



Expert resources to meet your wealth management needs

RBC Wealth Management Services

RBC Wealth Management®





Much of the expertise that you would normally expect to only find within a Family Office is now available through your RBC advisor. By drawing on the RBC Wealth Management Services' team of highly accredited lawyers, accountants and financial planning professionals, we are able to deliver the level of integrated wealth management expertise that previously was available only to the most affluent families.

FINANCIAL PLANNING

- Development of a comprehensive financial plan that includes projections to determine if you are on track to meet your goals such as retirement, estate and risk management
- Help you take a financial planning approach related to every financial decision that impacts your life

TAXATION

- Recommend strategies to help reduce your family's tax burden
- Discuss strategies to minimize tax through structures such as family trusts, holding companies and insurance
- Provide specific corporate and personal tax planning strategies for business owners

BUSINESS SUCCESSION PLANNING

- Discuss strategies to effectively transition from your business in a tax-effective manner
- Identify the missing elements of your succession plan and provide strategies and solutions to fill in the gaps
- Assist in implementing an Individual Pension Plan for yourself or your key employees as part of your succession plan
- Assist in providing you with an overall financial plan and contingency plan as part of your business succession plan

CHARITABLE GIVING

- Help you determine which charitable giving strategies are most suitable for you based on your objectives
- Assist you and your family to implement a charitable foundation to minimize tax and leave a lasting legacy

EDUCATION SAVINGS

- Provide you with strategies and a variety of options to fund your children or grandchildren's education in the most tax-effective manner
- Through a financial plan, determine the required annual savings required to meet your education funding goals

RBC WEALTH MANA

PERSONALIZED ADVICE TO MEET THE BROAD RANGE OF YOUR WEALTH MANAGEMENT NEEDS



AGEMENT SERVICES

ESTATES AND TRUSTS

- Provide tax-efficient strategies to transfer your wealth to chosen beneficiaries
- Review your current Will and provide Will and estate planning recommendations consistent with your objectives
- Help you determine which trust solutions may be appropriate for you based on your family situation and your objectives

INSURANCE

- Assist you in analyzing the need for insurance to provide for your loved ones due to disability or death
- Deliver creative insurance strategies to minimize tax, maximize your estate, increase retirement income or create a legacy

RETIREMENT

- Help you determine strategies and techniques to meet your retirement income goals
- Provide you with strategies to maximize your after-tax retirement income

HOLDING COMPANIES

- Provide creative strategies to minimize tax during your lifetime and maximize your estate for your holding company assets
- Provide robust, consolidated financial reporting to corporations owning significant investment portfolios and seeking professional administration

U.S. AND INTERNATIONAL

- Provide you with information and strategies on U.S. tax and estate planning related to issues such as purchasing U.S. properties, moving to and from the U.S. and U.S. citizens living in Canada
- Discuss international planning strategies and issues of owning foreign assets and having family members located outside Canada

THE RBC WEALTH MANAGEMENT SERVICES TEAM

Strategies – When you meet with a member of the RBC Wealth Management Services team, we will work with you and your advisor to understand your personal goals. Drawing on the depth of experience that members of our team have developed as financial, taxation and legal professionals, we are able to present strategies that are appropriate for your personal situation. Reaching your goals often requires an interaction of strategies that minimize taxation, provide sufficient retirement income, safeguard your wealth, and provide for the effective transition of assets between generations.

Solutions – RBC Wealth Management Services team members will work with you and your advisor to turn proposed strategies into actionable solutions. For example, both the Spousal Loan Strategy and the RBC Family Trust are solutions that may meet your personal goal of minimizing tax. Leveraging the experience and knowledge of both your advisor and members of the team, we can assist in determining which solutions can best allow you to reach your family's goals.

Implementation – Your advisor will work with your own tax and legal advisors and members of the RBC Wealth Management Services team to effectively execute on the strategies and solutions that will help you to reach your personal goals and bring you peace of mind.

YOUR UNIQUE FINANCIAL SITUATION REQUIRES PERSONALIZED ADVICE

The professionals within RBC Wealth Management Services work with you and your RBC advisor to help meet your goals and uncover opportunities for you. Some examples of the situations in which we can help include:

- Business owners who need help managing their personal, holding company and business financial assets
- Professionals requiring assistance in structuring their affairs to both safeguard assets and minimize taxes
- Successful executives looking to grow and protect their wealth
- Individuals looking to balance their current needs with a savings strategy that will help them achieve their long-term financial goals
- Retirees requiring strategies that will maximize their income after taxes while preserving their capital for the long-term
- Families looking to efficiently transfer accumulated wealth to the next generation
- Parents and grandparents looking to fund the educational and living costs of their offspring in a tax efficient manner
- Business owners looking to tax-effectively transition their businesses
- Charitably inclined individuals who are looking for their donations to provide maximum long-term benefit and value
- Individuals with U.S. and international connections requiring specialized tax and estate planning assistance

Whether your goals include converting the equity in your business into an enhanced retirement benefit, planning for your children's or grandchildren's expenses, or your desire to leave a family legacy, RBC Wealth Management Services team members can provide advice and suggest strategies to achieve your goals in a tax efficient manner. Your RBC advisor can build on these strategies by suggesting potential solutions, which can then be implemented in coordination with your own tax and legal professionals.



**For more information on your wealth management needs,
please speak with an RBC advisor.**

› Visit our website at www.rbc.com



RBC Wealth Management®

Clients should consult their own professional advisors when planning to implement a strategy. This will ensure that individual circumstances have been properly considered and that action is taken on the latest available information.

All of the services and products listed are available through one of either RBC Dominion Securities Inc.* ("RBC DS"), RBC DS Financial Services Inc. ("RBC DS FS"), RBC Phillips, Hager & North Investment Counsel Inc. ("RBC PH&N IC"), Royal Bank of Canada ("RBC"), Royal Mutual Funds Inc. ("RMFI"), Royal Trust Company and Royal Trust Corporation (collectively "RT").

RBC Dominion Securities Inc.*, RBC Phillips, Hager & North Investment Counsel Inc., Royal Bank of Canada, Royal Mutual Fund Inc., Royal Trust Company and Royal Trust Corporation are separate corporate entities which are affiliated. Insurance products are offered through RBC DS Financial Services Inc., as subsidiary of RBC Dominion Securities Inc. RBC Dominion Securities Inc., RBC Phillips, Hager & North Investment Counsel Inc., Royal Trust Company and Royal Trust Corporation are member companies under RBC Wealth Management. RBC Wealth Management is a registered trademark of Royal Bank of Canada. *Member CIPF.

®Registered trademark of Royal Bank of Canada. Used under licence. ©Copyright 2009. All rights reserved.