Assante WEALTH MANAGEMENT

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Change is a true constant in life. The investment industry is no different.

You may have heard about some coming changes to statements and how fees are disclosed. Well, the industry changes are finally here.

This means a lot more information on your statements, and it also means it's a good time to have a conversation with your advisor.

As an advisor, I know there is a lot to cover.
What are your planning priorities, and how much money you will need for the future?
What investments will help you get there?
What are the risks, and fees associated with different products?
How can you pay the least tax, and manage the estate implications?
Some people don't even want to ask the questions, they just want somebody to do it all for them….

Which of these points is the priority to you? It depends on where you are in life, and your interest in investing. In fact, sometimes what the industry thinks is important, isn't a big deal to you. You are just trying to ensure you have enough for retirement and enjoy life. We always need to remember; this is your money, this is your future.

Why is there more disclosure? To help you better understand the fee structures so you can make the right decision for you. New statements will fully disclose the portion of the fee that is paid to the advisor and the advisor's firm.

A big part of an advisor's role is to ensure we choose the best product and the best fee structure so you can meet your objectives. The new statements will provide a clearer picture of your purchases, the performance of your securities and the costs associated with investing.

2 of the newer enhancements are as follows:
An **Investment Performance Report** that shows how your investments are performing. The rates of return now presented will be based on the Money-Weighted Rate of Return calculation, which is strongly impacted by when each dollar was added. It is worth noting that the industry has historically used a Time Weighted Return calculation. Both are correct, but use different formulas.
When reviewing this, it's important to consider a few facts:

- Focus on the amount of money made, rather than the percentage. That doesn't change.
- Recognize the start date of the return calculation. For example, some institutions are starting from March 2009, which was the very bottom of the market. These returns will look substantially better than those featuring a 10 year return that starts January 1, 2007, which was approaching the peak of the markets in 2008. Reviewing the annual return and recognizing the priorities and investments of different accounts will help you to better understand the full picture, and if you are on track.

I have been sharing returns with my clients for many years, focusing on dollars made, and using the more traditional method, Time Weighted Rates of Return.

The 2nd addition is the **Charges and Compensation Report**, which will outline investment costs, in actual dollar amounts. It includes a breakdown of charges from the past year for servicing your account and providing ongoing advice regarding your portfolio of investments. Fees may include those you paid directly to your firm (and advisor), amounts you paid to a third party and amounts received from third parties (such as a mutual fund company). Please recognize that the operational expenses for various products, such as ETF's and mutual funds are not included in this report. When reviewing costs, ensure you speak with your advisor about industry standards, and determine what services you receive for the charges incurred.

One benefit of the enhanced disclosure is that many firms have made their fee structures more flexible. That means it's easier to maximize tax deductibility wherever possible. I strongly recommend ensuring all your fees in Non-registered accounts are set up for full deduction. Disclosing them is not enough. Ask your advisor how to ensure you can benefit from this.

As always, my focus is on ensuring you are able to meet your life and retirement goals. These reports form 1 more method of sharing information that can prove helpful. I look forward to ensuring that we continue to provide the following for 2017:

- Establish or execute your cashflow and savings objectives.
- Review and identify the most appropriate portfolio for your needs.
- Provide stable recommendations and guidance for your financial decisions.
- Keep you on track for your life goals, one step at a time.

2 years ago, I pursued a new designation, Certified Cash Flow Specialist (CCS). It focuses on ensuring your cashflow is working for you today and for the future and allows you to get more life from your money. Think this could help you: Then sign up for my upcoming workshops.

* Earn good money, but don't know if you're saving enough for the future?
* Have an important expense that you want to save for?
* Within 10 years of retirement, and know you should be more prepared?
If you know somebody, please share.

Is it time to get a second opinion? If so, please call. I am always happy to help.

Sincerely,

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