



# THE WEALTH MANAGEMENT PROCESS



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## 1. DISCOVERY

Your personal advisor sits down with you to gain a clear understanding of your goals both personal and financial.

## 2. FINANCIAL PLANNING

We will prepare a customized analysis of your financial situation incorporating your financial goals, risk tolerance and long-range plans.

## 3. WILL & ESTATE REVIEW

We can help you address your various estate planning concerns and recommend the steps you need to take to achieve your goals.

## 4. INSURANCE REVIEW

Our insurance specialist can help you protect everything you have worked so hard to build through innovative insurance-based strategies.

## 5. INVESTMENT POLICY STATEMENT (IPS)

Your advisor creates a customized IPS, which is the blueprint for your investment portfolio.

## 6. INVESTMENT PROPOSAL

Before implementation, your objectives will be reviewed and we will outline an investment plan created for you. Once approved, the recommendations are put into place.

## 7. ONGOING SERVICES

You are apprised of the performance of your portfolio and the markets through regular updates.

## 8. REGULAR REVIEWS

As your needs and the markets evolve, periodic reviews ensure that your plan remains an effective tool in achieving your objectives.



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There's Wealth in Our Approach.™