

# The Hass Report



**Wealth Management  
Dominion Securities**

*A Newsletter for the friends and clients of Shawn Hass & Dustin Leniuk*

## Winter 2018

Hass Wealth Advisory Group  
of RBC Dominion Securities



Shawn Hass, B.Mgt, FMA, CIM, FEA  
Vice President  
Portfolio Manager



Dustin Leniuk, B.Mgt., CFP  
Associate Wealth Advisor  
Financial Planner



Melissa Honess  
Administrative Assistant

Toll Free 844-709-8972  
Office 403-317-4312

RBC Dominion Securities Inc.  
204-1st Avenue South,  
Lethbridge, AB T1J 0A4

## Jeff Bezos' regret minimization framework

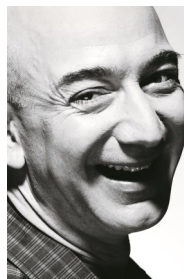
Everything about the investment process is a series of trade-offs. Investing itself is delaying current consumption for future consumption. Investing really comes down to regret minimization. Some investors will regret missing out on huge gains while others will regret taking part in huge losses. Which regret will wear worse on your emotions? Investors are constantly battling conflicting emotions and desires. We want higher expected returns in the long-run but we also want stability in the short-run. We want to take advantage of volatility, but not experience it in our portfolios. We want to earn higher yields on our investments, but accept none of the higher risks involved. We want all of the upside with none of the downside. Since these desires are conflicting, we're all forced to make trade-offs. This works beyond investing as well. Every big decision you make in life will involve some sort of give-and-take.

Amazon.com founder and CEO Jeff Bezos has a great take on this idea when it comes to making life-altering decisions. When he first considered starting Amazon, Bezos was actually working for D.E.

Shaw, one of the biggest, most well-respected investment businesses. It seems like a no-brainer in hindsight, but at the time it was not the safest career move to leave a well-paying hedge fund job to start an online bookstore. So how does someone like Jeff Bezos make this kind of life-altering decision? Here's the story, as told by Brian Christian and Tom Griffiths:

Regret can also be highly motivating. Before he decided to start Amazon.com, Jeff Bezos had a secure and well-paid position at an investment company in New York. Starting an online bookstore in Seattle was going to be a big leap — something that his boss (that's D. E. Shaw) advised him to think about carefully. Says Bezos: "The framework I found, which made

the decision incredibly easy, was what I called — which only a nerd would call — a "regret minimization framework." So I wanted to project myself forward to age 80 and say, "Okay, now I'm looking back on my life. I want to have minimized the number of regrets I have." I knew that when I was 80 I was not going to regret having tried this. I was not going to regret trying to participate in this thing called the Internet that I thought was going to be a really big deal. I knew that if I failed I wouldn't regret that, but I knew the one thing I might regret is not ever having tried. I knew that that would haunt me every day, and so, when I thought about it that way it was an incredibly easy decision."



**amazon.com**

People are constantly forced to make big decisions about their life in the face of uncertainty that is impossible to reduce. Should I take this job? Should I buy this house? Should I move to a new city? Should I go back to school and start all over again? Bezos makes an important distinction between a decision you can live with and the potential for failure based on that decision. There's a huge difference between experiencing regret and

experiencing a poor outcome. Failure is part of life so you can't expect every risk to pay off for you. At times you have to accept small regrets in order to avoid large ones. As my colleague Tony Isola said recently, "too many people are experts at success, but amateurs at failure."

Here are a couple of questions to ask yourself based on this Jeff Bezos framework for making life-altering decisions:

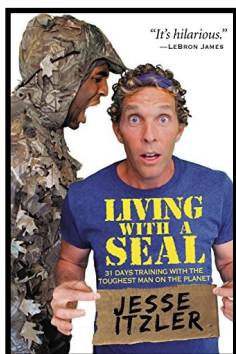
Have I minimized the number of regrets I have in life?

Will I regret having tried this?

*Source: Ben Carlson A Wealth of Common Sense  
& Algorithms to Live By*



# A Book an App & Website

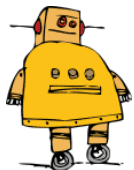


## Book: Living With a Seal

Entrepreneur Jesse Itzler chronicles his month of living and extreme fitness training with a Navy SEAL in the New York Times and #1 LA Times bestseller.

Jesse Itzler will try almost anything. His life is about being bold and risky. So when Jesse felt himself drifting on

autopilot, he hired a rather unconventional trainer to live with him for a month—an accomplished Navy SEAL widely considered to be "the toughest man on the planet!"

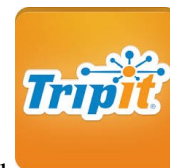


## instructables

## App: TripIt

The basic, free version of the app allows you to forward all your travel plans – flights, hotel reservations, car rental, restaurant bookings and so on – to a special

TripIt email address, where they will be converted into one easy-to-read itinerary that is accessible on your mobile device, even when it's offline.



**Website:** <http://www.instructables.com/>

Instructables provides instructions to help you build just about anything you can imagine. It provides a platform for people to explore, document, and share their creations.

## Community

This quarter, we were proud to support various organizations throughout Southern Alberta. In particular, we participated in the Christmas Angel Tree Program, which was a great opportunity. The program provides a purposeful way for you to spend the holiday season with your children, shopping and wrapping gifts for others. We thank our many friends and family who joined our initiative and purchased gifts for our Angel Tree families.



- CRHF Lights of Hope
- Lethbridge Family Services
- Lethbridge Pregnancy Care Centre
- YouthOne
- Mercy Ships Canada
- Child Haven Int.
- Lethbridge Food Bank
- Lifewater Canada
- Movember Foundation

## Details

### How is the RRSP contribution limit determined?

The RRSP contribution limit is determined as the lesser of:

- 18% of your earned income, or
- An amount specified by the Canada Revenue Agency (CRA). For 2017, the amount is **\$26,010**.

Earned income includes any money made from employment (such as wages) as well as things like alimony and rental income. Investment income, which encompasses dividends, interest, and capital gains are not included in the earned income calculation.

**RRSP Deadline March 1st, 2018**

**2018 Tax Free Savings Limit - \$5500**

Visit us on-line at:  
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Dominion Securities

## Signs around town...



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