

**KARIMVISRAM**  
PRIVATE WEALTH MANAGEMENT GROUP  
OF RBC DOMINION SECURITIES



**Wealth Management**  
Dominion Securities

# Private WealthManager

An exclusive newsletter for our clients and friends | January 2017



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## A word from Karim

I would like to begin by wishing you a very happy New Year. I hope you had a Merry Christmas and a very memorable New Year's Eve celebration with friends and family. I would also like to thank all of you who joined us for our annual Christmas brunch on December 3.

I hope you and your family enjoyed getting the Christmas season started with us. Based on the feedback received from those who attended, this proved to be our best Christmas brunch so far. Looks like we will hold our 2017 celebration at the Boulevard Club as well. Wait for details to follow in the summertime. I hope those who were not able to attend in 2016 will be able to attend in 2017.

This past quarter has been a very busy one (I like it that way). At home, Aqil and Kiyaan are growing up (literally and figuratively) into awesome teenagers and me a proud father. They continue to play tennis and soccer almost every day and have now started to do fitness as well a few times a week. They are now both taller than their dad who is not a happy camper having to look up at them to talk to them. Hard to be the authority figure (which I like to be) while looking up to a couple of teenage kids. Kiyaan is only 13 (almost 14) and he is about 6 feet tall. Lord help us if he gets taller than Aqil and me both.

We try to visit my mom at least once a week and spend time with her. While there, I am trying to videotape Aqil and Kiyaan interview her about her life story and her childhood and family. I feel this gives them a sense of their history and helps them get to know their

grandmother, who has been the rock of our family, a little better. Thank you to all who came to say hello to my mom at the brunch. She was so touched and moved that she was at first not happy with me for drawing attention to her but then she was disciplined (jokingly) by my sister.

At work we had some great news that Herman and his wife are expecting another addition to their family sometime in the summer of 2017. As happy as Herman was, he seemed a bit shell shocked about having to change diapers once again and taking care of two littles at home and three littles (Louisa, Kira and Smarty) at the office (ok, just joking).

This year (2017) is a special year for me. More special than other years have been. Not only do I turn 60 this year (shhhh), but it will be 30 years for me at RBC. To mark this occasion, I am looking at doing one of my adventure trips this year for couple of charities. Have to do something physical, other than get beat by Aqil at tennis and Kiyaan at soccer, to prove that 60 is now the new 40. Stay tuned for details when finalized.

Now to some housekeeping topics.

### Social media

As difficult as it may be for this young dinosaur to get on board with the modern age of technology, I have decided to get on the social media train. As such, we have recently launched our new website, LinkedIn site and Facebook for business websites. This is still a work in progress so we welcome

any feedback you may have for us on how we can improve these tools of communication. Thank you for visiting our sites.

### Tax package for 2016

You should receive the tax documents by late February and most of the tax slips will be in the mail by the end of March. For those of you who have signed up for a duplicate copy of this tax package to be sent directly to your accountants, they will receive them at the same time you do. Please advise your accountant to look out for this package.

For anyone who has not signed up for this no-charge service, please contact our team at 416-956-8888.

### TFSA and RRSP contribution

It's a new year, which means you can contribute an additional \$5,500 into your TFSA. I always recommend contributing if you have non-registered funds. We have already contributed for everyone who we were able to connect with. We would appreciate a call from you if we have not been able to reach you.

### Educational seminar

We are planning an educational seminar in the spring or summer time. One of the topics I am looking at is identity theft and cyber security. If there are other topics that you would like to hear about, please feel free to email or call me. Stay tuned for details.

### Team update

I am sad to announce that Louisa will be leaving the team and her contributions will be greatly missed. At the same time, I am very happy to announce that Leida Sefa will be joining the team in the coming weeks. She has many years of financial service experience, and looks forward to working with you. Please extend a warm welcome to her.

## New account cost and performance reports coming in early 2017

You might already be aware that, starting this year, you will receive two new reports for your RBC Dominion Securities account(s). This is part of an industry-wide regulatory initiative called "CRM2" which is designed to provide you with more information on the costs and performance associated with your account(s).

It's important to note that there are no additional costs to you as a result of these changes – the new reports simply provide more detail.

Here is an overview of the two new reports:

- 1. The annual charges and compensation report** – This report will disclose the costs paid and other compensation received by RBC in relation to services provided to you for each account annually. You already get a similar report now for your non-registered account(s).
- 2. Annual investment performance report** – This will show an account's returns on a different basis. Notably, this report will show "money-weighted" rates of return.

This is a different way of calculating investment performance than the industry-standard "time-weighted" method that is currently used by RBC Dominion Securities and most other investment firms. Money-weighted returns factor in the amount and timing of deposits and withdrawals, whereas time-weighted returns do not. Please be aware that while "money-weighted" and "time-weighted" calculate the returns differently, the end result is that both returns will be close to the same most of the time. On my website, [www.karimvisram.com](http://www.karimvisram.com), I have added a video that explains the differences and included a couple of one pagers to explain both return calculations.

You will receive your actual reports in the mail for each account (a mandatory requirement of our industry regulator) in the coming weeks.

I understand that it may take a while to fully understand the reports. If you have any questions about them, now or in the future, please feel free to call me or any member of my team.



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