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Will you outlive your money?



Are you concerned about expert projections that you may outlive your retirement savings? Confused by all the uncertainty surrounding the future of the Canada Pension Plan and Seniors Benefits? You already know how important your retirement savings will be. Perhaps it's time to get some informed guidance on the value of your present savings and learn how you can maximize the future value of your investments.

This is not about the future

I would like to offer my help in your search for financial security. Although banks and trust companies offer all sorts of savings accounts, GICs, mutual funds etc., there are relatively few people in the industry who can give you unbiased advice. Frankly most service people do not have the time to spend with you to nail down exactly what your needs are and to tailor investments and retirement plans just for you.

It's About Improving Your Future

As an independent financial planner, I study all types of investment products and assess their suitability for my clients - people from all walks of life, each with very different circumstances. Initial consultation at no charge; and of course any discussions will be completely confidential.

Please call me at (905) 875-3237 to arrange an appointment

B **W.R. (Bob) Reid**
 Donaldson Bourgon
 Financial Services

Associated with the Investment Centre **Investment Centre (905) 875-3237**

Prime Time Living

An Alternative to Mutual Funds

Submitted by Bob Reid

Something you're going to hear a lot about in the coming months are segregated funds. These "mutual funds with a guarantee" look, smell and act like mutual funds: but they are insurance products and therefore appeal to many conservators investors. Traditionally offered by life insurance companies (e.g. Manulife, Canada Life, G-W Life). the segregated fund field is now being opened up by fund companies like C.I., BPI and Trimark.

So, what are segregated funds?

They really are insurance policies, so at the end of the term (usually 10 years) you get your money back - even if the assets held by the fund are worth less than when you bought them. There are other benefits. Because it's an insurance policy you get to name a beneficiary - without probate fees. Also, if you name an immediate family member as beneficiary, creditors cannot gain access to the segregated fund should a business fail or even in the case of bankruptcy.

The downside to these products is the cost of insurance. After all, somebody has to pay for that "guarantee". The cost of insurance is built into the Management Expenses of the fund and costs are in the range of 0.5% to 2.0% per year.

Bottom line - Segregated funds can be useful as part of an estate plan to preserve capital and avoid probate fees. Or for a business owner who is interested in preserving their personal assets. Used wisely, they can enhance your financial future. For many people, the cost of the guarantee may well outweigh the benefits.

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