

# Wealth of Life



Wealth Management  
Dominion Securities

SUMMER 2016



## 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

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

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



## Fiddleheads and empty nests

Well, I just had my first feed of fiddleheads for the season—and oh my goodness, that never gets old! This year's fiddlehead picking was a family affair. Seems as the kids get older they really miss and appreciate things like this. Before you know it, I will be grumbling about having to weed the garden.

Life continues to march on. In June, my youngest son Sam graduates from high school and then come fall will be off to university, at which point we will have three away at MUN, DAL, and UNB. My kids are telling my wife and I that we need to “get a life,” which is probably true. That being said, my oldest daughter is having her second child in June and supposedly spending August with us, so maybe there's no rush for us to “get a life” yet! Angela's oldest child, Andrea, is graduating as well, so she is about to see what I have been talking about the last few years re: the nest getting emptier. Of course Jeff, Phil and Joe

don't know what the heck we are talking about, and Jessica just smiles.

In this issue of Wealth of Life we are going to start off with an introduction to Joe Linthorne who joined our team on April 1. Joe had previously worked with Jane Wood, another advisor in our office, for the last 12 years.

Then, you have no doubt heard or read about some new regulatory changes occurring in the investment industry called CRM2 or Client Relationship Model – Phase 2. On page three, I'll go over what this is all about.

Lastly, we've got a great article on stress management by Tom Toner from Optimum Health entitled “Run from the Lion.” (He is not talking about RBC Royal Bank, by the way.)

From all of us, have a great summer, slow down a bit, and enjoy yourself. Remember, summer will come and go before you know it.



## Introducing Joe Linthorne, our new Associate

Joe has been employed with RBC since 1995. Prior to joining RBC Dominion Securities in 2005, Joe worked for 10 years as an Investment Representative at the RBC Contact Centre in Moncton. Joe received his Bachelor of Commerce degree from Saint Mary's University in 1993, and completed the Canadian Securities Course and Conduct & Practices Handbook in 2005.

Joe joined the Tingley Group of RBC Dominion Securities in April 2016, and brings with him years of sound knowledge and experience of the associate role.

Joe's main role with the team will focus on assisting Jeff and Philippe with day-to-day trade transactions related to their portfolio investment management process, as well as helping clients with their administrative inquiries, generating reports and proposals.

Joe and his wife Jennifer reside in Riverview with their two boys, Brandon and Zachery. From fall to spring you can usually find Joe in a gym coaching his boys' basketball teams. In the summer months, Joe enjoys going on canoe and fishing trips, and likes to spend time camping and relaxing at the beach with his family.

## Financial concerns of family and friends

“Being defeated is only a temporary condition; giving up is what makes it permanent.”  
– Marilyn vos Savant,  
author

It seems that on a weekly basis someone gets in touch because their accountant, lawyer, banker or friend told them to contact us. These calls can be as straightforward as a question on the markets, to a request for us to review their current financial situation.

As with every referral that comes our way, we will attempt to make sure the individual is looked after. That

may mean that we have answered the question or have directed them to an accountant, lawyer, banker or another advisor in our office. In about 25% of the cases, they may be a good fit for our practice and we can help them directly.

So just know if a family member or friend has a financial concern or inquiry, we would be more than willing to help them out.

# Providing greater clarity with CRM2

## What the Client Relationship Model – Phase 2 (CRM2) means to you

You may have heard about it in the news – the Client Relationship Model II, or simply “CRM2.” CRM2 is a new set of industry regulations meant to provide investors with more details on their investment costs and performance. It was developed by the Canadian Securities Administrators, an organization representing Canada’s investment industry regulators. All investment firms, including RBC Dominion Securities, will be providing these additional details on your existing statements and in two new reports that will be delivered to you.

For our clients, the additional details required on existing statements should be business as usual as RBC Dominion Securities has already been delivering most of this information on our statements. But for some investors in Canada, the new details on statements will provide more information than they are used to receiving.

The more significant changes will occur in early 2017, when two new reports will be delivered to clients:

1. One report will disclose the costs paid by the client to the firm and other compensation received by the firm in relation to services provided to the client from each account annually.
2. A second report – an annual performance report – will show an account’s returns over certain time periods. Notably, this report will show “money-weighted” rates of return. This is a different way of calculating investment performance than the “time-weighted” method that is currently used by RBC Dominion Securities and across the industry. Some think of money-weighted as a “personal” rate of return because it factors in the impact of the amount and timing of money you deposit into or take out of your account, whereas time-weighted does not.

The effect of these two new reports will be to provide investors with a better understanding of what they are receiving for the money they are paying their advisor’s firm for the products and services they receive.

As always, our primary objective is for you to achieve your financial goals, but we also want you to understand the value my team and RBC Dominion Securities can provide you with on that journey.

You will hear more about CRM2 over the coming year. We fully support these initiatives as they reinforce both RBC Dominion Securities’ and our team’s commitment to transparency and full disclosure.

**If you have questions about the new reports or CRM2 in general, please do not hesitate to call us at any time.**

# Strawberry Watermelon Salad with Honey Lime Vinaigrette



You can whip this recipe up in less than 10 minutes, which makes it perfect for those impromptu summer BBQs and picnics.

1. Cut 1/2 watermelon into cubes and place in large bowl.
2. Hull and slice 6-8 strawberries and add to the watermelon.

3. Cut 3-4 mint leaves into slivers and sprinkle on top
4. Add a pinch of salt

### Vinaigrette Instructions:

1. In a small mixing bowl combine 1/3 cup of honey, 1/2 tsp lime peel, 1/4 cup lime juice and 1/8 tsp nutmeg or cinnamon.

2. Whisk to mix ingredients, 1/2 cup olive oil to honey mixture in a thin steady stream. Continue whisking till mixture is thick, add more oil until you reach desired flavor.
3. Drizzle over the watermelon and serve.

# Running from the lion!: Stress management and you

Article provided by Tom Toner, B.Sc., M.Sc. | Sante Optimal Health

Running from a lion and fighting for our survival would be very stressful, and while neither may ever happen to us, the stress we feel in our lives can have the same effect. In our fast-paced life at work and at play we find many situations that we label “stressful” and they illicit the same response as if we were running from a lion. This reaction is called “fight or flight,” and the strange thing is that we sometimes don’t even know we are having it.

What causes stress? A stressor is an event or condition that may be purely physical, social or psychological that triggers the stress reaction. It includes anticipation and imagination of events or situations and how we interpret them. If we are tense about an upcoming presentation or dread dealing with a tough situation, we have the same physical reaction and the body prepares the same as if we were being chased by a lion.

The stress reaction is controlled by our physical brain and happens

without us directing it to happen; it is automatic. As the body prepares for action but then doesn’t have a fight or flight to relieve it, there can be a latent effect and a slow, constant wearing of our systems. These situations occurring over and over may lead to chronic diseases like heart disease, high blood pressure, ulcers and mental fatigue.

Managing stress starts with recognizing our stressors: the things, situations or events that make you tense, and from which you need to let the fight or flight out, either mentally or physically.

Controlling or quieting the brain through meditation or some other relaxation method can be very helpful and a good tool. However, the simplest and best pressure release is physical activity, which lets the system stabilize and calm itself. Physical activity can lower your resting reactivity, which means it would take more to get a significant reaction out of you.



If you want to find out what effect stress has had on your body and what stress management tools will work best for you, consider getting a detailed medical, physical and fitness assessment. And as always, before beginning a new exercise program, be sure to check in with your physician first.



**Wealth Management**  
Dominion Securities