

LARA AUSTIN MINDINGMONEY

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FOR THE FRIENDS AND CLIENTS
OF LARA AUSTIN OF
RBC DOMINION SECURITIES

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There was a time...

There was a time when zippers didn't exist – only buttons (1917).

*There was a time when an economy ran before Credit Cards (1950) and Bank cards/
ATM machines (1969).*

There was a time when you took your photo film to be developed.

There was a time when children would be in the back seat of a car without seatbelts.

There was a time when you used a paper map to navigate in and between cities.

There was a time when food products came without nutrition labeling.

There was a time when you didn't have to take your shoes off before entering a plane.

There was a time when smoking was commonplace in buildings, workplace and home.

Sometimes things are created for our comfort and sometimes things are created for our safety. Most of us couldn't imagine returning to a time before these things. Humans crave security, consistency, convenience and transparency.

The investment world has reached a significant turning point. A decade from now we will reflect back and wonder – how did things ever operate before these changes? The two changes are CRM2 (covered in prior issues and will be reviewed before the final phase in Jan 2017) and Point of Sale.

In this issue, you will find an article detailing new Point of Sale requirements for purchasing Mutual Funds. EVERY dealer including banks, mutual fund companies and brokerages will be adhering to these new regulations. No more big white books (prospectuses) that nobody ever reads, just a simple page specifically for the fund you have purchased!

As an advocate for financial literacy, I am excited about the *Lunch and Learn* series highlighting the resources of our local professionals in Tax and Estate Planning. However, it is not too often that a financial advisor embarks on helping clients understand the NON-Financial Side of retirement. We are so lucky to have a specialist on the island that has studied and presented on this topic – worldwide! Mark your calendars for Barry LaValley!

In the meantime, be sure to check out the repeat of the *Lunch and Learn* events that are being offered through April and May. You need not be a client to attend, so far the feedback from attendees has been very positive. A fantastic educational opportunity! You can register your interest through Una at 250-334-5604.

Sincerely,

Lara D. Austin



RBC Wealth Management
Dominion Securities

POINT OF SALE - A NEW PROCESS FOR MUTUAL FUNDS PURCHASES ONLY

The Canadian Securities Administrators' "Point of Sale" or "POS" Project grew out of an increasing awareness by industry and regulators that investors found prospectus documents intimidating in length and difficult to understand. In 2010, after several years of consultation and research, the CSA published a framework for introducing a new, concise, plain language document – Fund Facts.

Fund Facts are designed to give investors key information about a mutual fund, in language they can easily understand and at a time that is relevant to their investment decision. The CSA mandates the contents and format of the Fund Facts document so that investors can easily compare information across a range of funds. The industry welcomes the new Fund Facts document as a vital step forward in helping to develop better informed and more financially literate investors.

The new framework is being implemented in three stages:

- Effective January 1, 2011, mutual funds companies were required to prepare and file a Fund Facts for each class or series of each of their mutual funds and to post the Fund Facts to their website.

- Effective June 13, 2014, mutual funds companies will be required to deliver the Fund Facts within two days of an investor's purchase of a conventional mutual fund. The prospectus for a mutual fund will continue to be available to investors upon request.
- Effective May 30, 2016, your dealer is required to provide you with a document called "Fund Facts" **before** you purchase a mutual fund. Your mutual fund purchase cannot be completed until your dealer delivers Fund Facts to you.

Why is this changing?

The change to pre-sale delivery will ensure you can review important information about a mutual fund before you buy it.

How will Fund Facts be provided to you?

Fund Facts could be delivered to you in-person, through email, or through other means. The method used will depend on how your dealer interacts with you. You can contact your dealer for more information on how Fund Facts will be delivered to you.

"Mutual funds have historically offered safety and diversification. And they spare you the responsibility of picking individual stocks."
-Ron Chernow

LUNCH AND LEARNS

As a financial literacy advocate, Investment and Wealth Advisor Lara Austin is pleased to be presenting these complimentary workshops. Each workshop is open to clients and the general public and is limited to 14 people per session. **The sessions are held in the boardroom at 777A Fitzgerald Ave in Courtenay.** They run from **12:00 p.m. to 1:00 p.m. and include a light lunch.** For your convenience, each topic is presented on two different dates.

ESTATE PLANNING FOR BLENDED FAMILIES – April 21

Guest Speaker: Catherine Miller | Lawyer

Naming beneficiaries on accounts and designing a Will to accommodate all those you care about becomes more challenging when a divorce or two have happened along the way. Discover the tools and resources as they apply to your unique situation.

INVESTING FOR INCOME – April 28

Speaker: Lara Austin, BA, FMA, CIM | Investment and Wealth Advisor, RBC Dominion Securities

Searching for cash flow from your investments? With the lowest interest rates in 60 years, we explore options for income, discuss how types of income are taxed, talk about OAS clawback, and the tools and resources for investors looking to control their cash flow streams.

TAX STRATEGIES FOR HIGH NET WORTH – April 7

Guest Speaker: Nicole Cahoon, CPA

You may drop your taxes off every year, but when was the last time you created a long-term tax strategy? This presentation will review the changes in tax law for 2015 and 2016, along with the tools and resources to apply to not only the current year – but also future tax planning.

POWER OF ATTORNEY PLANNING – May 5

Guest Speaker: Catherine Miller | Lawyer

Designed for both those named Power of Attorney - understanding your duties, and naming a Power of Attorney. Understand the documentation, the process, what triggers the roll, and review the complications that are avoidable.

YOUR RETIREMENT LIFESTYLE – Kick start your vision – April 14

Guest Speaker: Sue Maitland / Life Transitions Coach

Retirement is not just about the money. You need to have a clear vision about how you will spend your time in each stage in retirement. Learn: What is important to a baby boomers' retirement, the three phases of retirement and Sue's 7 tips for a successful retirement.

Contact Una Guile at 250-334-5604 to register. For more information, visit www.laraaustin.com

Deadline Reminders:

May 2, 2016 to file your 2015 income taxes.

December 23, 2016 last day for Canadian and US tax loss selling.

December 30, 2016 last day for RESP contributions, 2016 charitable contributions and 2016 TFSA contributions.



SPECIAL EVENTS

ROYAL TRUST – IN THE HOUSE ON APRIL 12!

Royal Trust provides services in the area of Corporate Executorships, and Corporate Powers of Attorney. Who should consider Royal Trust services?

- People whose family lives far away
- People who don't have a trusted individual to handle their estate affairs
- People who have complex affairs (ie multiple properties, businesses, assets that are hard to liquidate, family dynamics that are complicated)
- You are not required to be a client of Royal Bank or affiliates
- Cost is based on your unique situation, but is often a lot less than you would assume!

If you are interested in exploring the services of Royal Trust, Catharine Turner will be giving a presentation on **April 12th at 9:00AM** (including coffee/tea and muffins). Registration is **REQUIRED** as seating is limited. Anyone interested in an Individual Session later that day or in the future, please contact Lara Austin at 250-334-5606.



SO YOU THINK YOU ARE READY TO RETIRE? **May 26, 2016 – 6:30 to 8:00PM** **Stan Hagen Theatre**

Barry LaValley - The founder of The Retirement Lifestyle Center, a leading educator and authority on lifestyle transition to retirement.

In this presentation, global retirement expert Barry LaValley will help attendees understand the non-financial issues they face as they move into their "Second Life". This presentation focuses on Barry's research on common issues in retirement and considers both couples and singles.

For more information on this presentation – please contact Una Guile at 250-334-5604 to put your name on the invite list!

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