

LARA AUSTIN MINDINGMONEY

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

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LOOK TO THE LEFT

Notice something new? No, not the photo... although yes I updated that this summer to keep up with the wrinkles! Look just below...
It's a new title! Investment and Wealth Advisor.

What is a Wealth Advisor?

For the financial industry, a Wealth Advisor engages in the process of Wealth Management. This is an advisory discipline that extends beyond traditional portfolio management to include services related to financial planning, providing tax strategies and resources, estate planning resources and other financial services.

For our firm, providing a Wealth Advisor title is an acknowledgement that a particular Investment Advisor is regularly engaging clients in conversations related to the above-mentioned topics. Extra training and due diligence has to be completed before a Wealth Advisor title is awarded. RBC Dominion Securities does not hand out this title lightly.

For you, nothing changes. Clients who have opened their stories to me, have allowed me to coach them through the various aspects of wealth management, and who have allowed me to engage the resources I have at my disposal, have benefited and continue to benefit from my services. You may not have realized this before, but our relationship is fairly unique. I believe our relationship is special as my clients benefit from a well-rounded, holistic approach to their financial affairs.

For me, I look forward to the challenge of providing consistent and thorough wealth management advice for all of my current and future clients. I embrace the mantra of education before product. I will continue to share my accumulated knowledge by hosting publicly accessible educational events, supporting financial literacy in our schools, and as always, meeting with clients – their families and their friends.

Wealth Management is a process, not a moment in time or a product. It is not defined by net worth, although more complex issues and solutions often accompany a larger net worth.

Have a great end to 2014 and a wonderful beginning to 2015!

Cheers,
Lara D. Austin



RBC Wealth Management
Dominion Securities

WHY PETS SHOULD BE IN YOUR WILL

There are no statistics on the number of pet owners in the Comox Valley, however, based on the number of Vet Clinics in residence – it can be certain that a high proportion of our aging demographic enjoys the company of a pet.

Reportedly, Oprah Winfrey has left \$30 million in trust for her dogs. And while you may not be rich or famous, it makes sense to address a transition plan for your pets, rather than leave relatives to scramble and find suitable homes.

Consider leaving a reasonable monetary legacy in an estate to a chosen caregiver. Including this in your provisions will minimize the chances of your pet being abandoned to a shelter.

Calculating future expenses should include allowing for possible diseases and emergencies. Your pets' life expectancy is a consideration. Birds, reptiles and small animals like Chinchillas can sometimes live over 20 years. You may wish to dictate unique lifestyle factors for your pet including food, grooming, toys and recreational needs, and your desires for what you would like to happen when your pet passes away.

Beyond your Will (which is only referred to on your death), you may wish to incorporate your wishes in your incapacity planning. In the event that you are in a care facility or assisted living, you

may wish to dictate visitation schedules as part of your 'Power of Attorney' Document.

There are five periods of time where your pet is at risk.

1. If you become incapacitated.
2. Immediately after you have passed away (your pet could be left alone for days).
3. During your time of death and when the Will is read.
4. During the time that your Will is read and when is it probated.
5. The ongoing period after your Will is probated.

Many of my clients have pets that are very important to them. I would encourage you to make arrangements (either formally through your Estate Planning Documents) or informally to make sure that your pets enjoy the rest of their lives in the event that your life falls unexpectedly short.

Currently, the only pet I have is my office fish (whom many of you have met!) My fish is a Beta (Siamese fighting fish) named DRIP – which stands for 'Dividend ReInvestment Plan'. I know a couple of my work colleagues would jump to take over the \$3/year cost and care for the 2-3 years of DRIP's life.



CHARITABLE DONATIONS IN KIND: A SMARTER WAY TO DONATE...

Despite a correction in the market from September through to October, many clients still have significant gains in their taxable, Canadian Dollar account Portfolios. If you are a regular donator to local charities, it can be easier than you think to donate some or all of your shares IN KIND.

When you give securities such as publicly traded shares in-kind to a registered charity, ***you pay zero capital gains taxes.*** That means you can receive significantly greater tax savings when donating shares, as the following table shows.

Selling shares and donating Cash

	Cash	In-Kind
Value of donation	\$100,000	\$100,000
Original cost	\$10,000	\$10,000
Capital gain	\$90,000	\$90,000
Taxable capital gain	\$45,000	\$0
Tax on capital gain	\$20,250	\$0
Donation tax credit	\$45,000	\$45,000
Net tax savings	\$24,750	\$45,000
Cost of \$100,000 gift	\$75,250	\$55,000
Assumes marginal tax rate and donation tax credit of 45%.		

Things for you to know:

- While the amount in the example is LARGE, you can donate ANY amount (typically \$1,000 to \$5,000 is what we see)
- You do not need to donate an entire holding, you can dictate the amount of shares you wish to donate
- The remainder of your account stays confidential to you, the charity will have no knowledge of the rest of your portfolio details
- The best holdings to donate are Stocks and equity based Mutual Funds with significant unrealized capital gains

Your next steps:

- Simply contact the charity of your choice and ask if they accept In Kind donations
- They will provide you a form to fill out and sign, which will initiate a transfer of your holding to the brokerage firm that works with your charity
- You will receive a charitable receipt for the Market Value of the holding as of the day it is received by the charity

Some local Charity that accept Donations IN KIND:

- St. Joseph's Hospital Foundation
- Nesta and Bill Adam Legacy Fund (contact St. Joseph's Hospital Foundation for details)
- Pacific Region International Summer Music Academy
- Comox Valley Youth Music Centre

*"Those who fail to prepare, are prepared to fail."
– Unknown*





ADMINISTRATION CORNER

Year End Review Meetings including:

- Tax loss/gain Harvesting
- Performance Reporting
- TFSA Contributions – Pre-instructions for 2015
- Update to Family Snapshot/ Financial Planning discussions

We are still booking appointments for year end meetings. If you would like a year end review, please call my assistant, Rayanne Renooy, 250-334-5604 to book your hour.

There will be NO Full Review meetings available from January 2nd to January 8th 2015 as we are processing hundreds of TFSA contributions during that period.

Deadlines to Know:

December 24, 2014 – Last day for Canadian tax loss selling.

December 26, 2014 – Last day for US tax loss selling.

December 31, 2014 – Last day for RESP contributions, 2014 charitable contributions and 2014 TFSA contributions.

March 2, 2015 – Last day for RRSP contributions that count toward 2014 tax year (given that March 1st is the true deadline and it is a Sunday).

If you are dropping off funds for RESP, TFSA or RRSP over the coming months, Rayanne or Jamie (front desk lady) are happy to process your deposit. TFSA cheques can be postdated

to January 2nd, 2015 and kept in our vault (convenient for those away over the holidays).

I will follow up for investment instructions by phone.

Office Hours for deposits are Monday to Friday 8:30 to 4:30PM.

Online Deposits available:

Available through your Online Banking (simply set up your RBC DS Account as a 'Bill Payee'). RRSP contributions can be made directly. TFSA contributions must be directed to your Canadian Dollar account, then we can process the contribution manually here. We appreciate an e-mail alert if you are doing an online deposit so we can watch for it at this end.

Mark the Date: January 8, 2015

We have a visiting professional Susan Benesch, Estate & Trust Advisor for RBC Wealth Management, Estate & Trust Services. If you are considering naming a Trust Company to act as Power of Attorney or Executor OR you have been named Power of Attorney or Executor and need assistance with the role... Susan is here to take individual meetings to address your questions. Please call her directly at 250-391-4608 (Victoria) or allow my assistant Rayanne to line up a meeting for you.

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