

# Wealth Insights

TD Wealth Private Investment Advice

Winter 2019



**Amritpal (Paul) Gill**  
 FCSI®, CFP®, CIM®, CIWM  
 Vice President  
 Portfolio Manager  
 Investment Advisor  
 520 - 17th Street, Suite 200  
 West Vancouver, BC V7V 3S8  
 604 981 4580  
 amritpal.gill@td.com  
 www.gillwealth.ca

## In This Issue

Make 2019 Less Taxing .....	2
Debunking the RSP Myths .....	2
Preventing Elder Abuse .....	3
Staying Invested .....	4

## Keeping Perspective

The turning of a new year is synonymous with optimism and hope. Yet after a rough year for the Canadian equity markets, it may feel as though optimism is in short supply.

But here are some thoughts to help keep perspective. We are living in one of the most prosperous times in history. Income and quality of life have improved; disease, violence and child mortality have fallen. Though the world is far from perfect, necessities and luxuries alike are more affordable. Just 20 years ago, a 50-inch plasma TV would cost around \$10,000; today a similar TV costs less than \$600.<sup>1</sup> Consider that these technologies didn't exist 50 years ago: smoke detectors, cell phones, pocket calculators, global positioning systems (GPS).

In just 50 years, our standard of living has more than doubled. In 1968, Canada's GDP per capita was around \$27,600 (in today's terms) when adjusted for inflation. Today, GDP per capita figures sit at around \$60,000.<sup>2</sup> Back in 1968, our life expectancy was 72 years. Over two generations, it has increased by almost a full decade.<sup>3</sup> Throughout this time, investors saw the S&P/TSX Composite Index appreciate over 5.9 percent on an annualized basis.<sup>4</sup>

Yet, even during this period of growth:

- Annual inflation was greater than 5 percent in 13 of those years.<sup>5</sup>
- The stock market fell over 232 of those 600 months.<sup>6</sup>
- The S&P/TSX Composite Index lost a quarter of its value at least seven times.<sup>6</sup>
- There were nine bear markets lasting a total of 75 months.<sup>6</sup>
- We experienced five recessions, cumulatively lasting over five years.<sup>7</sup>

This should remind us that even with significant progress, setbacks are a natural occurrence. There is no doubt that we face many challenges. Trade tensions have been a source of market volatility. Canada's competitiveness remains a concern. Gross domestic product growth has slowed, foreign direct investment has fallen, and our energy sector, a significant component of the Canadian equity markets, continued to face headwinds. The large price differential between Western Canada Select oil produced here at home and the benchmark U.S. West Texas Intermediate oil highlighted the problems of getting Canadian oil to broader markets. On a positive note, the federal government acknowledged these challenges in late November 2018 by proposing measures to help support business competitiveness.

Despite the challenges, consider that having a wealth plan in place and participating in the equity markets can offer an advantage over the longer-term. While history has shown that you are likely to experience recessions, pullbacks and perhaps even a market crash, the stock market has also been one of the greatest wealth generators over time. If you can persevere through the ups and downs, it's likely that you will reap the returns.

I am here to support you and wish you much health and happiness for the year ahead.

1. <https://nytimes.com/1999/01/14/technology/flat-tv-s-still-for-the-fat-wallet-set-improve-as-prices-fall.html>; 2. Statistics Canada, Thomson Reuters, IMF WEO; 3. [statcan.gc.ca/eng/help/00/info/life](http://statcan.gc.ca/eng/help/00/info/life); 4. S&P/TSX Composite Index, 1/1/68 to 4/30/18; 5. [inflation.eu/inflation-rates/canada/historic-inflation/cpi-inflation-canada.aspx](http://inflation.eu/inflation-rates/canada/historic-inflation/cpi-inflation-canada.aspx); 6. S&P/TSX Composite Index, 4/30/18; 7. [cdhowe.org](http://cdhowe.org);

## Planning Ahead

# Make 2019 Less Taxing

What did you do to reduce your tax bill last year? Perhaps you can do better in 2019 — the time to start is now. Here are a few suggestions to start your thinking:

**1. Contribute to your registered Retirement Savings Plan (RSP).** Consider whether to make a personal contribution or a spousal contribution. If one spouse has the prospect of having a high level of income in retirement while the other will not, a spousal RSP may provide an income-splitting opportunity.

**Reminder:** Deadline for 2018 RSP contributions is **Friday March 1, 2019**. Consider an automatic monthly contribution plan to minimize any impact of missing the deadline.

**2. Contribute to your Tax-Free Savings Account (TFSA).** The annual TFSA contribution limit for 2019 is \$6,000. The total TFSA contribution amount is \$63,500, for eligible individuals who have not made contributions since its inception in 2009.

**3. Split income, save tax.** Review your family's potential tax bill to determine if income-splitting opportunities exist. Talk to a tax professional about reducing your family's overall tax bill. This may include paying reasonable salaries to spouses/children for services provided to a self-employed business/private company, splitting eligible pension income with a spouse on a tax return, or setting



up a loan at the prescribed interest rate where proceeds are used for investment purposes by a spouse.

**4. Get organized for tax season.** While personal income tax returns will not be top of mind for a few months, why not organize your records before the crunch season approaches? This may prevent medical expenses, donations, business charges and other receipts from being missed or overlooked. Consider starting a 2019 tax folder and begin the new tax year on good footing.

**5. Plan for your business.** If you are a small business owner, speak to a qualified professional to review the options for your business for the year ahead, now that new passive income rules for Canadian-controlled private corporations are in effect for taxation years commencing after 2018.

Tax planning continues to be an important part of investing. If you need assistance with any of these ideas, please call or seek advice from a tax professional.

## Investing for the Future

# Debunking the RSP Myths

Participation rates for the registered Retirement Savings Plan (RSP) have been declining over recent years. In fact, many Canadians may believe there is “no point” in investing in them because taxes eventually have to be paid in retirement. But the RSP can provide a substantial tax advantage. Let's debunk some of the myths:

**Myth: There is no point in investing in an RSP as you pay all the savings back in taxes when you retire.**

While you do pay tax on RSP withdrawals, don't forget that you received a tax deduction when funds were contributed. This is often overlooked; people confuse pre-tax with after-tax dollars. A \$4,000 RSP contribution is equivalent to a \$2,800 after-tax contribution to a non-registered account at a 30 percent marginal tax rate.

**Myth: The RSP is disadvantaged because investment earnings are subject to higher taxes, since withdrawals incur tax at regular rates, whereas capital gains realized in a non-registered account are taxed at lower rates.**

If you assume a constant marginal tax rate and adjust for pre-tax and after-tax amounts, the RSP will potentially outperform a non-registered account holding identical investments. The following chart shows a scenario with this outcome, in which a pre-tax contribution of \$4,000 has been made for 20 years. The

example assumes a 30 percent marginal tax rate and growth of capital at 5 percent.

### Scenario: After-tax Difference of RSP vs. Non-Registered Account

	RSP Account	Non-Registered Account
Pre-tax annual contribution	\$4,000	\$4,000
After-tax contribution: 30% tax rate	n/a	\$2,800
Total contribution over 20 years	\$80,000	\$56,000
Growth over 20 years at 5%	\$138,877	\$97,214
Tax at withdrawal at 30%	\$41,663	\$6,182 <sup>1</sup>
Net after-tax amount	\$97,214	\$91,032
<b>Difference</b>	<b>+6.8%</b>	

1. Realized capital gain of \$97,214 - \$56,000 = \$41,214, taxed at 50% inclusion rate.

This net after-tax amount will vary depending on circumstances such as your time horizon, actual rates of return and applicable tax rates. In addition, the tax liability may be less if you are in a lower marginal tax bracket at the time funds are withdrawn, which is often the case for retirees.

As such, don't overlook the potential tax-deferral benefits of compounding over time through the use of the RSP.

## Our Aging Population

# Preventing Elder Abuse

Nobody wants to believe that elder abuse could happen to someone they love. But with estimates indicating that about 10 percent of elderly individuals may suffer from abuse,<sup>1</sup> there is reason to be concerned. Financial abuse is one of the most common types of elder abuse and it can take many forms, from bullying, manipulating or theft to financial scams. Sadly, it may be relatives or friends who are responsible for the abuse.<sup>2</sup>

Here are some signs that may indicate financial abuse:

- **Unusual financial activity** — Unexplained account activity, including withdrawals or credit card charges, may indicate that an elderly individual is being coerced. Sometimes funds are “borrowed” but never repaid; cheques may be cashed without authorization, or by forging a signature.
- **Missing valuables** — Lost items may indicate abuse, but this can easily be dismissed if a person suffers from cognition problems. Helping to locate missing valuables can determine if the issue is simply confusion, or if it signals a larger problem like abuse.
- **Appearance of a new friend** — A new companion may be cause for concern if warning signs are present, such as unusual financial activity or missing personal effects.
- **Changes to important legal documents** — Unexplained changes to important documents, such as a will or power of attorney documents, may indicate potential abuse. Sometimes seniors are coerced or deceived into signing documents.

While there are often signs, elder abuse may be difficult to uncover and can continue for long periods of time. Victims may become secretive because they feel ashamed or embarrassed, or fear punishment or retaliation from their abuser.

One way to help prevent elder abuse is to take steps in advance to protect those who may be vulnerable:

**Prevent isolation** — Form a wide support network of family,



friends and professional advisors. These individuals can help identify problems and intervene where necessary. Widening an elderly person’s network can help to provide support from trustworthy sources.

**Check in** — Call and visit as often as possible or find a trusted confidante to check in. This can help to identify warning signs that may indicate abuse. Listen closely to the elderly individual when they share information. Ask questions, and never dismiss potential red flags.

**Offer support** — Offer simple support with finances, such as conducting a quick scan of bank or credit card statements to make sure things are in order. Or, provide support for larger projects, such as helping to update financial documents or conduct a credit check. These reviews may uncover abuse.

**Put safeguards in place** — Plan ahead and grant a power of attorney to a trusted individual. Consider appointing a professional (such as a trust company) to work alongside a family member to help provide a safeguard.

Many resources are available to provide support. A starting point is the Government of Canada website: [canada.ca/en/employment-social-development/campaigns/elder-abuse/financial-reality.html](http://canada.ca/en/employment-social-development/campaigns/elder-abuse/financial-reality.html)

1. <http://www.carp.ca/2016/10/14/elder-abuse-widespread-problem/>; 2. <https://cnpea.ca/images/canada-report-june-7-2016-pre-study-lynnmcdonald.pdf>

## New Year Resolutions: Keep Time on Your Side

*“You may delay, but time will not.”*

- Benjamin Franklin

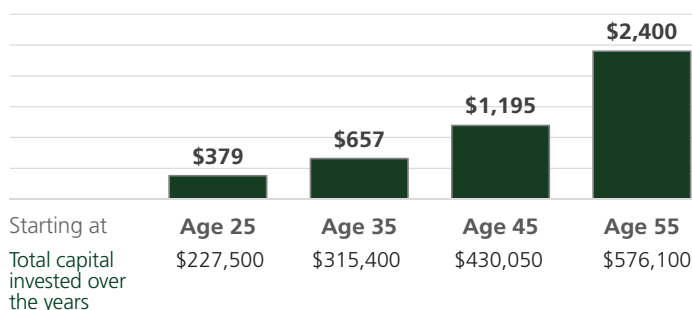
It is often said that procrastination is the thief of time. As we begin another year, don’t let procrastination preclude you from using time wisely to generate wealth.

Perhaps there is an opportunity to put funds to work that are currently sitting on the sidelines. Or how about passing along some financial wisdom to younger generations, teaching them the value of time and compounded growth?

The chart to the right shows the impact that time can have on generating retirement savings. It illustrates how an investor would need much less capital the earlier they start investing in order to accumulate a \$1 million nest egg by the age of 75.

Remember that time can be one of an investor’s greatest allies.

**Estimate Monthly Amount Needed to Accumulate \$1M by Age 75**  
(Assuming a 5 Percent Compounded Annual Rate of Return)

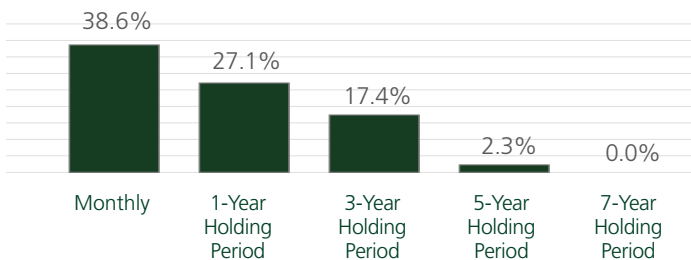


Note: Assumes a return of 5 percent compounded annually on the annual amount invested, with taxes and expenses ignored. The estimate monthly amount equals the annual investment amount divided by 12. For illustrative purposes only.

# Why Staying Invested Can Have Its Merits

For many investors, 2018 was a less than impressive year in the Canadian equity markets — one that saw lower returns and increased volatility. After experiencing a bull market for an extended period of time, it may be easy to forget that the markets are cyclical by nature. Market fluctuations are normal and although they may create a sense of nervousness, a look back in time can demonstrate the importance of staying invested.

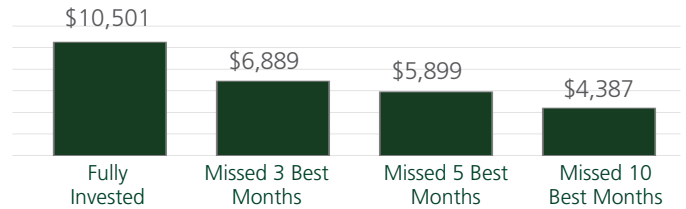
**Negative returns decrease over time.** Though it may be difficult to remember during volatile times, negative market performance smooths out as an investor's time horizon increases. The chart below shows that the S&P/TSX Composite Total Return Index experienced a negative monthly return in 38 percent of the time over the past 30 years. Yet, this decreases to 17 percent for three-year rolling holding periods, and drops to 0 percent when considering seven-year rolling holding periods and beyond.



Source: S&P/TSX Composite Total Return Index from 9/30/88 to 9/28/18.

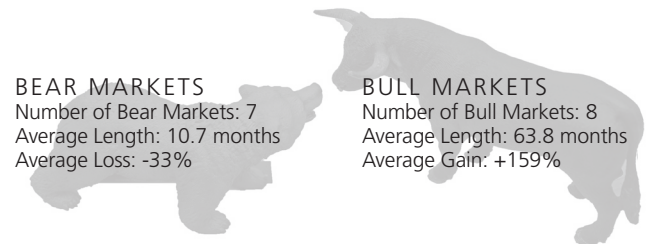
**Trying to time the market can have consequences.** History has shown us that markets typically rebound from down periods, offering gains that can push values higher. As a change in market direction is often unpredictable, trying to time the market can be costly. The chart (right) shows the impact of missing the best performing months in the S&P/TSX Composite Total Return Index over a 30-year period. This assumes a notional investment

of \$1,000 at the beginning of the period, which would have grown to \$10,501 during this time.



Source: S&P/TSX Composite Total Return Index from 9/30/88 to 9/28/18.

**Equities continue to be one of the best asset classes in which to grow your wealth.** Since 1970, the S&P/TSX Composite Index (not including dividends reinvested) has returned an average annual return of 5.9 percent. But that's not without market fluctuations. During this time, we have experienced seven bear markets lasting on average 10.7 months and resulting in an average market drop of 33 percent.



Source: S&P/TSX Composite Total Return Index from 1/1/70 to 9/28/18.

## The Bottom Line

It is worth repeating that market fluctuations are a normal part of investing. Portfolios that use diversification and asset allocation have been built to help minimize risk during volatile times. Remember that remaining invested can be one of the keys to longer-term financial success.

With the Compliments of:

**Amritpal (Paul) Gill**, FCSI®, CFP®, CIM®, CIWM  
Vice President, Portfolio Manager, Investment Advisor  
604 981 4580 amritpal.gill@td.com

**Stephanie Clark**  
Client Service Associate  
604 981 4458 stephanie.j.clark@td.com

**Sandra J. Earle**, FMA, FCSI®  
Client Service Associate  
604 981 4452 sandy.earle@td.com

**Gill Wealth Management Group**  
TD Wealth Private Investment Advice  
520 - 17th Street, Suite 200  
West Vancouver, BC V7V 3S8

TF: 1 888 724 0708  
Branch: 604 981 4400  
Fax: 604 981 4445  
www.gillwealth.ca

**Gill**  
Wealth Management Group



The information contained herein has been provided by J. Hirasawa & Associates for TD Wealth Private Investment Advice and is for information purposes only. The information has been drawn from sources believed to be reliable. Graphs and charts are used for illustrative purposes only and do not reflect future values or future performance of any investment. The information does not provide financial, legal, tax or investment advice. Particular investment, tax, or trading strategies should be evaluated relative to each individual's objectives and risk tolerance. All third party products and services referred to or advertised in this newsletter are sold by the company or organization named. While these products or services may serve as valuable aids to the independent investor, TD Wealth does not specifically endorse any of these products or services. The third party products and services referred to, or advertised in this newsletter, are available as a convenience to its customers only, and TD Wealth is not liable for any claims, losses or damages however arising out of any purchase or use of third party products or services. All insurance products and services are offered by life licensed advisors of TD Waterhouse Insurance Services Inc. TD Wealth Private Investment Advice is a division of TD Waterhouse Canada Inc., a subsidiary of The Toronto-Dominion Bank. TD Waterhouse Canada Inc. - Member of the Canadian Investor Protection Fund. All trademarks are the property of their respective owners. ©The TD logo and other trade-marks are the property of The Toronto-Dominion Bank.

Gill Wealth Management Group consists Paul Gill, Vice President, Portfolio Manager, Investment Advisor. Gill Wealth Management Group is part of TD Wealth Private Investment Advice, a division of TD Waterhouse Canada Inc.