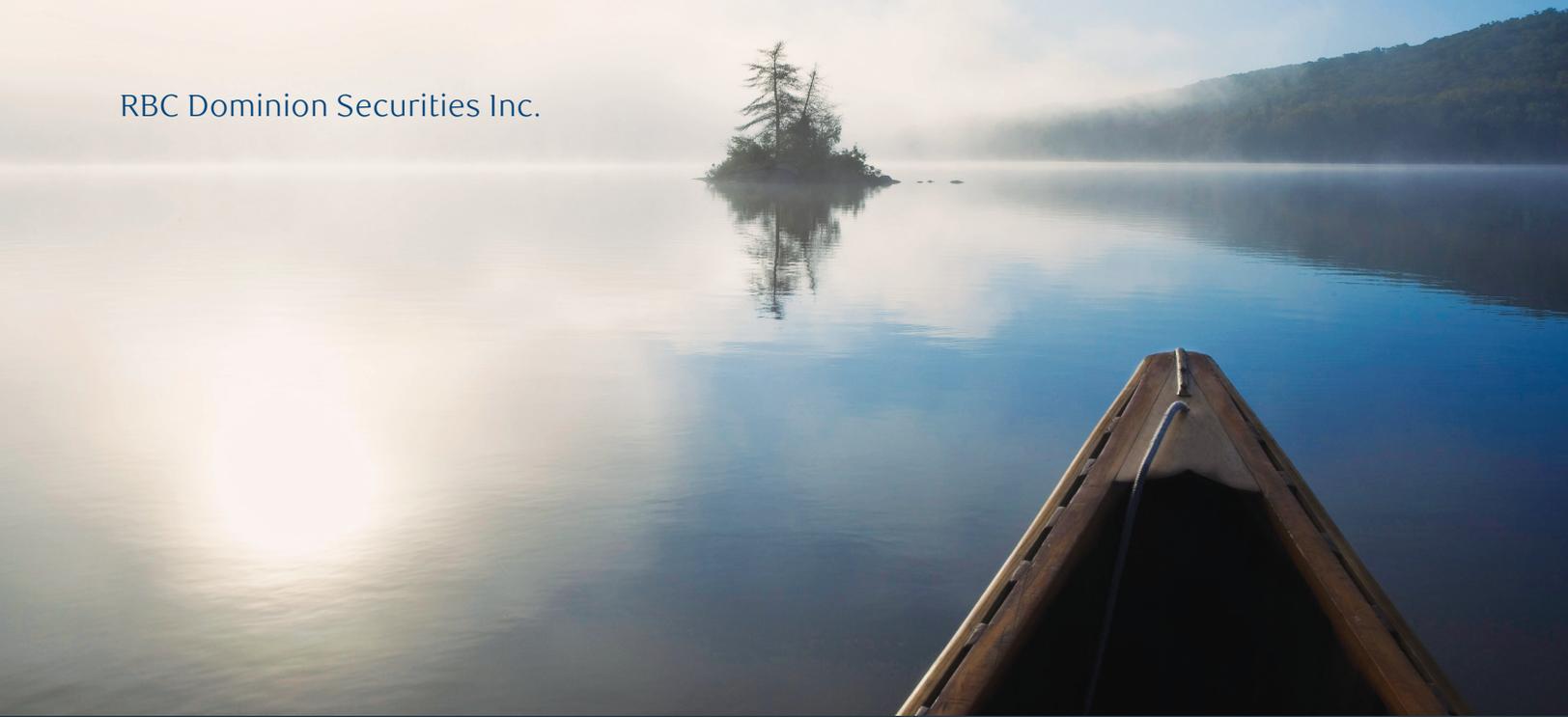


RBC Dominion Securities Inc.



The Greg Upson Wealth Management Team of RBC Dominion Securities

Professional wealth management



Wealth Management
Dominion Securities

Wealth management solutions designed for you

As you progress toward achieving your goals in life, you may discover your financial situation becoming increasingly complex. When you reach this stage in life, and require professional assistance, the Greg Upson Wealth Management Team of RBC Dominion Securities can help.

Recognized as a leading investment advisory team in Vancouver, we provide an all-encompassing range of wealth management services designed to unique client specifications.

Our five-step process

To provide wealth management, we follow a disciplined five-step process to keep you on-track to achieving your goals. A disciplined process keeps us all focused on what's important – helping you live life the way you want.

- 1. Introduction** – We will introduce you to the wealth management services we provide, not just during our first meeting, but on an ongoing basis as your needs evolve and new services become available.
- 2. Discovery** – Together, we will gain a deeper understanding

of your individual needs, goals and circumstances to help you clarify your financial objectives. This includes gathering together all your important financial information.

- 3. Strategy** – Next, we analyze your financial and personal information to match your objectives with smart, effective strategies.
- 4. Solutions** – We develop thoughtful and creative solutions tailored to your objectives, drawing from a wide selection of world-class products and services – both innovative and time-tested.
- 5. Service** – We regularly review your situation to ensure your financial objectives are being met in light of your changing needs.

Who we can help

Our services are designed for individuals, families, businesses and other organizations that require professional assistance managing their wealth. This includes:

- **Successful executives** looking to enhance the growth of their wealth
- **Professionals** requiring assistance with their personal assets and a trusted partner with shared clients
- **Business owners** who need help managing their personal and business assets
- **Pre-retirees** who want to make the most of their savings as they approach retirement
- **Retirees** requiring innovative strategies to maximize their after-tax retirement income, while protecting their financial security
- **Well-established families** seeking professional guidance transferring wealth to the next generation in a tax-efficient manner

Guiding you through each stage of your life

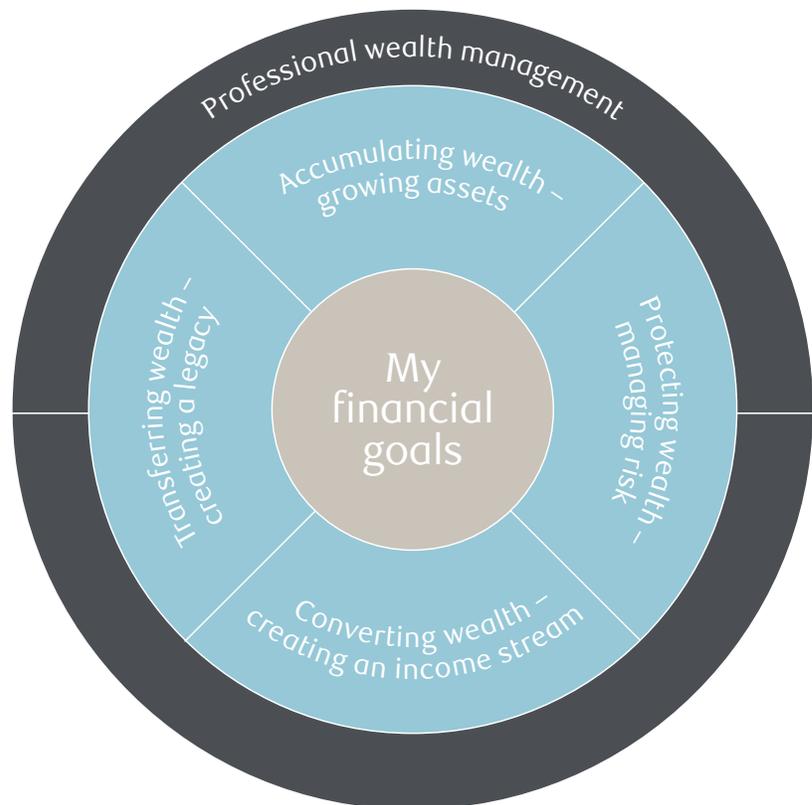
Wealth management is an ongoing process to help guide you – and your family – through each stage of your life.

Accumulating wealth – growing assets: Together you and Greg develop strategies to achieve your financial objectives, including planning for retirement, funding an education or preparing for a major purchase.

Converting wealth – creating an income stream: Greg puts strategies in place to help you maximize your after-tax retirement income. He will help you determine which types of income-producing investments are most appropriate for you.

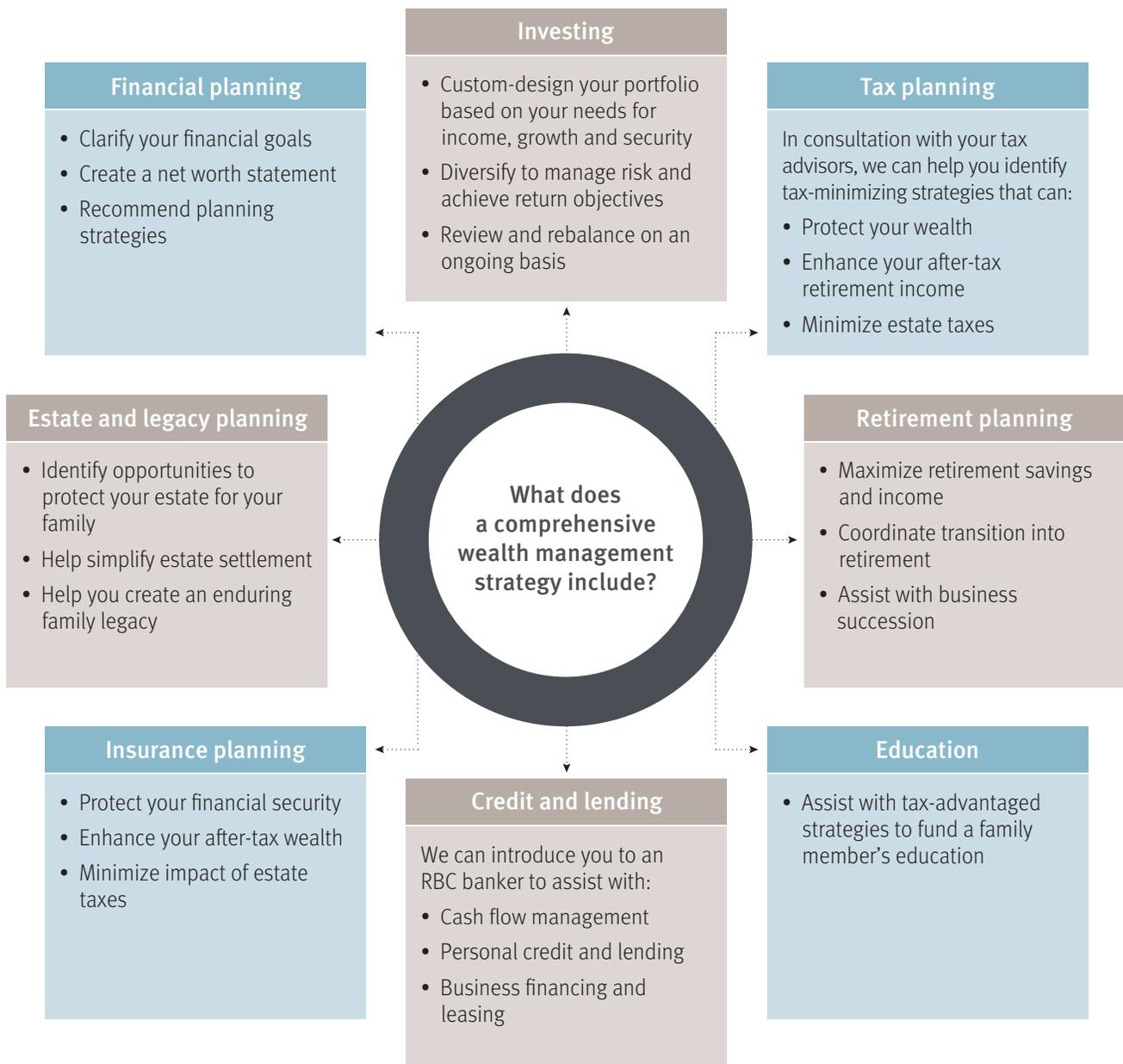
Protecting wealth – managing risk: To help protect your financial well-being, Greg will implement proven strategies to reduce risk. His goal is to provide you with peace of mind, help maintain your independence and preserve family harmony or current lifestyle.

Transferring wealth – creating a legacy: Working together with your other professional advisors, Greg will help create your legacy for family and charity, while addressing tax obligations and debts.



Coordinating your affairs to simplify your financial life

We understand that above-average wealth presents complex opportunities and challenges. As your advisory team, we offer access to comprehensive wealth management solutions, which complement our investment advice. This includes services from the industry-leading RBC Wealth Management Services team, as well as RBC Royal Bank partners.



Putting you first with a team approach



Greg Upson, FCSI
Senior Investment & Wealth Advisor

Greg offers a wealth of experience as your wealth management professional. He studied economics at Simon Fraser University prior to joining the firm as an Investment Advisor in 1993. Greg is an articulate and approachable investment professional whose experience and knowledge are invaluable assets to his clients as the worlds of economics and investing come together. A firm believer in ongoing education, Greg has achieved the prestigious designation of Fellow of the Canadian Securities Institute (FCSI). His accomplishments have been recognized through membership in the firm's President's Club and the exclusive Executive Council. Greg is married to Polly and has two sons.



Alex McPhee, CIM
Associate Advisor

Alex joined the Greg Upson Wealth Management team in the summer of 2017, and has over 15 years of investment industry experience overall. He is graduate of the University of Victoria where he completed a Bachelor of Arts degree with a focus in commerce, and has also earned the prestigious Chartered Investment Manager (CIM) designation. As Associate Advisor, he works closely with Greg to manage your portfolios and provide financial and estate planning services. Alex is key to our continued level of exceptional client service.



Sophia Carezza
Associate

Sophia joined RBC in 2020 as an intern and after several roles in operations and insurance, began working at RBC Dominion Securities in 2021. In her current role, she uses her organizational skills and commitment to client service to take care of all our account administration needs, including statements, tax and cheque inquiries, and completing fund transfers. Sophia's diverse background in customer service, coaching, and administrative roles serves her daily. Outside of work, she enjoys travelling, baking and exercising.

Greg's extended wealth management services team

In addition to investing and money management, we offer assistance with financial planning, Wills and estates and insurance strategies.



Yat-Sze Lo, B.Comm., CPA, CA | Financial Planning Specialist
RBC Wealth Management

Coming from one of the major global accounting firms, Yat-Sze brings a broad range of experience to her role as a Financial Planning Specialist. In her previous role as a senior tax manager, she spent many years working with private companies, high-net-worth individuals, trusts, and partnerships. Her work included tax minimization through appropriate tax planning (corporate and personal, including estate planning) and corporate restructuring. Yat-Sze is a Chartered Professional Accountant (CPA, CA). She completed her Bachelor of Commerce at the University of British Columbia and has completed all three levels of the Canadian Institute of Chartered Accountants' In-Depth Tax Course. She has also completed the Advanced Tax Course for Owner-Managed Businesses. As a Financial Planning Specialist, Yat-Sze's role is to work with and support your advisor in preparing and presenting your Compass Financial Plan and to identify and assess any related financial and tax planning concerns you might have.



Melissa Nagelbach | Will & Estate Consultant
RBC Wealth Management Services

Melissa works with clients to provide information on structuring their estates in an efficient and tax-effective manner. She obtained her Bachelor of Arts degree from Simon Fraser University in 1999 and earned her Bachelor of Laws degree from the University of Victoria in 2007. She was called to the Bar in British Columbia in 2008. In previous roles, Melissa practised law in Vancouver and specialized in estate planning and estate administration as well as small business corporate and commercial matters. Melissa assisted clients with a range of estate planning matters including drafting Wills and powers of attorney.



Jesse Martyn | Estate Planning Specialist

A highly qualified professional, Jesse works with our team to help clients create and preserve their wealth. He takes pride in assessing each client's unique needs and, recommending tax-exempt insurance products that help them achieve their wealth management objectives. The son of an accountant and a teacher, Jesse excels at turning complex planning matters into easily digestible options. As a husband and father with a young family, he lives an active life, coaching Nordic skiing, cycling to work, or paddleboarding at Cultus Lake.

Professional network

We also offer access to our network of professionals such as lawyers and accountants to help ensure that the various issues related to the management of your wealth are properly addressed. If you have existing relationships with professionals in these areas, we would be pleased to work together with them to coordinate our efforts.



The resources of Canada's leading wealth management firm

RBC Dominion Securities has been helping investors achieve their goals since 1901. Today, the firm is Canada's leading provider of wealth management services,¹ trusted by more than 420,000 clients worldwide.

Whether you are looking to build your financial future, protect what you have already built or create a lasting legacy for your family, we have the expertise and resources you need.

As a member of RBC, Canada's largest financial institution, The Greg Upson Wealth Management Team of RBC Dominion Securities also offers access to a complete range of financial services.

Take the next step – contact Greg today
for a complimentary consultation.

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