SOUND RETIREMENT INCOME PLANNING**

When it's time to dip into your investment savings, you need to consider the impact of every withdrawal.

- **RRSP and RRIF withdrawals = taxable**  
Withdrawals are added to your income, which can increase your overall income and therefore your annual tax rate.
- **TFSA withdrawals = non-taxable**
- **Withdrawals from non-registered investments = non-taxable**  
The principal portion of the withdrawals isn't taxable, but the interest earned on that principal is.

**For fixed-income securities, term savings and bonds:**

- > All interest income is taxable

**For growth securities (stocks)**

- > Half of the capital gain is taxable
- > Dividend income entitles you to tax credits

See over ►



## DISCOVER THE VALUE OF PROFESSIONAL ADVICE

Why use a financial advisor? Because their professional advice will help you:

- Build up a higher level of wealth
- Plan the kind of retirement you want
- Consider the tax implications when choosing investment products
- Stick to a good long-term investment strategy
- Avoid letting emotions get in the way of sound financial decisions



## CAPITALIZE ON YOUR DESJARDINS ADVISOR'S EXPERTISE

Your Desjardins advisor will help you draw up your retirement and retirement income plan. They have been carefully trained to:

- Translate your needs into investment goals
- Help you implement a strategy that meets your short and long-term needs
- Explain the various investment products to help you make informed decisions
- Ensure that your portfolio continues to meet your needs at all times

**Make an appointment today!**

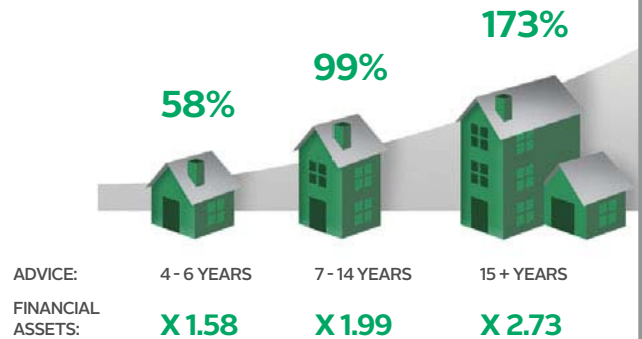


**TO FIND OUT MORE ONLINE:**

Read [5 questions smart investors need to ask themselves!](#)

## DID YOU KNOW?

Canadians who **use a financial advisor** for 15 years or more **build up 2.73 times more assets** than those who don't.



Canadians who **use a financial advisor save twice as much money** as those who don't.



1. Presented by an advisor registered as a mutual fund representative  
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**YOUR PROJECTS • YOUR FINANCIAL FUTURE • YOUR ADVISOR**

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**Desjardins**  
Wealth Management

Cooperating in building the future