Spring - Summer 2021

Financial Decisions

Carte WEALTH MANAGEMENT INC.

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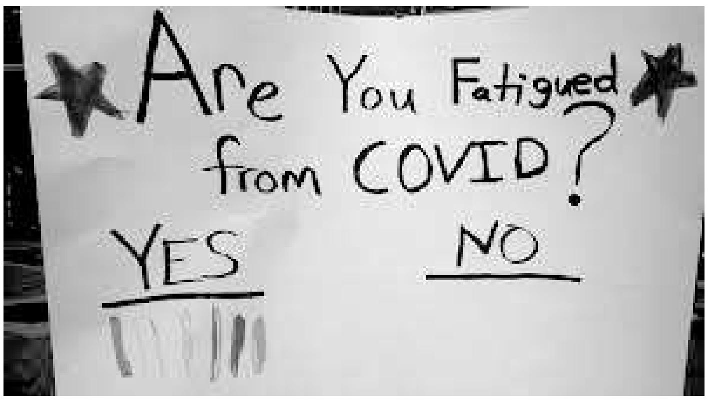
Experiencing COVID Fatigue



No doubt about it - we are "fed up" with COVID-19/variants that have disrupted our existence. Even with more vaccinations taking place it seems we will not "be out of the woods" until later this year - if we are lucky maybe sometime in the Fall. All **our lives have changed** in so many ways large and small but we certainly have learned to adapt and make the best of a bad situation.

As an essential service, we do remain "open" to serve your needs but until permitted remain physically closed and are able to look after you through phone and **Zoom meetings.** The transfer of documents through the mail slot and drop box at our front door is available. Best to contact us beforehand at 705-525-7526 to arrange pickup and drop-off times.

All this has been somewhat challenging and we sincerely thank you for your understanding as we remain committed to serve you in the manner most convenient considering the circumstances.

At writing we are experiencing another "lock down" and **more infections.** It is frustrating for many, and especially those in the hospital, plus the service sectors who have lost employment and income. In the meantime the variants are targeting those younger - no one is safe. **Please take care - there will be better days** as already we see the spring bulbs appear.

Life's Legacy

The passing of Prince Philip recently at just a few months short of his 100th birthday, while not unexpected, was **nevertheless sad.** An interesting dedicated life now over, something of course we all will experience eventually. Hopefully, we all live a long and healthy life as he did.

The Prince, as he did most things in life, was **well prepared** for his passing, even to the funeral arrangements. Perhaps we should **take his example** if not for our benefit but for those we will leave behind.

Besides having a will, it is a good idea to have comprehensive records of all assets and liabilities, passwords to accounts etc. While not royalty, we are all human and prince or pauper have a responsibility to leave this life with our affairs in order, as much as possible - **a good legacy**. If interested we can help with this process.

Recent Website Updates

Besides providing access to client statements and other information, three new features have been added to the front page of our website ***www.financialdecisons.ca.***

Market News: Click this link for the latest market news from Canada and around the World.

Financial Information: Click on this link for a wide variety of tools, including calculators - provided by the Ontario Securities Commission.

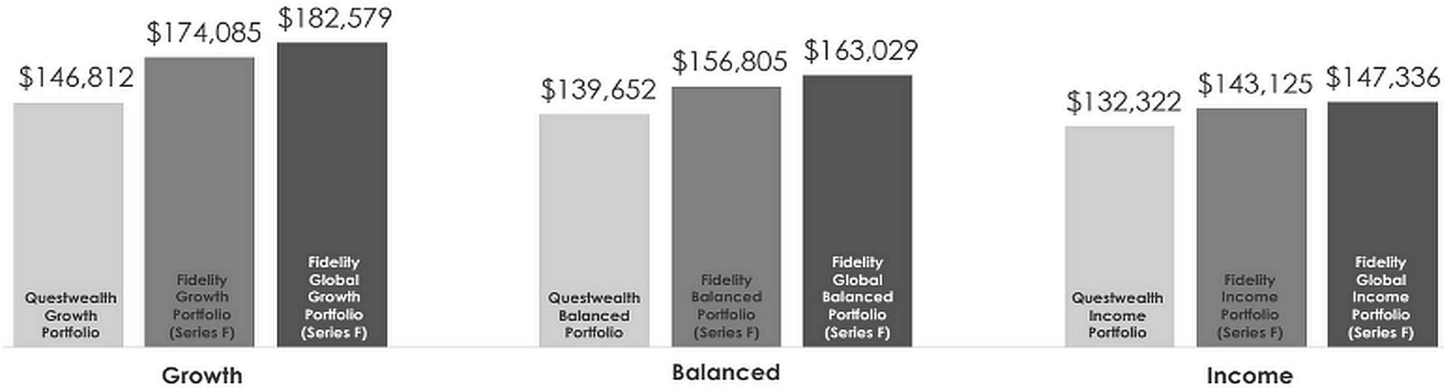
COVID Information: All the latest available though this link including up-to-date emergency benefits and financial relief and various resources.

It is our goal to keep you informed on all you **need to know** for your financial well being.

See reverse for more news

Don't Believe all you See or Hear - Investigate

For those viewing TV, it has been **hard to avoid the "no fee" commercials by Questrade** that suggest if you invest through them you can retire 30 percent wealthier, and therefore to abandon your existing investment approach. Besides the fact that there is **no financial or life planning provided**, there is a real question as to the good returns suggested. **Contrary to the ads there are many actual fees charged** which all add up over time, and are not regularly charged by financial planners. Below we can see a comparison of Questrade returns compared to those of a well known and respected mutual fund company, Fidelity Investment Canada, available exclusively from professionals like ourselves. The comparisons are made of comparable F Class portfolios showing the returns on $100,000 invested in November 2014 to January 31st 2021. We are happy to provide further explanation of the graph and information here.



Source: Fidelity Investments Canada ULC and Questrade.com. Returns cover period from November 2014 to January 31, 2021, in Canadian dollars. Since inception date for Questwealth Portfolios (QPs) shown is November 2014 – exact day of the month not disclosed. For the Fidelity Managed Portfolios (FMPs) shown, November 1, 2014 was used for comparison purposes. The inception date of the FMPs was April 18, 2007. The chart shown is used to illustrate the effects of the compound growth rate and is not intended to reflect future values of the portfolios shown or returns on investment in any fund. Returns for FMPs reflect Series F, net of fees. Investors who buy Series F will also pay their dealer an account fee for financial advice services in addition to the Series F management fees and expenses charged by Fidelity. Returns and growth shown for QPs have been reduced by an annualized account management fee of 0.2% or 1.26% cumulative since November 1, 2014 (assuming November 1st was the start date and an account size over $100K). See important information about portfolio comparisons in the "Important notice" herein.

Type of fee	Charge
Printed Copy of Account Statement	$20
Duplicate Tax Slip	$20/tax slip
Document Retrieval	$20/document
Regular Mail	$10
Courier	$35
Stop Payment	$25
Full Plan Deregistration	$100
Partial Plan Deregistration	$50
Transfer Out	$150
Partial Transfer Out	$25
Estate Settlement	$200/account
Uncertified Cheque	$50
Certified Cheque	$75
Stop Payment	$25
Wire Transfer	$20
NSF Cheque	$30

Honesty is the Best Policy

It has always been o**ur practice to provide full disclosure of all sources of income we earn** with respect to investments and all the services we provide.

On the left, you can **see the extra charges applied to Questrade accounts,** none of which are part of the ads they run, and that are not costs passed on by mutual fund companies.

There is certainly truth in the saying, **you get what you pay for** so the questions to ask are for total transparency, that is not hidden in the fine print.

At the present time, we have a waiting list as we are not accepting new clients except those referred by family.

A Tasty, Yet Easy Dish

Pre-pandemic most of us enjoyed eating out on a fairly frequent basis. There have been a few periods when some outside and even inside with restrictions were in place but for limited periods, and **now we in full lock down with just take out being permitted**. We do encourage you to **help support local eating establishments who are struggling to survive** and you can save on your dishpan hands too.

During this time, plenty of home dining experimentation is taking place. Melanie's contribution is an **easy but delicious pasta dish**. Start with a square of feta cheese in an uncovered oven safe baking dish with a 1/4 cup of olive oil, 2 garlic cloves and sprinkle red pepper flakes on top. Surround with cherry tomatoes. Cooking at 400 F for about 30 or so minutes until tomatoes burst - then stir all togther and mix with your choice of pre-cooked pasta. Put back in oven if you wish to "crust" the top somewhat. **Enjoy with salad and bread of choice.**