

Schneider Financial Group Newsletter



Spring 2022

In this edition

| | |
|---|---|
| Volatility Returns..... | 1 |
| It's Tax Season Once Again: Ways to Be Tax Savvy..... | 2 |
| Plan Ahead: Four Things You May Not Know About the RRIF..... | 2 |
| Spring Cleaning? Start with Your Registered Plan Beneficiaries..... | 3 |
| Helping to Protect Investors: The Trusted Contact Person (TCP)..... | 3 |
| A Rising Rate Environment: Why Investors Should Keep Perspective..... | 4 |



**2021
Awards of Excellence**

Wealth Advisor
Prairies & Atlantic

Donna Schneider PFP®
Senior Wealth Advisor
306-781-0509
donna.schneider@nbc.ca

Stephanie Schneider
Wealth Advisor
306-781-0516
stephanie.schneider@nbc.ca

Dallas Smith BBA
Senior Wealth Associate
306-781-0510
dallas.smith@nbc.ca

Andrea Overend-Taylorson
Associate
306-781-0586
andrea.overend-taylorson@nbc.ca

Ivy Sava BA, MA
Wealth Associate
306-781-0511
ivy.sava@nbc.ca

Tyson Skoropat
Wealth Associate
306-781-0512
tyson.skoropat@nbc.ca

Volatility Returns...

Volatility has returned to the equity markets, more recently driven by the turmoil from the Russia/Ukraine conflict and as central banks look to normalizing their policies. For investors, it may feel particularly unsettling since extended periods of volatility haven't been seen for some time. Yet, volatility is a permanent fixture in the markets. Consider that corrections take place around once every year, on average, though markets were largely immune to this occurrence last year.

Financial markets are often quick to react to uncertainties and, today, it seems as though there is no shortage to test the endurance of investors. For many, it may be difficult to detach from the headlines: the conflict in Europe has created new worries. From an investing perspective, it has added to the market headwinds and put upward pressure on the price of oil and other commodities. We continue to monitor the evolving situation and the effects on the financial markets.

Here at home, after over two years of disruption from the pandemic, we should continue to look ahead to the return to "normal." Whether or not you agree with the significant stimulus actions taken over the past two years, they have helped to avert more serious financial and economic harm. However, central bankers are now confronted with the complicated task of winding down their support: increasing interest rates to more "normal" levels and reducing balance sheet assets. Adding to the current challenges? Higher and sustained levels of inflation, which have largely been supported by ongoing supply chain disruptions – and, now, geopolitical tensions from the Russia/Ukraine war.

While there are inevitable challenges and we should expect bumps along the way, don't listen to the doomsayers who suggest that they are insurmountable. Not to belittle the unique challenges we face today, but history reminds us that every market period has had its own obstacles that make it difficult to assess future prospects. Market pessimists have always been quick to offer their prognostications. Consider that over the past 50 years:

- › Annual inflation exceeded 5 percent in 13 of those years.¹
- › The stock market fell in more than 241 of those 600 months, or 40 percent of the time.²
- › The stock market lost a quarter of its value at least seven times.²
- › There were eight bear markets lasting a total of 77 months.²
- › We had six recessions, cumulatively lasting almost six years.³

And, yet, over this period the equity markets, as measured by the S&P/TSX Composite Index, appreciated by over six percent on an annualized basis (not including reinvested dividends).²

Having a longer-term view reminds us that the markets have continued to progress over time, despite the many short-term uncertainties: credit and debt crises, recessions, many changing policies by central banks – and even war. During these times, don't lose sight of your own financial goals: patience, alongside careful monitoring and prudent adjustments through our support, should stand you in good stead.

For many of us, it may feel as though there has been little respite from the challenges faced over the past two years. As we move into spring – quite fittingly referred to as the season of renewal – we are all looking forward to a return to normal.

1. www.inflation.eu/inflation-rates/canada/historic-inflation/cpi-inflation-canada.aspx; 2. Based on S&P/TSX Composite Index from close on Dec. 31, 1971, to Dec. 31, 2021: 1/1/72 - 990.54; 1/1/2022 - 21,222.80; 3. Based on recession data from cdhowe.org.

It's Tax Season Once Again: Ways to Be Tax Savvy

This time of year, income taxes are naturally on our minds. Many of us feel we pay too much tax. There are actions we can take to help minimize these liabilities, which may be even more important in these times of high inflation. Here are some ideas:

Consider the Support of a Tax Professional

The support of accounting or tax professionals may be beneficial to ensure your tax planning accounts for the most updated rules or to help prevent costly mistakes, such as incorrectly completing tax returns or neglecting to claim tax credits. It may also be helpful in more complicated situations, such as where a divorce is involved or if you hold a significant portfolio of foreign assets. As we grow older, it can provide continuity from year to year, which may be important in the event of health issues, incapacity or the death of a spouse.

Remember that Tax Rules Continue to Evolve

The tax landscape continues to evolve. One example is the array of COVID-related benefits introduced over the past two years. Since the start of 2022, the Canada Revenue Agency (CRA) has announced tax changes that may impact certain tax positions. While these changes may not apply to personal income tax season, they are examples of the evolving landscape:

- › **Work-from-Home Tax Credit** — As with the 2020 tax year, the CRA has again issued a simplified Form T2200 available to taxpayers for both the 2021 and 2022 tax years and has allowed a claim for up to \$500 of home expenses.
- › **Automobile Deduction Allowance** — For 2022, the limit on the deduction of tax-exempt allowances paid to employees who use personal vehicles for business purposes has increased by \$0.02, to \$0.61/km for the first 5,000 km driven and \$0.55/km thereafter (for provinces). Mileage rates were last raised in 2020.
- › **Expanded Trust Reporting** — Expanded annual reporting requirements for trusts were anticipated for the 2021 tax year, but in the first quarter of this year, the government confirmed that this was still pending. Draft legislation is expected to be passed for trusts with taxation years ending after Dec. 30, 2022.



- › **A Pending Luxury Tax?** — The 2021 federal budget proposed a luxury tax that did not come into effect starting 2022. Draft legislation is expected,¹ but at the time of writing has yet to be introduced. The proposed levy is either 10 percent of the purchase value above a certain threshold (\$100,000 for cars/aircraft; \$250,000 for boats) or 20 percent of the full value, whichever is less.

Make Tax Planning a Year-Round Exercise

Year-round tax planning can start with maximizing tax-advantaged accounts like Tax-Free Savings Accounts (TFSA) or Registered Retirement Savings Plans (RRSPs). It may include adjusting asset location as investment returns—bond interest, Canadian and foreign stock dividends, capital gains—may be taxed differently depending upon where they are held, i.e., RRSPs, TFSA or non-registered accounts. When it comes to your wealth plan, we're here to discuss tax-planning opportunities to help you keep more of your hard-earned dollars.

Put Your Potential Refund to Work

If you receive a tax refund, what will you do with it? Each year, 19 million Canadians receive a refund averaging \$1,801.² Yet, only 18 percent plan to invest it in a RRSP, RESP or TFSA.³ Consider the potential upside: investing this amount each year for the next 25 years at an annual rate of return of 5.5 percent would yield almost \$100,000 in that time.⁴

For assistance with tax-related matters or for an introduction to an accounting professional, please call the office.

1. www.theglobeandmail.com/business/small-business/article-yacht-and-private-jet-makers-brace-for-cancelled-orders-under-liberal/;
2. www.financialpost.com/personal-finance/taxes/canadians-are-stalling-on-their-taxes-in-this-unusually-complicated-pandemic-year;
3. www.newswire.ca/news-releases/confusion-dread-and-fear-of-owing-money-fuel-tax-filing-procrastination-in-canada-860977490.html;
4. Compounded annually at 5.5%, assuming no fees or taxes.

Plan Ahead: Four Things You May Not Know About the RRIF

While RRSP season may be over, if you have yet to reach retirement, consider the value in thinking ahead to the time when you will eventually access these funds. Here are four things you may not know about the Registered Retirement Income Fund (RRIF).

① You can convert the RRSP to the RRIF earlier than age 71.

The RRSP matures by the end of the calendar year in which the holder turns age 71 and is often converted to an RRIF at that time. However, you are able to open an RRIF earlier than this age. Minimum withdrawal payments will still be required, but not until the calendar year following the year that the RRIF account is opened.

② You can hold the RRSP and RRIF at the same time.

While the RRIF is usually used by an investor to transfer funds once the RRSP matures, there may be instances in which you may want both. If you need to generate pension income to take advantage of the federal pension income tax credit, you could consider opening a small RRIF at the age of 65. At the same time, you can still continue operating your RRSP to capture the ongoing tax deductions from your contributions. Consider also that you can notionally split up to 50 percent of

your eligible pension income (which includes RRIF income from age 65) with a spouse (or common-law partner).

③ You are able to convert the RRIF back to the RRSP.

If you've converted funds to the RRIF earlier than age 71 and realize that it's no longer to your benefit, you are able to convert it back. You may decide to do an early conversion if you retire early, take a sabbatical or have an extended leave from work, since the loss of income means you may be in a lower tax bracket or you may need funds. However, if you return to work, it may be beneficial to resume the RRSP.

④ You can base RRIF withdrawals on a spouse's age.

If you have a younger spouse, it may be useful to use their age to result in a lower minimum withdrawal rate for your RRIF. Be aware that this must be done when first setting up the RRIF and before you have received any payments, so plan ahead.

Spring Cleaning? Start with Your Registered Plan Beneficiaries

When was the last time you reviewed your registered plan beneficiary designations? We often forget to revisit these designations after opening our accounts. However, failing to update beneficiaries is a common and potentially costly retirement and estate planning error that many investors make.

Here are some steps to take to spring-clean your beneficiary designations, as it relates to your registered plan accounts:

Create a list of your investment accounts. Then identify which accounts permit beneficiary designations, such as your Registered Retirement Savings Plan (RRSP), Registered Retirement Income Fund (RRIF) and Tax-Free Savings Account (TFSA), including any accounts through your employer.

List the beneficiaries you have named for each account.

Determine if the named beneficiary is still current. It is possible that a named beneficiary is no longer alive, or perhaps a major life event, like divorce, has changed the status of an existing beneficiary. Be sure to revisit beneficiary designations following major life changes.



Consider whether a beneficiary should even be named.

If no beneficiary is named, assets will pass through your estate. In some cases, a beneficiary is named instead of the estate to avoid probate fees.¹ While this may be ideal for tax-planning purposes, it can inadvertently create other issues. For example, if an adult non-dependent child was named as the RRIF beneficiary, the value of the RRIF will be paid directly to them, but the tax burden will fall back to the deceased's estate, unless a provision has been made in the will. This may cause unintended estate equalization issues.

If a spouse (common-law partner) has been named, determine if there are additional considerations. If a spouse is named as beneficiary for a TFSA or RRIF, you also have the option of naming them as "successor holder" or "successor annuitant," respectively. Generally, the successor designation permits the continued operation of the account by the surviving spouse relatively seamlessly. For the TFSA, any income earned after your death would not be taxed. For the RRIF, there would be no tax consequences to your estate.

Seek assistance. We are here to assist with any changes to your beneficiary designations on your registered plan accounts. As you review these beneficiary designations, we recommend considering the support of estate planning and legal advisors to help ensure your estate planning objectives will be met.

1. Estate administration taxes. Note: This article does not apply to Quebec residents, as the rules surrounding beneficiary designations noted in this article are not applicable under Quebec law.

Helping to Protect Investors: the Trusted Contact Person (TCP)

Protecting the financial security of investors has never been more important. With a growing elderly population and our ever-increasing dependence on technology, there has been a rise in cybercrimes.

FACTS

Over 46 percent of individuals who are 60 years and older have physical and mental disabilities.¹

Each year, one in six seniors falls victim to elder abuse.²

Regardless of age, we remain vulnerable to financial fraud and economic abuse. Canadians lost \$380M to fraud in 2021 alone.³

With these increasing challenges, the "trusted contact person" (TCP) has been introduced to provide an additional preventative layer of protection to support investors. The TCP is a person you choose, for which you have given us written consent to contact under certain circumstances, such as if there appears to be something amiss, if there is suspected financial exploitation or if there are concerns about decision making.

The TCP has no authority to make financial decisions or direct transactions and assumes no liability when it comes to your account(s). The TCP does not replace or assume the role of Trading Authority that may be authorized to an investment account. As well, the TCP is different from the Power of Attorney role that is put in place to provide support in the event of incapacity.

You are able to appoint anyone you wish to be your trusted contact person. It is recommended to select someone who is trusted, mature and knowledgeable about your personal

situation and support network. The individual should be capable of speaking with you, and to us, about your well-being, including potentially sensitive topics such as your physical or mental health status.

You may also consider appointing multiple trusted contacts. The person(s) nominated can change and you are able to revoke designations entirely at any time.

While there may not be a current need for a TCP, implementing this safeguard in advance can help to provide protection down the road. Even if you have appointed a Power of Attorney, having a TCP adds an additional layer of protection to your account(s). If you would like to nominate a TCP for your existing accounts, or for more information, please get in touch.

1. www.un.org/development/desa/disabilities/disability-and-ageing.html;
2. www.who.int/news-room/fact-sheets/detail/elder-abuse;
3. www.antifraudcentre-centreantifraude.ca/index-eng.htm

A Rising Rate Environment: Why Investors Should Keep Perspective

Interest rates have been held at very low levels for an extended period of time as a result of highly accommodative central bank policies. As we move forward towards a return to “normal,” the central banks will be raising rates to more “normal” levels. For many months, the media has been hyping concerns over rising interest rates.

As investors, should we be worried about interest rate hikes? Here are some reasons to keep perspective in a rising rate environment:

Central banks: Good at communicating — While we may be used to the forward guidance given by central banks, it hasn’t always been this way. In the past, decisions made by central bankers were often a surprise that could rattle the markets. Consider that in the 1990s, investors used to guess what the Fed would do based on the size of then-Chair Alan Greenspan’s briefcase!¹ The theory: if the Fed was going to change rates, Greenspan would be carrying a lot of documents, so his briefcase would be wider. Today, we’ve been given ample warning by the central banks that rates will be rising, so much of this expectation continues to be built into the markets.

Interest rates need to normalize — Central banks have been highly accommodative for a very long time. Rates have been kept artificially low to help support economies during this challenging time. As we learn to manage the pandemic and return to normal, a natural unwinding needs to take place, which includes allowing rates to rise. However, let’s not forget that even with multiple rate increases, interest rates will still continue to be very low by historical levels.

Wealth levels continue to be high — With excess liquidity in the markets, many analysts suggest that central banks can hike rates quite a bit without affecting credit conditions. Many businesses continue to be in good shape financially, with solid balance sheets and excess cash reserves, so defaults on business loans are expected to be low. Household wealth also increased at all income levels during the pandemic, and delinquency levels on consumer loans are still at record lows.²

Markets have historically performed well in rising rate times

— Investing theory suggests that interest rates and stock prices move in opposite directions, as stock prices reflect the present value of future earnings: the higher the interest rate, the less future money is worth today. However, history has shown that markets can perform well during rising rates.³ One market strategist determined that the S&P 500 Index returned five percent in the six months following the first rate hike of past recent cycles, despite initial volatility.⁴ Other studies support positive equity market performance during rising interest rate environments (chart).

S&P 500 Performance When 10-Year Treasury Yield Rises By One Percent or More

| Start | End | Starting Yield | Ending Yield | S&P 500 |
|---------|---------|----------------|--------------|---------|
| Jul '12 | Oct '18 | 1.5% | 3.2% | 127.2% |
| Jun '03 | May '06 | 3.3% | 5.1% | 39.1% |
| Oct '98 | Jan '00 | 4.5% | 6.7% | 39.5% |
| Oct '93 | Nov '94 | 5.3% | 8.0% | 2.2% |
| Jan '87 | Oct '87 | 7.1% | 9.5% | 6.7% |
| May '83 | Jun '84 | 10.4% | 13.6% | -1.5% |
| Jun '80 | Sep '81 | 9.8% | 15.3% | 11.4% |

Source: <https://fortune.com/2021/03/08/stock-market-today-risks-interest-rates/>

Slower economic growth — Recent economic data has been mixed to start the year, painting a slowing economic picture. Given the challenge of slower economic growth, it is likely that central bankers will be cautious in the pace of tightening, which may help to temper potential market volatility and may allow time for financial markets and economies to adjust.

1. www.money.cnn.com/1998/09/29/bizbuzz/briefcase/; 2. www.wsj.com/articles/u-s-households-took-on-1-trillion-in-new-debt-in-2021-11644342925; 3. www.bloomberg.com/news/articles/2022-01-23/u-s-stocks-historically-deliver-strong-gains-in-fed-hike-cycles; 4. www.ca.finance.yahoo.com/news/what-happens-to-the-stock-market-when-interest-rates-rise-115245445.html; www.forbes.com/sites/kristinmckenna/2022/01/24/how-do-stocks-perform-when-interest-rates-rise/?sh=56e62d876928

Donna Schneider PFP®
Senior Wealth Advisor
306-781-0509
donna.schneider@nbc.ca

Stephanie Schneider
Wealth Advisor
306-781-0516
stephanie.schneider@nbc.ca

Dallas Smith BBA
Senior Wealth Associate
306-781-0510
dallas.smith@nbc.ca

Andrea Overend-Taylorson
Associate
306-781-0586
andrea.overend-taylorson@nbc.ca

Ivy Sava BA, MA
Wealth Associate
306-781-0511
ivy.sava@nbc.ca

Tyson Skoropat
Wealth Associate
306-781-0512
tyson.skoropat@nbc.ca

2075, Prince Of Wales Drive, Suite 305, Regina, Saskatchewan S4V 3A3 | Tel.: 306-781-0500 | Toll free: 1-866-488-0500 | Fax: 306-781-0505
<https://advisors.nbfwm.ca/en/donna-schneider/our-team/stephanie-schneider/>



2018 Awards of Excellence

Investment Advisor of the Year
Prairies

2019 Awards of Excellence

Investment Advisor of the Year
Prairies & Atlantic



2020 Awards of Excellence

Team of the Year
Prairies & Atlantic



Wealth Advisor
Prairies & Atlantic



The securities or sectors mentioned in this letter are not suitable for all types of investors and should not be considered as recommendations. Please consult your investment advisor to verify whether this security or sector is suitable for you and to obtain complete information, including the main risk factors. The particulars contained herein were obtained from sources we believe to be reliable, but are not guaranteed by us and may be incomplete. The opinions expressed are based upon our analysis and interpretation of these particulars and are not to be construed as a solicitation or offer to buy or sell the securities mentioned herein. National Bank Financial – Wealth Management (NBFWM) is a division of National Bank Financial Inc. (NBF), as well as a trademark owned by National Bank of Canada (NBC) that is used under licence by NBF. NBF is a member of the Investment Industry Regulatory Organization of Canada (IIROC) and the Canadian Investor Protection Fund (CIPF), and is a wholly owned subsidiary of NBC, a public company listed on the Toronto Stock Exchange (TSX: NA). This newsletter has been prepared under contract for the Investment Advisor noted by J. Hirasawa & Associates, and is published for general information only. Content copyright by the publishers and may not be reproduced without written permission. Statistics, factual data and other information are from sources that we believe to be reliable but we cannot guarantee their accuracy. It is furnished on the basis and understanding that the author and its affiliates are to be under no liability whatsoever in respect thereof.