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THINGS TO KNOW FOR

October 2021



Will you really retire 30% wealthier without an advisor?

The True Value of Advice



If you spend any time surfing the web and watching ads on TV, you have undoubtedly seen and heard some of these overtly overrated ads, often promoting a significantly 'richer' rate of return on a regular and ongoing basis. Statements such as these are founded on the view that if you pay less in fees, you will earn more. **This approach diminishes the value of a personalize Advisor/Client relationship.**

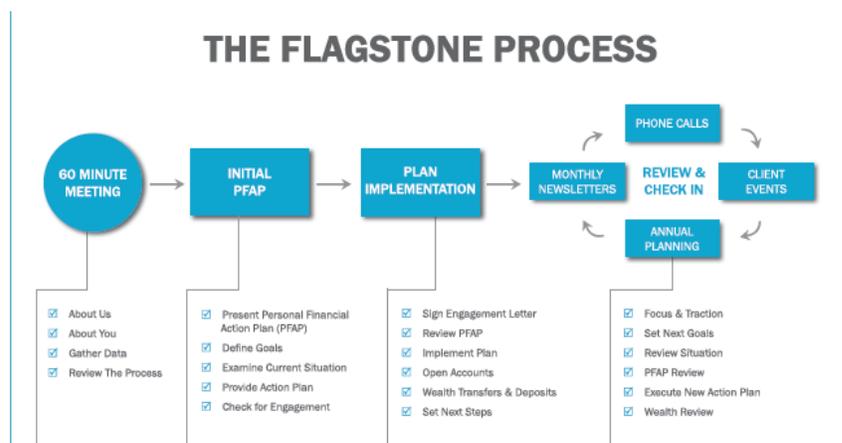
While there is a place for everyone in the 'wealth management space' the reality is going cheaper quite likely will not provide you with relationship-oriented and comprehensive planning such as estate planning, retirement planning, personalized advice, and guidance on how to structure and manage your financial future, especially during times of change.

Our opinion is that not everyone is, nor should be a "Do It Yourself" (DIY) investor, in the same spirit that we feel cost alone should not determine if you should fix your roof, self diagnose your ailments, or design your new living space. Some things in life are just best left to the professionals, or at least the bigger ticket items.

The Flagstone Process offers more than just a singular value proposition as some other investment platforms do. Our **approach and our value proposition** consist of personal one-on-one interactions with our clients designed to discover your needs, creating a personalized financial action plan, implementation of your plan with a dedicated and thoughtful approach, layered with regular and committed follow up to review and check in.

We call and meet with you when times are tough as well as to congratulate you on your achievement of personal milestones.

Our passion is Clarifying, Simplifying and helping you to Achieve your life goals, while being right there beside you along the way.



We thank our clients for the trust and confidence placed in us everyday.



Are you turning 71 in 2021?

.....if so, then it is important to know that you must convert your Registered Retirement Savings Plan (RRSP) to an alternate Retirement Income Option by **December 31, 2021**

As your relationship-oriented Advisors, we are here to guide you, to discuss your options AND to help determine if you should consider this prior to age 71.

For the majority of Canadians, the transfer of RRSP to a Registered Retirement Income Fund (RRIF) provides the greatest flexibility with the most seamless transition, while continuing your money to grow tax deferred.

Other options exist such as a straight cash withdrawal if the plan value is small or in some cases an annuity or an alternate guaranteed income for life product.

Once your RRSPs are rolled into these income products, the government sets the minimum percentage that you must start to withdraw from your registered plans in your 72nd year.

If you fail to convert your RSP savings to a RRIF by the end of the year, you turn 71, Canada Revenue Agency will include the full value of your RSP holdings in income – so be sure you don't miss this important deadline.



Did you know?

What could you do with some 'extra' net pay?

Depending on your income and employment status, you have already or may be coming close to reaching the Yearly Maximum Pensionable Earnings (YMPE) of \$61,600 which means that you have also reached the maximum you contribute to CPP annually!

As well, you may have reached or are coming close to reaching the Annual Maximum Earnings of \$56,300.00 meaning you may have also reached the maximum you contribute as an employee to EI of \$889.54?

Your net pay has grown and now you have some added options on how to use those 'found' dollars, at least until January 2022!

Here are some suggestions:

- Pay toward any existing debt
- Build your emergency fund
- Contribute to your retirement
- Do something for yourself

What are you going to do?





April Beierling

Client Experience Administrator

Life Licenced Assistant | Flagstone Financial Group Inc.*



April is the first friendly face you see when you walk into our office and she is generally the first to answer incoming phone calls. With a 13-year career in retail banking, April has solid financial knowledge and has the natural ability to make our clients feel at home.

April is a great resource for all client experiences that enable our advisors to focus on you! Here is a great listing of what April handles!

- Booking, rescheduling and preparing for client meetings
- Sends homework follow up directed by the advisors
- Post meeting follow up for questions
- Directing calls internally and coordination with our team of external professions
- Insurance administration (2 words, lots of work!)
- Helping you to access our NEW Online Client Portal
- Helping you set up and submit online contributions directly to your iA Private Wealth accounts
- Changes of address, email and contact information
- Statement requests
- Point person when the advisor is not available

On a personal note, April enjoys spending time with her husband Allen and their three children and when the weather is right, she loves touring in her 1980 Camaro.



Happy Thanksgiving

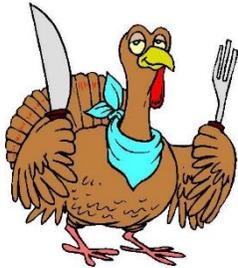
Thank you, and Happy Holidays!



Happiest of Thanksgivings to ALL our Flagstone Financial Group clients and friends.

We are truly THANKFUL for your trust and confidence and are sending you laughter, joy and lots of stuffing this Thanksgiving.

Our office will be closed on Monday, October 11 for the Thanksgiving holiday.



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