



Wealth Insights

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Patience & the Longer View

In the excitement of rising markets, it may be easy to overlook the importance of patience in investing. Instant gratification has become a way of life. We have been conditioned to expect instantaneous results through influences like on-demand television and one-click shopping. Many of us aren't willing to wait more than two seconds for a website to load.¹

The 1972 Stanford Marshmallow Experiment suggested that we are hard-wired to favour instant gratification.² In the experiment, children were offered the choice of one marshmallow immediately, or two if they waited 15 minutes. While most wanted to wait, less than one-third were able. Those who waited showed greater lifelong successes, which may be a good reminder for investors. Success in building wealth can often involve patience.

During market advances, patience can be left on the sidelines. Many new investors have entered the markets, some with expectations that securities will continue to deliver the gains seen in recent times. Yet, in order to make gains, even the best performing security is not good if you don't buy it at a low price and sell it for higher. As Warren Buffett has said, "price is what you pay, value is what you get."³ Part of Buffett's success has come from purchasing quality investments at attractive prices. For those starting off, having positive returns in the early years can be important, since this is the base upon which future returns compound.⁴

For most investors, the objective is to create wealth over the longer term — and not tomorrow. This involves investing over market cycles. In buoyant markets, it may be easy to forget that advances do not happen at a constant rate. The chart on page 3 shows S&P/TSX Composite Index (TSX) annual returns over 40 years. It's worth pointing out how few of these returns fall within the long-term average of 6.3 percent.⁵ Patience, through time in the markets, helps to provide predictability in investment returns.

Investing also requires the understanding that financial markets can fluctuate in the short term, and the patience to see this through. On average, the TSX experiences a drop of at least seven percent each year,⁵ which can provide an opportunity to put capital to work. Market drawdowns are often more rapid than advances. Last spring, in just 22 days the TSX forfeited almost 9 years of gains, and it took 200 days to return to prior highs. Yet, this speed of recovery was unprecedented. Over the past 40 years, it has taken an average of 380 days for the TSX to recover from just a 10 percent drop.⁶ Equity markets can take the elevator down, but patience is needed when they take the stairs up.

We've needed particular patience in the fight against the pandemic and the return to normalcy. Global recovery has been divergent: the U.S. economy has largely reopened from the pandemic; here at home, we've needed greater patience. With strengthened commodities prices, as well as increasing inflationary pressures, the investing environment looks much different than it did a year ago. Considerations of risk, value, quality, diversification, tax and personal objectives continue to be as important today as ever. These changing times are when advisors can help shift gears where necessary, providing thoughtful evaluation and scrutiny in investment choices.

Enjoy the market advances, but keep your eye on the horizon and don't overlook the value of patience towards achieving your longer-term goals.

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To My Clients:

As we find ourselves at the halfway mark of another year that has required continued endurance, there is hope that we are emerging from the worst of the pandemic. With the return of summer, our perseverance and resilience should be rewarded.

I would like to thank those of you who have introduced me to friends and family. I remain available to provide a fresh opinion on an existing portfolio or advice relating to a new situation.

Wishing you many days of well-deserved relaxation this summer.

1. akamai.com/us/en/multimedia/documents/content/akamai-performance-matters-key-consumer-insights-ebook.pdf; 2. en.wikipedia.org/wiki/Stanford_marshallmallow_experiment; 3. Thank you to Warren Buffett for providing permission to use his quotation. 4. Sequence of returns has no impact on a portfolio's final dollar value if no withdrawals or additions are made; 5. S&P/TSX Composite Index 10/29/80 to 4/30/21; 6. S&P/TSX Composite Index close, 2/20/20 - 17,944.1, 3/23/20 - 11,228.5, 1/7/21 - 18,027.6.

Wealth Insights

■ Federal Budget 2021: A Recap

Five Ways in Which the Federal Budget May Affect You

In April, the federal government released its first budget in more than two years. Here are some ways it may impact you.*

The federal budget was largely focused on supporting strong economic recovery as we continue the fight against Covid-19. It offered an extension to various Covid-19-related benefits, resulting in a record deficit and significantly higher projected debt for the foreseeable future. While there were no changes to personal or corporate income tax rates, here are five ways you may be impacted:

Seniors: Extending Benefits — If you are 75 years of age or older as of June, 2022, a one-time Old Age Security (OAS) payment of \$500 will be made this August. For this same age group, monthly OAS payments will be increased by 10 percent, beginning in July, 2022. If you aren't in need of these funds, consider investing them.

Investors: Potential Opportunities? — The government has pledged \$8.8 billion over the next five years to support a greener future. Of particular note, the budget indicated the objective of raising \$5 billion through its inaugural green bond launch planned for the 2021-2022 fiscal year. Proceeds will be used to finance a variety of projects, including green infrastructure, cleantech and nature conservation. According to the budget documents, the presence of government backed bonds may support more mature investors who are "looking for a green portfolio but also need to manage their investment risk."¹

High-Net-Worth Spenders: A Luxury Tax — If you plan on purchasing a luxury vehicle in the near future, consider making a purchase by Dec. 31, 2021. As of January 1, 2022, sales of luxury cars and personal

aircraft with a retail price of over \$100,000, as well as boats with a price of over \$250,000, will incur a new tax. It will be calculated at the lesser of 20 percent of the value above those thresholds, or 10 percent of the full value of the vehicle.

Student (Loans) in the Family? — If you have a (grand)child with student loans in the form of Canada Student Loans or Canada Apprentice Loans, the budget extends the waiver of interest accruing on these loans to March 31, 2023. The budget has also increased the threshold for this assistance from those earning \$25,000 per year to earnings of \$40,000 per year. Remember that students may claim a tax credit for interest on qualifying student loans.

Business Owners: Immediate Expensing — If you operate a Canadian-controlled private corporation, your business will now be able to purchase up to \$1.5 million of certain capital assets and fully expense these in the year they become available for use. This includes eligible assets purchased on or after April 19, 2021 and before 2024. There may be tax benefits achieved by immediately expensing certain assets. However, as there are varying outcomes resulting from expensing versus capitalizing a purchase, please seek the advice of a tax professional.

For greater detail on all of the initiatives proposed, see the Government of Canada website: budget.gc.ca/2021/home-accueil-en.html

1. Budget 2021: A Recovery Plan for Jobs, Growth and Resilience, Government of Canada, page 166.
*At the time of writing, the budget proposals had not been passed into law.



■ The Importance of Assessing Risk

Be Aware: Good Times Can Drive Risky Behaviour

Financial speculation is often driven by the insatiable human desire to get rich quick, thriving during buoyant investing environments and when new technologies emerge.

Today we see similar themes in the investing world. The rapid rise in equity markets has given confidence to many investors that money may be easily made. This confidence can drive risk-taking behaviours. We are also living in a period of technological change. New innovation can often make it difficult to assess risks, as expectations are largely driven by hope and uncertainty about the future. When rapid change leads to quick profits, this further drives speculative behaviour and creates froth in the markets.

As an example, Dogecoin, a cryptocurrency named after a "doge meme" on the internet, was created as a joke between two engineers. It was never meant to be a serious cryptocurrency, and its co-creator sold all of his holdings back in 2015. Yet, this past May it became the fourth most valuable digital currency on the market, appreciating by more than 14,000 percent this year.¹

U.S. regulators recently warned investors about the dangers of buying into SPACs (special purpose acquisition companies). SPACs sell shares to raise funds, with the objective of taking a private company public. They are referred to as "blank cheque" companies for a reason: they have no operating business and often no stated targets for the acquisition. With the rise in SPAC issuances and the increasing

endorsements by celebrities, regulators have alerted investors not to be "lured into participating in a risky investment."²

Perhaps one of the more telling examples of potential speculation⁴ involves a small deli in New Jersey. The share market valuation of the deli's owner soared to over US\$100 million earlier this year, despite the deli being the only operating asset. The deli was closed for most of last year due to the pandemic, yet it only had combined sales of around US\$35,000 for the past two years. Fortunately, after U.S. regulators were notified, the shares were delisted from the over-the-counter market.^{3,4}

The Importance of Risk Control

It may be difficult not to get caught up in the excitement — we'd all like to ride the next superstar investment to financial freedom. We may also feel that we aren't successful investors unless we are in the middle of the action. However, these are precisely the times in which understanding and assessing risk continues to be an important part of investing. While such an approach will not produce the results that make overnight headlines, it provides a good litmus test to help avoid being carried away by the enthusiasm of the moment.

For most investors, investing involves time, patience and the understanding that wealth is often not easily created overnight.

1. markets.businessinsider.com/currencies/news/dogecoin-price-rally-eclipses-xrp-4th-largest-crypto-doge-2021-5-1030391242; 2. sec.gov/oiea/investor-alerts-and-bulletins/celebrity-involvement-spacs-investor-alert; 3. cnbc.com/2021/04/22/100-million-new-jersey-deli-company-delisted-from-otc-market.html; 4. Update: some reports suggest that the deli listing was created as a potential shell-company reverse merger; nytimes.com/2021/06/02/magazine/your-hometown-deli.html

■ Thinking Ahead for Future Generations

Estate Planning: Protecting the Wealth Transfer

We often look for ways to safeguard our wealth against common risks, such as defending portfolios from market downturns or protecting family in the event of an untimely death of an income earner. Yet, a frequently overlooked risk involves the transfer of wealth to future generations.

With over one trillion dollars of inheritances expected to be passed along within the next decade, taking actions to preserve family wealth across generations has never been more important.¹ Does your estate plan consider the risks associated with wealth transfer and incorporate strategies to help mitigate those risks? Here are some considerations:

Preventing Your Estate from Being Contested

It isn't uncommon for disputes to arise during the estate administration and settlement process, especially for families with complex dynamics. In some cases, these disputes can escalate to litigation. While court battles are not only time consuming and stressful, they are quite costly, which can significantly erode family wealth. Perhaps worst of all, they can tear apart families. Disputes can arise for many reasons, including outdated or poorly drafted documents, poorly chosen executor(s) and lack of communication about estate plans with beneficiaries.

There may be ways to help minimize this risk. Communicating with heirs about your intentions while you are alive can help to avoid surprises or disappointment. Most importantly, estate documents should be properly drafted using a reputable professional, including specific instructions in a will or trust to eliminate doubt. They should be reviewed regularly and updated as circumstances require. Care should also be taken when choosing the estate executor(s), since poor decisions and actions by the executor have been known to lead to litigation.

Helping Beneficiaries Manage a Wealth Transfer

Another risk may involve recipients of a transfer. Certain beneficiaries may need support to manage their inheritance. Minor or young beneficiaries may not be financially responsible; spouses may require

help in managing certain assets, such as investments or a business. Provisions made for beneficiaries with disabilities or other challenges may require special planning. As well, safeguarding wealth from beneficiaries who may be exposed to current/future creditors, such as business partners, customers or former spouses, may be a priority.



One of the more common tools used to help support and protect beneficiaries is a testamentary trust, which can hold assets for their benefit. This can help to manage assets and limit access by specifying the timing and quantum of distributions to be made.

Accounting for Divorce or Blended Family Dynamics

The transfer of family wealth may need to be protected in order to account for a complex family dynamic, such as a blended family. In some cases, the way in which assets are currently structured may not necessarily be meeting your objectives. For instance, having assets jointly held in a current relationship may put children from a previous marriage at risk of unintentional disinheritance. An unplanned division of estate assets may also occur if a current spouse becomes a primary estate beneficiary, when the assets were intended for children from a previous marriage. In some provinces, a new marriage can revoke an existing will and the instructions leaving assets to children from a previous marriage would be invalidated. As such, it is important to seek the advice of a lawyer who understands complex family scenarios to help ensure that your assets are passed along as intended.

If you have the desire to leave a lasting legacy as you pass along family wealth, consider planning ahead to protect from these potential risks. Given our familiarity with your financial position, we are here to act as a resource. As always, we recommend the support of tax and legal professionals as it relates to your particular situation.

1. financialpost.com/personal-finance/retirement/canadian-inheritances-could-hit-1-trillion-over-the-next-decade-and-both-bequeathers-and-beneficiaries-need-to-be-ready

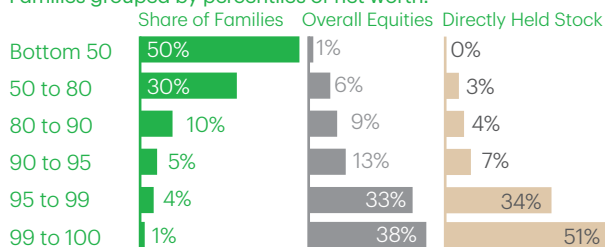
■ Equity Market Perspectives

Two Interesting Charts for Investors

Here are two interesting charts that provide differing perspectives. The first shows the income inequality in the stock market. Prior to the pandemic, the top 20 percent of earners owned 93 percent of equities, thus suggesting that investing in the markets is largely for the wealthy. As the markets have risen during pandemic times, income disparity continues to rise.¹

Wealthier Families Own a Greater Share of Overall Equities (2019)¹

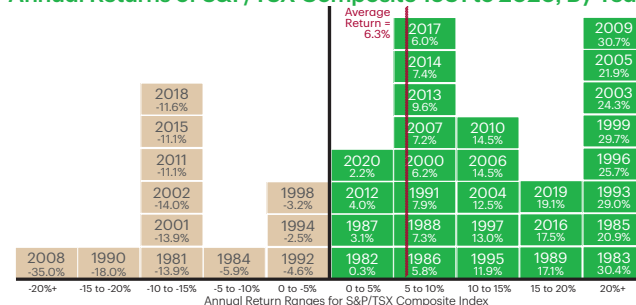
Families grouped by percentiles of net worth:



1. nytimes.com/2021/01/26/upshot/stocks-pandemic-inequality.html#:~:text=When%20the%20stock%20market%20rises,share%20of%20overall%20equity%20holdings

The second chart shows the annual returns for the S&P/TSX Composite Index. It's worth pointing out how the distribution of returns has significantly varied over this period. Only 20 percent of annual returns fall within the long-term average return of 6.3 percent over the past 40 years. Patience, through time in the markets, can help to provide predictability in investment returns.

Annual Returns of S&P/TSX Composite 1981 to 2020, By Year



Source: S&P/TSX Composite Index data, 1/1/81 to 12/31/20, Yahoo Finance.

■ Considerations for Home Ownership

Talking to Adult Children: The Hot Housing Market

For those of us who can remember, the average cost of a Canadian home was around \$164,000 when we started the millennium.¹ In just over 20 years, this has risen to around \$716,000 — and, what you get for that price can vary depending upon your location.²

What is driving these increases? Lack of supply in some markets has helped push prices higher. As prices continue to increase, many buyers have entered the markets feeling a sense of urgency and fear of missing out. Low borrowing costs have also prompted some to take on mortgages beyond their means. With prices at all-time highs, there has also been increasing speculation.

The situation is especially discouraging for the younger generation who may feel as though home ownership is quickly becoming out of reach. In a recent interview, Robert Kelly, former Chair of the Canadian Mortgage & Housing Corporation (CMHC), suggested that we have a problem and better education is needed for the younger generation.³ He is an advocate for stiffening the current mortgage rules and suggests that the federal government needs to provide support to increase the housing supply across many markets.

For the younger generation still hoping to enter the housing market, Kelly suggests keeping these four considerations in mind:

Consider that a house is not a guaranteed investment. While we may have become used to a hot housing market, it hasn't always been this way. Kelly points to U.S. housing data over 100 years, which shows an average increase in value of around one percent per year. Buyers need to consider that there are many hidden costs associated with home ownership and, unlike other investments, it often involves a significant up-front cost.

Focus on needs vs. wants. Focusing on what is needed may help buyers to make more prudent decisions. While a 4,000 square foot home may be the aspiration, a smaller footprint is likely to sufficiently meet an individual's living needs while being more financially achievable.

Factor in the risk of rising interest rates. Consider the impact of a reset in interest rates, one, two or five years down the road. Many mortgage holders may not factor in the likely scenario in



which interest rates increase by one percent. Would you still have discretionary income to go on vacation or eat out at restaurants?

Think about absolute debt — and consider lowering it. When holding a mortgage, it is important to consider not just the monthly payments, but also the total amount of debt. The average Canadian household debt-to-income ratio is extremely high at around 175 percent⁴ — the highest of the G7 advanced economies. This puts many individuals at risk of default, such as in the event of a job loss. Kelly suggests that a responsible debt level is around 90 percent, where many G7 countries currently sit.

How About Your Personal Situation?

We have been approached by clients who have asked for perspectives on selling their home. While the gains may be enticing with prices at all-time highs, keep in mind that if you were to sell your home you would still need a place to go — which will likely incur a financial and perhaps even a lifestyle cost. Care should be taken when evaluating the options. Another option may be to sell a home and then rent, potentially leading to higher discretionary funds to support retirement or to gift to children during your lifetime. Renting may also be more pragmatic for many younger folks, in instances where taking on higher debt loads does not make sense.

1. theglobeandmail.com/real-estate/the-market/canadian-home-value-has-doubled-since-2000-report/article4249097/; 2. cbc.ca/news/canada/photos/canada-real-estate-prices-scroller-1.6004260; 3. bnnbloomberg.ca/real-estate/video/canada-has-a-problem-former-cmhc-chair-robert-kelly-on-the-nation-s-hot-housing-markets-2160679; 4. ctvnews.ca/business/canadian-households-added-record-mortgage-debt-in-q4-statcan-1.5344672; <https://data.oecd.org/hha/household-debt.htm>

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