

# QUARTERLY REPORT

DECEMBER 2008

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## GUARANTEED GROWTH, GUARANTEED INCOME

With the recent drop and extreme volatility in the financial markets, many investors are looking for safer alternatives. The problem with the traditional safe alternative—a GIC—is that you will be out of the markets when they do finally recover, and will miss out on the big gains.

Recently, several companies have developed unique investments that allow you to be invested in the markets (and to benefit from the potential gains) while protecting you from downturns.

These products can provide guaranteed annual growth of 5% before retirement, and a guaranteed lifetime income after age 65.

There is also the ability to lock in market gains, increasing the guaranteed lifetime income.

These investments are designed for people approaching, or in their retirement. They provide a predictable, sustainable retirement income for life.

For more information on these Guaranteed Minimum Withdrawal Benefit (GMWB) investments, give me a call or send an email. I will be happy to discuss if these would be appropriate for you.



## TAX-FREE SAVINGS ACCOUNTS (TFSA'S)

The new Tax-Free Savings Accounts will be available starting on January 1st, 2009.

These are the greatest thing since RRSPs were introduced in 1957!

Every taxpayer aged 18+ can contribute \$5,000 per year to a plan.

All income (interest, dividends, capital gains) are tax free.

All withdrawals from the plan (capital and growth) are tax free.

If you take money out of a TFSA, you can replace it the following year, along with your new \$5000 contribution.

TFSA's will be ideal for short-term savings such as an emergency fund, or to save for a new car or a winter vacation.

TFSA's are also ideal for long-term tax-free growth. They will become an important tool in saving for retirement and in minimizing taxes and clawbacks in retirement.

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**\$500 GRANTS**

**AVAILABLE**

The annual deadline to contribute to RESPs is fast approaching. By contributing money to your children's (or grandchildren's) education savings, they can receive up to \$500 in grant from the Government of Canada. Contributions must be made by December 31st.



**A SERVICE FOR OUR CLIENTS' CLOSE FRIENDS AND RELATIVES:**

**A CUP OF COFFEE AND A SECOND OPINION**

At Money Concepts, we've seen a lot of difficult markets come and go. And we can certainly empathize with people who find the current environment troublesome and disturbing. We'd like to help, and to that end, here's what we offer:

A cup of coffee, and a second opinion.

By appointment, your friends and family are welcome to come in and sit with us for a while. We'll ask them to outline their financial goals—what their investment portfolio is intended to do for them. Then we'll review their portfolio for and with them.

If we think their invest-

ments continue to be well-suited to their long-term goals—in spite of the current market turmoil—we'll gladly tell them so, and send them on their way. If, on the other hand, we think some of their investments no longer fit with their goals, we'll explain why, in plain English. And, if they would like, we'll recommend some alternatives.



A description of the key features of the applicable individual variable annuity contract is contained in the Information Folder. Subject to any applicable death and maturity guarantees, any amount that is allocated to a segregated fund is invested at the risk of the contract holder and may increase or decrease in value.