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THINGS TO KNOW FOR

November 2021



Market Update

Emotional Roller Coaster of Investing

The market cycle of investing has lots of ups and downs but keeping our emotions in check during these volatile times is what helps us to be successful investors.

Over the last several months, volatility has been virtually non-existent. It wasn't until the recent August to September 2021 statements, that investors took note that volatility has returned. Opening investment statements month after month seeing increases is comforting and provides a "feel good" emotion, but markets going straight up just isn't reality. We are going to experience some down times in the markets, and it is important to remember that those times of volatility, creates opportunity for portfolio managers we work with to move cash into the markets on your behalf. Remember – buying low and selling high – is the name of the game for successful investing.

Have a look at the visual below to remind yourself about the emotional ups and downs all investors feel and especially when markets have some volatility. It is important to note that when you are feeling at your worst and are frustrated and fearful, this is truly the point of maximum financial opportunity. Staying invested and having the confidence that your investment professionals are working on your behalf is key to your success. Please feel free to reach out to us at any time you are feeling concerned about your portfolio, our job is to help you through both the good and the challenging times when investing.



Business Update

Renovations Continue

Over the upcoming days, you will see that we are having work done on our front porch and an overhang installed above our side doorway. We are delighted once again to have C & K Home Improvements doing some work for us.

Please continue, as always, to park in our lot on Head Street and we will have directional signage to indicate which door will be available. Our contractors will be starting with our porch and once completed will shift to the side door.

The work is underway and shouldn't last more than 1-2 weeks, dependent on weather of course!





Coralee Cann

Financial Planning Assistant

Life Licenced Assistant | Flagstone Financial Group Inc.*



This month, we are delighted to showcase the contributions that **Coralee** makes to the Flagstone Financial Group team!

While Coralee is not the first face you see when you come into the office, you have likely talked to her for a wide variety of topics. Coralee helps manage our incoming calls from clients, assisting where she is able and transitioning calls as needed to the most appropriate member of the team.

Your meetings with Brenda, Lori and Joel are inter dependant on the support received from Coralee in creating and updating important and relevant information about 'you' and ensuring that it becomes an important topic or point of discussion within your Personal Financial Action Plan document. You may find Coralee reach out to you in advance of meetings with our Advisors to gather up to date information as well as to follow up on client 'homework' items, or other initiatives we need client input.

Coralee is also committed to continuous learning and growing her accreditations. She supports insurance processes within the business as needed given she acquired her life license in 2018 AND is now enrolled in the Canadian Securities Course. Coralee is called upon to assist with seasonal projects and has a keen ability to contribute whether it is with systems technology, connecting with our external partners, or finding opportunities to work smarter!

Coralee deeply values time spent with friends and family. Recently, Coralee lost her brother-in-law, Chase, and to honour his life and final hours spent at St. Joseph's Hospice in London, Coralee and her family participated in the Hike for Hospice to help give the gift of Hospice to others.





Article of Interest

Are you ready for the end of 2021?

Make Charitable Donations Before Year End



Follow your heart and save money on income tax by contributing to Registered Charities this holiday season. By doing so, you may claim a federal non-refundable tax credit. Tax credits start at 15% of the first \$200.00 and 29% on the balance. You can also carry forward donations for up to 5 tax years to optimize your savings!

<https://www.canada.ca/en/services/taxes/charities.html>

RESP - Does your child turn 15 in 2021?



The Canada Education Savings Grant (CESG) is money the Government adds to your child's Registered Education Savings Plan (RESP) to help their savings grow.

Beneficiaries who are 16 and 17 years old will receive the CESG only if one of the following conditions were met by the end of the year in which they turned 15.

- 1) At least \$2000 is contributed to the RESP
- 2) A minimum annual contribution of \$100 is made to the RESP in any four previous years

<https://www.canada.ca/en/services/benefits/education/education-savings/savings-grant/eligibility.html>

RRIF – Turning 71 Years Young in 2021?



You can own a Registered Retirement Saving Plan (RRSP) until the end of the year in which you turn 71, but then you must convert your RRSP into a RRIF or an annuity by December 31st of that year. We have discussed this in more detail in our October 2021 Newsletter. We are also happy that we've already initiated these changes for our clients that turn 71 this year!



Canada Disability Savings Grant

The grant is an amount that the Government of Canada pays into a Registered Disability Savings Plan. The government will pay a matching grant of between 100% - 300% depending on adjusted family net income and the amount contributed. Note: The adjusted family net income has different considerations based on age as well as the care the beneficiary is under

Grants are based on contributions made to the plan by December 31st of each year. Because there are accumulated unused grant and bond room, it is possible to carry forward the unused amount and the deadline will not really apply in this case.

<https://www.canada.ca/en/revenue-agency/services/tax/individuals/topics/registered-disability-savings-plan-rdsp/canada-disability-savings-grant-canada-disability-savings-bond.html>



VON Secret Santa

Our 3rd Annual support for Seniors in our Community

We are excited to be launching our third “Secret Santa For Seniors”, a program in coordination with the VON and Bossons Pharmacy, to provide gift baskets to our community seniors, who can be often overlooked during the Christmas season. We want to be sure that as many people as possible are supported and thought about during the Christmas season.

This year we will continue to limit touch points for gifts that will be delivered to seniors. We recognize that while we have come a long way with COVID-19 we cannot risk our most vulnerable, our seniors in our community.

We will continue to partner with Mike and Alisha Gleiser, owners of Bossons Pharmacy to prepare pre-packaged gift baskets. Our partnership with Bossons has been amazing and the feedback from the seniors is their baskets are a delight!

If you are interested in supporting seniors in need, please visit Bossons Pharmacy and let them know you want to support the VON Secret Santa program by purchasing a prepackaged gift basket. **The baskets cost \$35.00.** Bossons will keep them tucked away waiting for the VON to deliver to the seniors in need just before the holiday season.

Gift baskets will be available for purchase between November 22 and December 3, 2021. We thank you for supporting this worthwhile initiative for seniors in our community.

Bossons Pharmacy is located at 35 Front Street W, Strathroy. Their phone number is 519 245-3810



**Remembrance Day November 11.
For those who leave never to return.
Lest We Forget**

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