



## Market Update

The third quarter of 2016 was marked by some additional volatility in global financial markets. Overseas there was concern after the new British Prime Minister, Theresa May, asserted her desire to have a "hard Brexit" followed by trade negotiations with the European Union. Her comments led to significant weakness in the British Pound. The UK stock market, however, is up 10.5% for the year.

In other news overseas, OPEC agreed to its first production cut since April of 2008 leading to a surge in oil prices. Subsequent to the agreement, Russia, the world's top oil exporter, signaled its support for the OPEC action sending oil prices to their highest level of the year. Overseas markets in general are still suffering the effects of a strained banking system and significant geo-political turmoil but stocks remain where they were at the end of last quarter down 6% year-to-date.

The Canadian stock market rallied on higher oil prices and some promising economic data. The Toronto stock market has now increased 13.2% since the beginning of the year following negative performance in 2015. The recent gains come on the heels of the strongest jobs report since April of 2012. Another key development late in the quarter was the federal government's announcement that effective October 17, 2016 there will be stricter rules governing mortgage lending as it relates to insured mortgages. The measures are designed to temper the acceleration of Canadian household debt which is at record levels. Earlier in the quarter the B.C. government implemented a tax on foreign buyers which jarred the Vancouver housing market in September.

In the U.S., economic performance was more robust in the third quarter with auto sales improving dramatically. Auto sales are a key data point used to measure consumer confidence. The U.S. stock market is now up 5.4% in 2016. Once the exchange rate is factored in for Canadian investors,

the increase is only 1.2%. It is important to note that as economic data continues to improve so does the likelihood of a December interest rate hike in the U.S.

Jamey Morse, Sandra Parsons, Sandy Esposito and David Strachan

*"The comments expressed here are the opinions of the Advisors and may not represent the views of IPC Securities Corporation."*

## Welcome to our Team...

David Strachan has just joined our team and has already proven to be a perfect fit. His education, career accomplishments and approach to clients and their finances is first-rate.

After spending several rewarding years working in group homes with Community Living in Richmond Hill, David decided to follow a new path and joined Altamira Financial Services as an advisor in 1997. During his near decade with Altamira he also served as a supervisor, private wealth manager, and was the regional manager for southwestern Ontario responsible for over \$300 million of assets. Subsequently David also spent time with the Institute of Canadian Bankers and Transamerica before turning back to what he loved most, working to help people realize their aspirations by striving to understand their personal situation and providing effective financial solutions.

David is a graduate of Brock University where he earned a Bachelor's degree in Sociology. In 2001, he completed the Certified Financial Planner™ Certification (CFP® Professional) and in 2015 he became a Chartered Financial Divorce Specialist (CFDS). David is also a licensed insurance agent.

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### **RSP Contribution Limit and Deadline:**

Your 2016 RRSP contribution limit is noted on 2015's Notice of Assessment (NOA). The deadline for making 2016 contributions is March 1st.

### **Did you know?**

Budget 2016 eliminated the federal education and textbook tax credits effective January 1, 2017. This measure does not eliminate the tuition tax credit. Unused education and textbook credit amounts can still

be carried forward to future years.

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## Welcome to our Team *cont'd*

Prior to joining IPCSC, David wrote numerous financial planning articles for newsletters, and delivered dozens of seminars on a variety of financial planning subjects designed to help Canadians better understand the financial tools available to them.

David and his wife currently reside in the north end of Toronto. After work he likes to spend time on the range trying to correct his slice, or scuffing up the ice at a local hockey rink. David has also coached house league hockey at Leaside although these days you are more likely to find him cheering his nephew on from the sidelines either at the rink or at the diamond.

After almost 20 years in the industry David saw the opportunity to join a firm with all the tools he needed to best serve clients, and a team of great professionals with a wealth of experience and knowledge.

We feel privileged to have him on our team.

## Do you own property in the USA?

If you were to become incapacitated, do you have a power of attorney document that would be recognized by the State your property is located in?

In Florida, for example, there are specific requirements on the wording required and on who can witness a power of attorney.

Your Ontario POA for Property would not likely satisfy these requirements. Set up an appointment with a lawyer next time you visit your property to ensure you have the proper documents in place.

For anyone travelling this winter, review your travel insurance before you leave home.

## What value and services make up your advisor?

### FINANCIAL Management

- Mortgage & debt analysis
- Cash flow analysis
- Cash flow projection
- RRSP/leverage loans
- Establish financial goals

### ASSET Management

- Portfolio analysis
- Diversified product offering
- Retirement/education/savings
- Repositioning/rebalancing
- Maximizing risk-adjusted returns

### TAX Planning

- Tax analysis
- Tax return coordination
- In-depth personal tax planning
- Business tax planning
- Tax minimization strategies

### RISK Management

- Life Insurance
- Critical illness & disability
- Long-term care insurance
- Asset allocation to reduce risk
- Review of money managers

### RETIREMENT Planning

- Retirement income analysis
- Assessment objectives
- Retirement expenses analysis
- Retirement cash flow projection
- Retirement education sessions

### LEGACY Planning

- Estate planning analysis
- Wills and POA
- Charitable giving
- Business succession planning
- Access to legal network

### LIFE Planning

- Eldercare issues
- Workplace transitions
- Healthy living
- Referral to other professionals
- Other non-financial advice

### CLIENT Experience

- In-depth client discovery
- Client action plans
- Regular status reports
- Consistent communication
- Proactive problem resolution



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