

# Newsletter



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## In this edition

Investing and the Art of Patience.....	1
Estate Planning: The Benefits of Giving While Alive.....	2
Inflation: How Has Purchasing Power Changed?.....	2
Life Insurance as a Planning Tool: It's Never Too Late!.....	3
Do You Have These Seven Habits of Highly Effective Investors? .....	4

## Investing and the Art of Patience

It may be easy to overlook the importance of patience in investing. Instant gratification has become a way of life. We've 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.<sup>1</sup>

The rapid rise of the markets hasn't helped to nurture our investing patience. The anomaly of a pandemic, combined with unprecedented actions taken to combat it, has distorted market and economic cycles.

Last year, in just 22 days, the S&P/TSX Composite Index (TSX) forfeited almost nine years of gains, yet it took only 200 trading days to return to prior highs.<sup>2</sup> The S&P 500 Index rebounded to previous highs in record time—just 107 trading days. Consider that over the past 40 years, it has taken an average of 380 days for the TSX to recover from just a 10 percent drop. Similarly, this past summer, it was reported that the pandemic-related recession was the shortest ever on record in the U.S. and lasted only two months.

History has also shown us that the TSX experiences a correction of at least seven percent each year, on average. Yet, for most of this year when equity markets have shown any sign of pulling back, retail investors have been quick to buy the dip.

After a year in which markets have largely trended upwards, it may be easy to forget that advances do not always happen at a constant rate. Over 40 years, the TSX has had an average rate of return of around 6.3 percent. Yet, it's worth pointing out how few of the annual returns fall close to this long-term average: just 20 percent of annual returns were between 5 and 10 percent, and almost one-third were negative.<sup>3</sup> Patience, through time in the markets, helps to provide predictability in investment returns.

We have required a particular amount of patience as we fight the evolving pandemic. Recent reports have indicated a slight setback to Canada's economic growth figures for this past spring, suggesting our road to recovery may be longer than many anticipated. Patience will still be needed: the economy has yet to normalize, largely due to an uneven reopening and the threat of the delta variant. Yet, there are also factors to suggest continued asset price support. Higher inflation rates appear to be moderating and sustainable. And, central bankers appear to be embracing the theme of patience. In the U.S., while a slow taper in asset purchases may be on the horizon, there is no threat of increasing short-term interest rates in the near term.

For most investors, the objective is to create wealth over the longer term, and not for tomorrow. As we look forward, continue to stick to the principles set out in your plan, and don't overlook the importance of patience in achieving your longer-term investing goals.

1. Akamai Technologies – 2014 Consumer Web Performance Expectations Survey • 2. S&P close at 2/10/20, 3/16/20, 8/10/20; TSX close at 2/20/20, 3/23/20, 1/7/21 • 3. S&P/TSX Composite Index 10/29/80 to 4/30/21

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## Estate Planning: The Benefits of Giving While Alive

Estate planning often involves preparing for what happens after death. Yet, consider that giving while living can also play a complementary role within an estate plan. While the obvious personal benefit is the satisfaction of seeing your gift at work, consider that there may be other benefits, including financial ones, from giving while alive:

**Reducing the family's "overall" tax bill** – If adult (grand)children are in a lower tax bracket than you, there may be tax benefits from transferring investable assets to them. Any annual investment income will be taxed at their lower marginal tax rate instead of at your higher marginal rate. This may reduce an overall lifetime family tax bill. Be aware that gifts to spouses or minors may result in negative tax consequences as any income generated from gifted property or capital gains from gifts to a spouse can be attributed back to you.

**Simplifying or reducing your future estate** – By gifting assets during your lifetime, you may reduce the size of your estate and thus the burden of managing assets by others later, especially as it relates to real estate or other investments. This may also reduce capital gains taxes at death, as well as probate/estate administration taxes in provinces where applicable.

**Maximizing lifetime charitable donation credits** – You may receive greater tax benefits by making charitable gifts annually and over time to enable use of the charitable donation credits to reduce your tax liability, as opposed to having a large donation credit at death which may not be fully utilized.

**Potentially reducing future estate conflict** – If you wish to distribute your estate in a manner in which some beneficiaries will receive a greater proportion, gifting during your lifetime may help to potentially avoid a situation in which a dissatisfied family member disputes your will.

### Other Options to Consider

There may be other ways to pass along assets while living. One consideration may be contributing to a Registered Education Savings Plan for the benefit of (grand)kids. If the child has reached the age of majority, funds may be gifted to be put in their Tax-Free Savings Account.

Keep in mind that, as with any gift, once it has been given, you have relinquished control. If you wish to maintain control there may be other vehicles, such as a trust, that can be viable alternatives to a gift. Also, careful planning will ensure that you continue to have sufficient funds for your own retirement. As always, we recommend seeking advice from legal and tax professionals regarding your particular situation.

## Inflation: How Has Purchasing Power Changed?

Over thirty years ago, a Big Mac hamburger cost around \$2. Today, it is over triple the price. Throughout that time, average family income has only risen by 91.8 percent and the Consumer Price Index (CPI), the official measure of inflation, increased by 107 percent, or just 2.2 percent per year.

One of the most pressing questions in financial circles today is whether inflation will become a problem, or if current inflationary pressures are temporary as the central banks would like us to believe. Those who believe inflation may be more pervasive cite various factors that signal a potential shift: significant government stimulus, aging demographics in low-cost manufacturing geographies and empowered labour that puts upward pressure on wages and prices. Others suggest that inflation won't be able to maintain its recent pace after struggling to climb for many years, largely attributing it to pandemic-depressed prices.

How has purchasing power really changed? The chart shows the prices for select items in 1987 and today. While prices for many things have gone up, technology has made others more affordable: TVs are not only larger and thinner, but cheaper! What about your personal experience? Statistics Canada has released a personal inflation calculator at: <https://www150.statcan.gc.ca/n1/pub/71-607-x/71-607-x2020015-eng.htm>

Regardless of the path forward, the good news for investors is that the S&P/TSX Composite Index has gained over 430 percent throughout this time. If history is any indicator, equity markets continue to be a great way to grow funds for the future.



### Changes in the Prices of Select Items: 1987<sup>1</sup> and 2021

	1987	2021	Change
Cdn. Family Income (Avg.) <sup>2</sup>	\$37,118	\$71,200 (2019)	+91.8%
Cdn. House (Avg.) <sup>3</sup>	\$129,702	\$716,000	+452.0%
Flat Screen Television <sup>4</sup>	\$1,599 (32")	\$750 (55")	-53.1%
Top Apple Computer <sup>5</sup>	\$9,150	\$7,400	-19.1%
Microwave <sup>6</sup>	\$580 (680W)	\$140 (1100W)	-75.9%
Bottle of Dom Perignon <sup>6</sup>	\$85.25	\$267.95	+214.3%
Big Mac Hamburger <sup>7</sup>	\$2.05	\$6.77	+230.2%
University Tuition <sup>2</sup>	\$1,137	\$6,580	+478.7%
Consumer Price Index <sup>8</sup>	67.5	139.6	+106.8%
S&P/TSX Composite Index <sup>9</sup>	3,729.30	20,035.30	+437.2%

1. 1987 data, Report on Business Magazine, Apr. 2012, pg. 13 • 2. StatCan T-1110019101; Undergrad tuition [www150.statcan.gc.ca/n1/daily-quotidien/200921/dq200921b-eng.htm](https://www150.statcan.gc.ca/n1/daily-quotidien/200921/dq200921b-eng.htm) • 3. CREA data • 4. Sony HD TV, [bestbuy.ca](https://www.bestbuy.ca) • 5. MacPro, [apple.ca](https://www.apple.ca) • 6. LCBO data • 7. [economist.com](https://www.economist.com) • 8. [bankofcanada.ca](https://www.bankofcanada.ca), accessed 03/21 • 9. At close on 6/7

## Life Insurance as a Planning Tool: It's Never Too Late!

One of the lessons that the pandemic has taught us is the importance of preparing for unexpected events before they happen. As part of that planning, have you considered whether your life insurance meets your needs? It's never too late!

As life insurance is often more difficult and costly to obtain in the later years, it's worth considering at a younger age and while an individual is in good health. Yet, even if you haven't planned in advance for insurance as part of your wealth plan, it may not be too late. We often see individuals in their 60s and 70s purchase life insurance as a planning tool and certain insurance companies will even issue life insurance to individuals up to age 85.



Beyond the protection element, here are four areas where it may prove valuable in your planning:

**Complement Investment Returns** – Many insurance products blend certain aspects of insurance with investing. Depending on the type of insurance and the policy, there may even be choice in how the investment portion is invested, and the potential for a certain amount of growth to be on a tax-sheltered basis. This may be one way to complement investment returns, acting as part of the conservative portion of an investment portfolio, especially in situations in which the cost of managing the policy is reasonable. Upon death, the proceeds will pass to beneficiaries on a tax-free basis. While older individuals will be subject to higher premiums, there may still be a benefit gained from the tax-sheltering opportunity and the eventual tax-free benefit payout.

**Support Philanthropic Efforts** – Insurance may be used to create a legacy and, in some cases, provide benefits even while you are alive. For example, you could have a charitable organization purchase an insurance policy on your life while you donate the cash annually to pay the premiums. This way, you would receive a tax credit for the annual cash donated. Alternatively, you could own a life insurance policy and name the charity as the beneficiary or donate appreciated shares to fund an insurance policy. There are a variety of tax-effective ways to use insurance to support your charitable endeavours.

**Cover Taxes on Death** – Many estates incur a considerable amount of taxes on death and this situation may be complicated by the presence of illiquid assets such as real estate or a family corporation. A life insurance policy may help to effectively cover those taxes, so that your estate isn't left with a shortage of cash when these taxes come due. For example, there may be a significant capital gains tax liability upon the transfer of a cottage or cabin and the proceeds from an insurance policy can help to cover these taxes and keep the property within the family.

**Equalize an Estate** – In cases where you wish to leave your estate to multiple beneficiaries and it is important to provide assets of approximately the same value, life insurance may potentially help to provide that equalization. You may have assets that are better left to certain beneficiaries, rather than being shared, such as a family business. In these instances, the insurance death benefit can be used to help equalize the inheritance for those heirs who may not be the beneficiary of these assets.

### We Can Assist

Regardless of your age, consider exploring the opportunities for insurance to play a role in retirement and beyond. There are many products available to support a variety of investment, tax, retirement and succession planning solutions. For a broader discussion, please call the office.

## Do You Have These Seven Habits of Highly Effective Investors?

Over thirty years ago, the book *The 7 Habits of Highly Effective People* quickly became a bestseller by offering a common-sense approach to improving life outcomes through personal change. Investing may be seen in a similar light—establishing certain habits can help to make better investors.

Here are seven practices that can serve investors well:

### ① Recognize that time is one of your greatest assets.

The odds of investing success fall in your favour when you combine a long time horizon with the power of compounding investments. Even average returns, compounded over a long time period, can lead to superior overall results. Consider that a one-time, lump-sum investment of \$55,000 will yield around \$209,000 in 25 years at a compounded annual rate of return of 5.5 percent. However, in 55 years, it will yield over \$1 million.

### ② Accept that markets are inherently volatile.

Volatility is what allows equities to be one of the greatest generators of returns of any asset class over the longer term. While volatility has been muted for most of this year, recognize that it is a permanent fixture in equity markets. Over time, equity markets will have incredible up periods, such as the one we have experienced this year, but also difficult down times.

### ③ Maintain patience, through good times and bad.

Participation, by having the patience to see through the inevitable ups and downs, can make a significant difference in investing. Successful investing often involves the patience to overcome many short-term setbacks in order to enjoy longer-term compounding and progress.

### ④ Don't abandon risk controls.

When equity markets are rising, it may be easy to get caught up in the excitement and forget that various guidelines have been established to control risk within a portfolio—for example, strategic diversification, rebalancing to a certain asset mix, limiting the size of any holding and maintaining quality criteria for

holdings. These help to guard against being caught in the prevailing momentum by identifying potential risks that may not be overly apparent.

### ⑤ Stop listening to the noise.

Everyone has an opinion on investing and the markets. In good times, everyone can sound like an expert and we may fear missing out. In difficult times, the media headlines can magnify economic misery and instill fear. At the end of the day, thoughtful analysis should drive decision-making—not any peripheral noise.

### ⑥ Save more.

Saving is one of the cornerstones of building wealth. You can build wealth without a high income, but you have no chance without a high savings rate. Saving is one aspect that an investor can control—unlike the many others which we cannot, such as stock market performance, interest rates or the timing of recessions.

### ⑦ Continue to have confidence in the value of support.

We are here to provide support at every stage of the investment journey to help you achieve your goals, and this can extend beyond investment advice. This may include helping to instill discipline, through saving or investing, or to enhance total wealth management, through retirement-planning, tax-planning or estate-planning support. Studies continue to show that advised clients have greater assets—more than 3.9 times the assets than non-advised investors after 15 years—and greater discipline through volatile times.<sup>1</sup>

1. IFC, <https://www.ifc.ca/en/articles/canadian-investors-value-advice/>; <https://www.cirano.qc.ca/files/publications/2016s-35.pdf>

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