

THE BROXTERMAN BULLETIN

YOUR QUARTERLY FINANCIAL PLANNING NEWSLETTER

FALL
2014



SHELLEY WHITE
Financial Planner
for the Broxterman Team
of RBC Dominion Securities

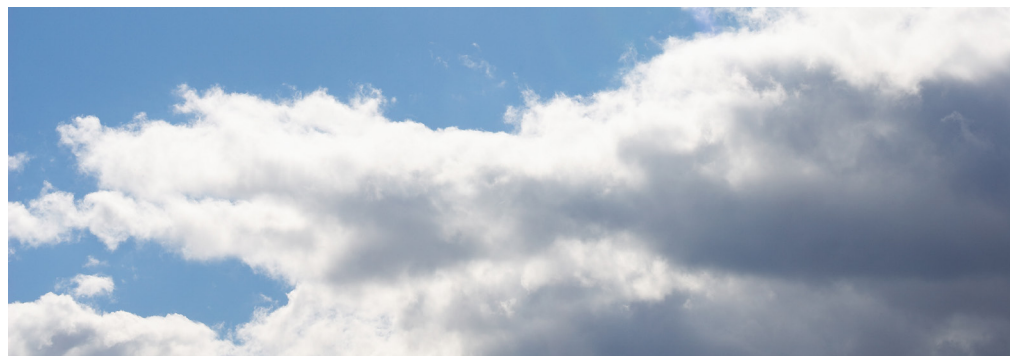
Phone: 519-747-7899
Toll-free: 1-800-265-8720
Fax: 519-747-1808
shelley.white@rbc.com
www.tonybroxterman.ca

RBC Dominion Securities
95 King St. South – 3rd Floor
Waterloo, ON N2J 5A2

WELCOME & THANK YOU

A warm welcome to the clients who have recently joined us and thank you to the clients who mentioned us.

We also want to thank our existing clients for their continued loyalty to us.



I NEVER THOUGHT IT WOULD HAPPEN TO ME...

For those of you who are unaware, earlier in the year, I was diagnosed with Malignant Melanoma.

Throughout my journey of healing, there were a lot of unknowns along the way until my surgery took place in September.

The one thing that I do know, however, was that I did not have any critical illness insurance, which may have provided me with a lump sum of money that I would have been able to use at my discretion. I never thought that this would happen to me—and it did. I figured my chances of becoming disabled or prematurely deceased were higher than a critical illness. Boy, was I ever wrong.

In the end, my surgery was successful and I am currently cancer-free, however, my message to everyone is now much clearer.

Critical illness insurance is designed to provide consumers the opportunity to

recover and resume life without the added burden of financial debt. It can be purchased in any amount: from \$10,000 to \$2,000,000.

Critical illness coverage protects and provides the financial safeguards due to loss of income and/or the depletion of assets that may damage one's financial affairs. While you return to health there is no need to worry about where the money will come from for your continuing financial commitments.

Concerns for children's education, the affordability of something for yourself or for others, or how creditors will be paid may be relieved. So may the fear of liquidating investments and the associated consequences on retirement or estate planning.

I would love the opportunity to connect with you regarding receiving a possible quote for this important insurance solution.



RBC Wealth Management
Dominion Securities



CRITICAL ILLNESS INSURANCE: A REAL LIVING BENEFIT

CONSIDER THIS:

- David thought he had prepared himself well for retirement by setting up his own business. That was before he was diagnosed with prostate cancer.
- No hospital close to home could give him treatment for 15 weeks and he could not afford the expense to travel to another hospital, not to mention take the time away from his business.
- David and his wife had to retire much earlier than either had planned for and had to sell their business, their home and other valued possessions.

KEY CONCERNS

- Canadians are living longer, often with a life-altering illness.
- Many Canadians worry about themselves or a loved one becoming critically ill.
- Modern medicine can save the patient but may cause a huge financial drain on family resources.

INTERESTING STATISTICS

- On average, 487 Canadians will be diagnosed with cancer every day.
- Based on 2011 estimates, 40% of women and 45% of men in Canada will develop cancer during their lifetimes.

General cancer statistics at a glance – Canadian Cancer Society, 2011

IN CANADA EACH YEAR...

- There are an estimated 70,000 heart attacks. That's one heart attack every seven minutes.
- There are over 50,000 strokes. That's one stroke every 10 minutes.

The Heart and Stroke Foundation of Canada, 2011

- Traditional insurance products that pay the benefit on death often fall short dealing with this dilemma.

THE SOLUTION

- Critical illness insurance pays out a one-time lump sum benefit if you survive (for at least 30 days) any of the illnesses or health conditions listed in the policy.
- Critical illness insurance was designed to give consumers the opportunity to recover and resume a meaningful lifestyle without the added burden of financial debt.
- Proceeds from a critical illness policy can be used at your discretion: you can use it to make modifications to your home, to get the best medical treatment or to travel with your loved ones.

THE DETAILS

- Life insurance companies offer critical illness (CI) insurance within their increasingly popular living benefits product lines.

CRITICAL ILLNESS INSURANCE CAN PROVIDE COVERAGE IN THE FOLLOWING SITUATIONS, DEPENDING ON THE COVERAGE YOU CHOOSE:

- Alzheimer's Disease
- Aortic Surgery
- Aplastic Anaemia
- Bacterial Meningitis
- Benign Brain Tumour
- Blindness
- Cancer
- Coma
- Coronary Artery Disease (requiring surgery)
- Deafness
- Heart Attack
- Heart Valve Replacement
- Kidney Failure
- Loss of Independent Existence
- Loss of Limbs
- Loss of Speech
- Major Organ Transplant Recipient
- Major Organ Transplant Wait List
- Occupational HIV injury
- Multiple Sclerosis
- Motor Neuron Disease (ALS or Lou Gehrig's Disease)
- Paralysis
- Parkinson's Disease
- Severe Burns

Covered illnesses may vary by insurance company. All suppliers cover Cancer, Heart Attack, Heart Disease and Stroke.

- 24+ critical illnesses may be covered, including heart attack, stroke and cancer.
- This product is generally available with three paying options: Term 10, to age 75, or for lifetime.
- You can purchase any amount of critical illness insurance from \$10,000 up to \$2,000,000.
- Some plans allow you to choose a Return of Premium benefit which is active after a period of time, at expiry, or if you pass away while the policy is in effect and other provisions have been met. If you choose this option and you never make a claim, you or your beneficiary may receive the premiums you paid. Choosing this option compensates you for not using the coverage you purchased.
- Some plans offer an Early Intervention Benefit, which provides you with a small amount of your coverage for conditions not normally covered by other critical illness products, such as early breast and early prostate cancers.

For more information, please contact us.

RRSP CONTRIBUTION INFORMATION

The Canada Revenue Agency (CRA) has announced that the last day to contribute to get a deduction in 2014 will be Monday, March 2, 2015. The actual day is March 1, but since it is a Sunday, it gets moved to the next business day.

- The annual maximum contribution for 2014 is \$24,270
- The annual maximum contribution for 2015 is \$24,930

Tax Loss Selling Dates:

The last day an order can be placed for settlement in 2014 in Canada will be Wednesday, December 24, 2014. On the U.S. exchanges it is Friday, December 26, 2014.

Tax-Free Savings Account (TFSA) Contribution

- \$5,500 for 2014 tax year
- \$5,500 for 2015 tax year

October 14 Tax Measures Announcement

On October 30, 2014, Prime Minister Stephen Harper presented new tax measures to provide tax relief and benefits for families with children under 18.

Highlights of the proposed measures include:

1. Income splitting up to \$50,000 for families with children under 18, in the form of a federal non-refundable tax credit, effective for the 2014 taxation year. This credit will result in tax savings of up to \$2,000.
2. An enhanced Universal Child Care Benefit that would provide up to \$1,920 per year (an increase of \$720 per year) for children under age six, and a new benefit of up to \$720 per year for children ages six through 17, effective January 1, 2015.
3. A \$1,000 increase in the maximum dollar amount that can be claimed under the Child Care Expense Deduction, effective for the 2015 taxation year.
4. Doubling of the child fitness tax credit from \$500 to \$1,000, effective for the 2014 taxation year, and making it refundable effective January 1, 2015.

This article is for information purposes only. Please consult with a professional advisor before taking any action based on information in this article.

PERSONAL TOUCH



Left: Some of Carolyn's extended family out to cheer on her daughter's OFSAA event

Right: Shelley and her daughter at a charity event.



Left: Mike's kids had a riot this past Halloween.

Right: Tony's attire while in Arizona.

RECENT TOPICS FOR CONSIDERATION

- **RRSP Deduction Limit Statement** – understanding and interpreting your Notice of Assessment
- **Ontario Increases Taxes** – for higher income earners
- **Employment Changes** – options for pension plan members, severance and other benefits, managing your cashflow
- **Until Death Do Us Part** – special report explores key aspects of estate planning.

If you're interested in more information about any of these issues/reports, please email me.

Thank you for your ongoing loyalty to the Broxterman Team of RBC Dominion Securities. We would be pleased to provide a complimentary wealth management assessment or financial plan to any friend, family member or colleague you refer to us.

This information is not investment advice and should be used only in conjunction with a discussion with your RBC Dominion Securities Inc. Investment Advisor. This will ensure that your own circumstances have been considered properly and that action is taken on the latest available information. The information contained herein has been obtained from sources believed to be reliable at the time obtained but neither RBC Dominion Securities Inc. nor its employees, agents, or information suppliers can guarantee its accuracy or completeness. This report is not and under no circumstances is to be construed as an offer to sell or the solicitation of an offer to buy any securities. This report is furnished on the basis and understanding that neither RBC Dominion Securities Inc. nor its employees, agents, or information suppliers is to be under any responsibility or liability whatsoever in respect thereof. The inventories of RBC Dominion Securities Inc. may from time to time include securities mentioned herein. RBC Dominion Securities Inc.* and Royal Bank of Canada are separate corporate entities which are affiliated. *Member-Canadian Investor Protection Fund. RBC Dominion Securities Inc. is a member company of RBC Wealth Management, a business segment of Royal Bank of Canada. ©Registered trademarks of Royal Bank of Canada. Used under licence. © 2014. RBC Dominion Securities Inc. All rights reserved.