

# Clarifying your complete financial picture

Learn more about what we do







Real financial advice is about more than investing – it's about the confidence knowing that you and those you love will continue to thrive.



# A comprehensive planning approach that analyzes and explores all aspects of your financial well-being

## Investment management

- ❑ Review all necessary information to prepare a detailed statement of investment holdings
- ❑ Determine your investment objectives and time horizon
- ❑ Understand your general attitudes and biases towards investments and investment risk
- ❑ Consider lifestyle and personal values
- ❑ Determine your knowledge and experience of investing
- ❑ Evaluate your current asset allocation
- ❑ Identify positive cash flows (if any) that could be earmarked for investing
- ❑ Consider your tax position (as well as your spouse's) relative to types of investment income
- ❑ Coordinate personal investing within registered and non-registered accounts that have investment activity within private corporations to ensure appropriate overall asset allocation and to maximize tax efficiency
- ❑ Prepare financial reports to document your current financial position
- ❑ Formulate financial objectives based on your situation and preferences

## Managing cash flow efficiently

- ❑ Identify details of all your assets, liabilities, incomes and expenses, in Canada and abroad
- ❑ Determine cash flow needs and wants, financial management objectives, and attitudes towards debt and saving
- ❑ Gather information on all sources of income, including interests in any trusts, income from investments and business, and all respective tax issues concerning income in order to determine your net income
- ❑ Detail your current and future expenditures, including basic needs, housing and transportation costs, major purchases, vacation, travel and other lifestyle expenditures
- ❑ Obtain information relating to your business interests, personal, guarantees that have been provided, type and structure of the business interest
- ❑ Identify type of ownership and beneficiaries on all appropriate assets
- ❑ Gather details of all debt, including interest rate repayment schedules
- ❑ Identify your participation in employer sponsored plans including stock options, pensions, profit sharing, and registered and non-registered savings plans
- ❑ Prepare your statements of net worth, cash flow and budget
- ❑ Identify specific, optimal strategies to implement a cash flow and financial management plan that aligns with your overall objectives, including priorities and action steps



## Optimizing your retirement

- ❑ Understand your unique vision of retirement – will it be a slow transition all at once, when will the retirement journey start, where will you live, what will you do, etc.
- ❑ Determine details of potential sources of retirement income and estimated retirement expenses
- ❑ Confirm retirement planning assumptions
- ❑ Create initial financial projections for retirement based on existing resources, timing, behaviours and assumptions
- ❑ Compare projections based on your current position with retirement objectives
- ❑ Model possible trade-offs that could help meet retirement objectives, as required
- ❑ Consider potential planning strategies, and evaluate the advantages and disadvantages of each
- ❑ Identify specific, optimal strategies to implement your retirement plan that align retirement objectives, including priorities and action steps
- ❑ Identify optimal income and withdrawal strategies for retirement, taking into consideration the tax attributes of income streams from pensions, government benefits, registered and non-registered investments and investments held within private corporations
- ❑ Synthesize objectives, resources, preferences and strategies to create your recommended retirement plan

## Preparing for the unexpected

- ❑ Gather all information on your prevailing insurance coverage, including life, critical illness, disability and long-term care
- ❑ Identify financial risks associated with loss of life or livelihood, including impacts on standard of living, education planning and retirement planning
- ❑ Determine health-care needs through living benefits, disability, critical illness and long-term care plans
- ❑ Compare risk exposure to current coverage
- ❑ Assess implications of changes to your insurance coverage
- ❑ Identify any risks to business interests and relationships associated with death or disability
- ❑ For life, disability and critical illness insurance coverage, determine whether personal or corporate ownership is most appropriate from both a tax and a risk management perspective
- ❑ Prepare financial reports to document your current financial position, obligations and risks
- ❑ Gather relevant health information, such as pre-existing conditions
- ❑ Determine amount of financial risk and obligations in unexpected events (such as premature death and disability)
- ❑ Prioritize your risk management preferences and needs
- ❑ Identify, consider and synthesize all potential strategies to create a recommended risk management plan that helps you prepare for the unexpected





## Planning for major expenditures

- ❑ Identify cash flows and assets available to fund major expenditures, including purchase of a principal residence, vacation property or a business
- ❑ Determine the implications of acquiring and/or disposing of assets
- ❑ Formulate strategies to meet your major expenditure plans and goals
- ❑ Evaluate advantages and disadvantages of each strategy
- ❑ Synthesize your objectives, resources, preferences and strategies to create a recommended major expenditure plan
- ❑ Identify specific, optimal strategies to implement your major expenditure plan that integrates your overall financial planning objectives, including priorities and action steps

## Sharing your wealth

- ❑ Discuss and prioritize your philanthropic and estate planning objectives, goals, motivations and preferences
- ❑ Review all legal agreements and documents that impact estate planning and charitable giving, including legal ownership of assets, beneficiary designations, shareholders agreements, wills, trusts, enduring powers of attorney, and personal directives or documents related to personal care
- ❑ Identify creditors and other potential claims against your estate
- ❑ Determine if your estate will have enough liquidity to pay estate liabilities and preserve business assets or real property with emotional attachment
- ❑ Identify opportunities to preserve estate values, defer taxes, equalize estate distributions and/or enhance the estate values with life insurance and other estate planning vehicles, such as trusts
- ❑ Facilitate family conversations to discuss your wishes and preserve family harmony
- ❑ Synthesize objectives, resources, preferences and strategies to create a recommended wealth-sharing plan





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## Maximizing your business success

- ❑ Identify your business objectives, goals, motivations, and preferences
- ❑ Evaluate organizational structures to identify opportunities to improve creditor protection, enhance wealth accumulation and position the business for a tax-efficient sale or inter-generational transfer
- ❑ Review compensation planning and make recommendations to optimize mix of salary and dividends in the context of continually changing tax rules
- ❑ Consider constraints and risks to meeting business objectives
- ❑ Identify opportunities to help optimize and protect business success, including the use of insurance and other strategies as appropriate
- ❑ Address the needs of your spouse or other family members within the context of business succession planning
- ❑ Determine how to address business succession, whether within the family, outside the family or a sale to third parties
- ❑ Synthesize objectives, resources, preferences and strategies to create a recommended business success plan within your overall personal financial planning needs and goals

## Tax-efficient strategies for your overall financial well-being

- ❑ Identify the tax cost, current value and growth potential of assets to determine short and long-term tax liabilities and strategies to minimize tax and increase cash flow
- ❑ For business owners, identify and assess suitability of strategies to optimize owner-manager compensation, maximize the small business deduction, and preserve and multiply access to the lifetime capital gains exemption, including the appropriate use of holding companies and family trusts
- ❑ Coordinate investment tax loss selling to ensure preservation of capital dividend account balances
- ❑ Identify whether life insurance can resolve your tax, risk management and wealth transfer objectives
- ❑ Synthesize all your financial planning objectives, resources, preferences and strategies to evaluate tax efficiency
- ❑ Identify specific and optimal strategies to reduce and minimize the impact of taxes that aligns your overall objectives, including priorities and clear action steps





# Designed around you and your family's evolving needs

At the heart of what we do is creating your **IG Living Plan™**, where we seamlessly integrate your values and goals into a synchronized financial plan that looks at the big picture and responds to your life. It's a holistic plan that integrates tax-efficient strategies and bespoke investment solutions with six key dimensions of your financial life.

As your life moves through different phases, family circumstances and markets change – our comprehensive, yet flexible team-based approach to financial planning proactively responds to your needs.





At IG Private Wealth Management, discover an enhanced client experience focused on helping you thrive, through a relationship committed to providing real advice that will always put your needs first. We look forward to helping you achieve the clarity and financial confidence you deserve to live the life you want.

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\*To learn more about the IG Living Plan, visit <https://www.investorsgroup.com/en/why-us/living-plan>

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