

Wealth of Life



Wealth Management
Dominion Securities

SUMMER 2017



Tingley Group of RBC Dominion Securities

Howard Tingley, BBA, CIM

Vice-President
Portfolio Manager
Wealth Advisor

Jeff Mahoney, CA, CFP

Associate Advisor

Philippe Cyr, CFP

Associate Advisor

Angela Stuart

Associate

Jessica Berry

Associate

Joe Linthorne

Associate

Melanie Price

Administrative Assistant

Phone: 506-869-5444
Toll-free: 1-800-380-3888

RBC Dominion Securities
633 Main Street, Suite 650
Moncton, NB E1C 9X9

Where you put your focus grows!

Brexit, President Trump, Macron winning the French election, immigration, far left, alt news. I started in the investment industry in 1990 and I must say people are more engaged in geopolitical/economic affairs than I have ever seen.

Every day I find myself having numerous discussions around President Trump or the election in France, the U.K. pulling out of the EU, and so forth. Every day there is a new headline to catch our attention. I must say I have come to a few conclusions on this. For most of us beyond the headline we don't have a lot of knowledge of the underlying issues both for and against a certain topic. I have noticed as I have come home all worked up about something after about two or three questions from my wife I realize I don't really know a lot about what I am trying to argue for or against. The other conclusion I have come to, is that it is becoming very difficult to distinguish between fact and fiction with news broadcasting. Surprisingly all this noise has not negatively impacted the investment markets with gains both in 2016 and so far this year. Although markets can now and then be affected by the headlines what drives markets is the underlying economy and currently most economies around the world are doing very nicely.

My suggestion for a nice peaceful summer would be to take a nice little break from all the daily drama and spend time with your family, read a book, do some hiking, whatever it is that brings you joy.

In this issue of Wealth of Life we introduce a new member to our team,



Melanie Price. Melanie comes to us from RBC where she assisted financial planners around the province, she started with us on July 10th. We are very excited to have Melanie join our team so that we can bring better service to the families we look after. Melanie will be assuming Jessica's responsibilities with the team so next time you call in, say hi and take some time to get to know her, welcome Melanie. Jessica will now be more directly involved on a daily basis assisting Jeff and Phil with the families they look after.

We also have a great article from Royal Trust on Understanding Your Responsibilities as an Executor, Attorney, or Trustee. Estate planning is by far the single most important financial planning issue we deal with as a team.

Then Jessica is going to review some new features with DS Online and also a new service called two-way secure messaging.

Remember, as author Barbara Holland said, "Gloom we always have with us, a rank and a sturdy weed, but joy requires tending." So, put down the newspaper and shut off the TV so you can relax and enjoy the summer. Oh yes don't forget to pick up some sunscreen and bug repellent.



Introducing our newest team member, Melanie Price

Melanie started her career with RBC in 2005. She spent the first seven years of her career at the RBC Contact Centre in Moncton as an Investment Representative. Prior to joining the Tingley Group at RBC Dominion Securities in July 2017, she supported a team of RBC Financial Planners across New Brunswick as a Financial Planning Associate.

Melanie received her diploma in Business Management with a focus in Accounting from Oulton College in 2004. She is currently working on completing the Canadian Securities Course as well as the Conduct & Practices Handbook.

One of Melanie's key roles on the team is to be the primary point of contact

with our clients, daily managing of clients' needs, fulfilling varied requests and acting as a liaison with the firm's back-office department. Melanie is committed to providing an exceptional client experience and is looking forward to building long-term relationships with our clients. As she is fluently bilingual, she can provide service in both our official languages, English and French.

Melanie and her husband Dennis enjoy spending the summers at their trailer in Cap-Pele with their two young sons, Evan and Nolan. They are fortunate to be surrounded by many friends and family members at their trailer. They also enjoy travelling to Corner Brook, NL to visit Dennis' family.

Cream of cauliflower soup

“Thinking is the hardest work there is, which is probably the reason so few engage in it.”
– Henry Ford, auto manufacturer

2 medium onions chopped
2 medium carrots, GRATED
4 celery ribs, sliced
2 garlic cloves, minced
1/4 cup plus 6 tbsp butter or margarine, Divided (the 6 tbsp are used with the flour & milk to make thickening.)
1 medium head of cauliflower chopped
5 cups chicken broth
1/4 cup minced parsley
1 tsp salt
1 tsp coarsely ground pepper
1/2 tsp dried basil
1/2 tsp dried tarragon (optional)
6 tbsp all purpose flour
1 cup milk (or whole canned milk)
1/2 cup whipping cream
1/4 cup sour cream

Method:

In a soup kettle or large heavy bottom pot, sauté the onions, carrots, celery and garlic in the 1/4 cup butter until tender.

Add the cauliflower, broth, parsley, salt, pepper, basil & tarragon (if using). Cover & simmer for 30 minutes or until vegetables are tender.

Meanwhile, In a saucepan, melt the remaining 6 tbsp of butter. Stir in the 6 tbsp of flour until smooth. Gradually stir in milk & whipping cream (if using). Bring to boil, cook & stir for 2 minutes until thickened, stirring frequently. This might be quite thick if you don't use the whipping cream so you can take some of the liquid from the vegetables & stir in the flour mixture until smooth & then return it all to the vegetable mixture. Remove from heat & stir in sour cream.

You can be a little flexible with this recipe and can add more milk if you think it is too thick or it can be used as gluten free if you omit the flour thickening.

Option to use a hand blender to purée some of the vegetables.

Understanding your responsibilities as an Attorney, Executor or Trustee

Ninety-five per cent of us name a family member or friend to act as our Attorney, Executor or Trustee to help manage our affairs if we become incapacitated, to help settle our estate after we pass away or to administer an ongoing trust.

When the time comes to act, many people find they do not have the knowledge, interest or time to properly fulfil their responsibilities as an Attorney, Executor or Trustee. That's why it's important to keep everyone concerned well informed about their various responsibilities and to consider your options, whether you are naming someone, or you have been named yourself.

Attorney for Property

Being named an Attorney for Property (Mandate for Property in Quebec) means that you are required to act exclusively for the benefit of the individual who appointed you. You may, for example, be required to manage and safeguard all assets including reviewing their investment portfolio with their Investment Advisor to ensure that it is structured in a way to meet their financial needs.

As Attorney (called a Mandatary in Quebec), you may be responsible for a number of tasks related to an individual's property and assets, including gathering documentation and administering the account, making investment decisions in your loved one's interest, detailed record keeping and filing income tax returns.

Executor

If you have been named Executor (called a liquidator in Quebec and an "estate trustee with a Will" in Ontario) you are responsible for a lengthy task list to ensure your loved one's last wishes are carried out as expressed in their Will and according to provincial law.

The tasks associated with the settling of an estate can seem endless and complex

– from making funeral arrangements and meeting with beneficiaries to obtaining probate, protecting and itemizing estate assets, distributing the estate and filing final tax returns, just to name a few.

Trustee

The role of Trustee involves several key legal obligations including significant management and administrative responsibilities. Trustees are responsible for a lengthy task list that bears with it the burden of legal liability and ensuring that the terms of the trust are carried out as outlined in the trust deed and according to provincial law.

Trustees are faced with a number of complexities and obligations including ensuring the trust assets are protected and managed, that there is proper trust accounting and record keeping for beneficiaries, that payments are made to third parties and beneficiaries and that necessary tax returns are filed.

As an Attorney, Executor or Trustee, you may also face complications arising from living in a different province or country than the one where you have been named, or dealing with the loss or emotional burden when you have responsibility to act on a loved one's behalf.

When the time comes

Being named an Executor, Attorney or Trustee is usually regarded as a great honour, but it can also be a burden to carry out all the associated responsibilities. Know, however, that there is help. Many Canadians recognize that they lack the time or expertise to act and choose to work with a professional while retaining full decision-making authority.



To learn more, please ask us about the services provided by RBC Estate & Trust Services.

Introducing DS Online secure messaging

DS Online allows you to easily keep track of the progress you're making towards your financial goals, at your convenience, from any computer or mobile device with a secure Internet connection.

Through our newest online feature, DS Online Secure messaging, you can now send and receive secure messages to and from our team. With DS Online Secure Messaging, you can grant authorization to process many administrative tasks that previously would have normally required a signed letter of authorization. A few examples of requests that we can send you through DS Online secure messaging are: Address change, transfers between investment accounts in different names, RRSP/TFSA Withdrawals, RRIF extra payment or changes to amend payment schedule for your RRIF. Once requests are confirmed or received through DS Online, we will call you to verbally confirm your request. This feature has been a great addition to DS Online and many clients have been using it the last few months, making their administrative requests easier.

- 100% DS Online Security Guarantee
- Convenient consolidated view of all your account balances, individual holdings, current market value, recent transactions and order status
- Access your documents (such as statements, trade confirmations and prospectuses) at any time. With our 7-year archive you'll be able to access your documents through DS Online at your convenience.

- For greater convenience to RBC clients, you can Link up with RBC Online Banking with your RBC Dominion Securities accounts. Once linked, you will be able to see all of your RBC accounts together using the same login and password. You can also transfer funds into your RBC Dominion Securities accounts from any RBC Royal Bank account that is connected to your RBC client card. During regular business hours, the transfer will generally occur instantaneously.
- Information services, including real-time quotes, market news, customized Watch lists, as well as RBC global market and economic reports
- With our dedicated DS Online service ScreenConnect, a Helpdesk Representative can use secure screen-sharing technology to guide you through DS Online any time that you have questions or when you'd like assistance using specific tools and resources. Call 1-800-820-8006.

If you have any questions about accessing using the DS Online Secure Messaging or signing up for DS Online, please contact us.



Make tracking your investments simple so you can get back to enjoying what matters most.



**Wealth Management
Dominion Securities**