

# WEALTH OF LIFE

December 2014

*Happy  
Holidays*

*Angela Stuart*

*Philippe Cyr*

*Howard Ingley*

*Jeff Mahoney*

To start with, let's talk about the title of our newsletter. The name of our newsletter came easy as we were all in agreement that for most families, money is only one aspect of wealth: it also includes family, health, fitness, diet, community service, charitable giving, hobbies, and travel, just to name a few. It seems today that people want balance in their emotional, physical, mental, and spiritual lives. Each issue will hopefully contain articles of interest to you. In fact, our hope is that most of the newsletter will be about our families. There will be stories of travel, adventure, articles featuring hobbies and passions, overcoming adversity and obstacles. Maybe an article on better eating, a good recipe, or a health tip.... This was taken from our first issue of Wealth of Life back in the Fall of 2002.

Fast forward to the fall of 2014, recovering from disc replacement surgery in Germany I found myself with an opportunity to reflect on things like health and happiness. I realized how much I had enjoyed doing our Wealth of Life newsletter in the past and decided to get it going again. I couldn't believe it when I looked into the file and seen that the last issue was spring of 2008.

There have been many changes in our lives and in the team. Personally, I am now a proud grandfather to an almost two year old granddaughter, Jeff is heading towards child number two, Phil Cyr joined our team from RBC Mountain Road, our move towards discretionary investment management, new additions to the wealth advisory group, and more. And some things stay the same, Angela is still busy raising her two kids.

There is so much to bring you up to date on, it may take an issue or two. This fall I read an interesting book called "The Soul of Money", which I will review. We will discuss a new banking review service that we recently started offering through Chris Dunn from RBC. This summer I popped by Bob and Charline Tinnish's house to see all the great photos Bob took of their three African safaris last spring, but what amazed me the most was that the pictures were all in photo books lying on the coffee table, so a review of photo booking. A little bit about Phil, who has joined our team. Last but not least, the RBC Dominion Securities Charitable Gift Program. So sit back and enjoy and be thinking about what you can contribute to a future newsletter. - Howard



RBC Wealth Management  
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## *A recent read:*

### **The Soul of Money** Reclaiming the Wealth of Our Inner Resources

Author: Lynne Twist

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There is an old saying that when the student is ready the master appears, that has definitely been the case with my recent reading of the book *Soul of Money*. I have come to a few conclusions this fall and one of them is that I have spent my whole life striving...working...driving towards a someday, or some place that does not exist, with a resulting conclusion that all there is today. This is a lesson that I have learned by watching some of the people we have worked with in our business and a lesson I have also witnessed in my own life. You don't know how many times I have heard "some day I am going to"....."or I wished I had of". Whether people realize it or not, but getting and having money was and is generally the underlying driving force of their lives.

Before money, community was a necessity for survival but as the world evolved money was invented as a way to facilitate the sharing and exchange of goods and services. Somewhere along the way the power we gave it outstripped its original utilitarian role.

With our belief that there is only so much to go around and that more is better we become selfish, greedy, petty, fearful, controlling, which is a direct disconnect from who we really are or who we could be. We tend to judge those with money as being better, smarter, harder working than those with less money. Mother Theresa says that much has been written and discussed as it relates to the vicious cycle of poverty but what is less obvious and goes completely unacknowledged is the vicious cycle of wealth.

If we can be appreciative of where we have gotten too versus striving for a destination that does not exist, being happy with what we have acquired versus getting more, then we can move towards contentment and feeling connected with life. When we don't desperately hold on to everything; money, time, whatever resources we have and can let it flow thru our lives and the lives of others we will be happier. That is not to say that we can't work towards goals, be competitive, increase profits in our business, it is how we go about it.

Lynne Twist sums it up this way " a world where the love of money is replaced by the use of money as an expression of love, a world where it is not you or me but a world where it is you and me".

In Haiti there is a saying "If you get a piece of cake and eat the whole thing, you will feel empty. If you get a piece of cake and share half of it, you will feel both full and fulfilled."

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## **New Banking Review Service**

We have found that banking is an area of wealth management planning that gets overlooked and can become very disorganized over time. This new banking review is part of our commitment to assist clients in areas beyond investment management.

Our Royal Bank partners take a client-focused approach to understanding financial needs; providing advice and proposing products and service solutions that make sense. Their goal is to deliver value-added planning with their clients, which build long-term relationships.

## A Visit to Bob's

I couldn't believe it when I went to Bob and Charline's house this past summer to see Bob's African safari photos and he handed me a number of photo books. I was expecting to see pictures on his computer or possibly in a photo album similar to most people.

Bob shared with me how retirement has given him the time and freedom to do two of his favorite things; travel and photography. He is now able to travel to more distant places such as Africa or Asia and extend his stay for longer periods of time, and he is able to spend more time doing photography.

In Bob's words "I have always been a photography bug". Over the years, Bob has captured many moments on camera, but like many of us, his photos had become quite disorganized. Bob has a love for photos but could not enjoy them to the extent he wanted because he had photos all over the house and buried in his



computer. He finally had enough of his photos being out of control and decided to hire a community college student to teach him all things Apple. He soon discovered the marvelous program Apple offered called iPhoto. He learned to use the program to group his computer pictures together in albums, upload them, and edit them. He never imagined it would be so easy. Bob even bought a scanner to make digital copies of all of his hard copy photos.

He has recently been creating Apple photo books, which is a photo album constructed on the computer and then emailed to Apple where it is printed into a hard cover, coffee table type book. He uses a collaboration of new and old photos to create the perfect photo album/photo book.

The most amazing part of Bob's photo organization is that he is now able to create albums of different trips and events throughout his life and sharing them with friends and family. He excitedly told me he has emailed albums of old photos to friends and family of bygone ski trips, golf junkets, and various get togethers for birthday presents, Christmas presents, or just to put a smile on someone's face. Bob has found this to be an extremely rewarding pastime. Not only are his 15000s photos neatly organized for the first time in his entire life, but he is able to share the memories with all of his friends and family.



## Welcome

You will notice a new person in the team picture, Philippe Cyr, Phil comes to us from the Mountain Road RBC branch, where he worked as a Financial Planner for several years. A big part of his role there was to develop financial plans for his clients, assist in their credit needs, manage their investments, and look after all of their day to day banking. Phil's day to day responsibilities as an associate advisor for the Tingley Group will consist of investment management and the full array of wealth management services we offer; financial planning, will and estate, insurance, and more.



Born and raised in a small community in Northern New Brunswick, Phil and his wife, Nathalie, and their two boys live in Dieppe. Phil and his oldest son can often be found at the rink as they both enjoy hockey. He also can be found at Crossfit YQM enjoying his newest passion. He also keeps himself busy with community events and fundraisers, quick to lend a helping hand. Phil is an active member of the Dieppe Rotary Club, he was honored with a "Paul Harris Fellowship Award" in 2010 for demonstrating in his life and vocation a commitment to helping persons in need here and around the world.

We are proud and pleased to have Phil be part of our team.

## RBC Dominion Securities Charitable Gift Program

Canadians are known throughout the world for their generosity and benevolence. With recent studies indicating a growing interest in philanthropy, clients have been asking us about different ways to give back to their communities. Traditional avenues include establishing a private foundation or an endowment fund. While these are certainly worth keeping in mind, many involve significant set-up costs and considerable administration.

Fortunately, RBC Dominion Securities has introduced a convenient alternative.

The Charitable Gift Program is specifically designed for individuals and families who wish to support charitable causes without the costs associated with establishing a private foundation. Through this innovative program, you can make initial and ongoing contributions to a charitable gift program administered by the Charitable Gift Funds Canada Foundation (CGFCF); one of Canada's leading independent charitable foundations.

As the principal donor of your charitable gift fund, you may recommend grants to the charitable organization of your choice. We would continue to work with you to develop an investment strategy for your gift contributions. Furthermore, you will receive official charitable donation receipts for the full market value of your contributions.

The foundation with RBC Dominion Securities enables me to plan my charity giving the way I like to.

- Grant Mitton

A charitable gift fund is designed to create a lasting family legacy. Like a private foundation, you can give your fund a unique family name.

Whether your wish is to fund health-care improvements or encourage artistic development, we can assist you in making a real difference for deserving people and organizations.

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