

What's important to you?

CURRENT LIFESTYLE	INVESTMENT PLANNING	RETIREMENT PLANNING	SECURITY PLANNING	ESTATE PLANNING	INTERGENERATIONAL PLANNING
<input type="checkbox"/> Finance home	<input type="checkbox"/> Protect savings	<input type="checkbox"/> Personal investments	<input type="checkbox"/> Protect income	<input type="checkbox"/> Wills and power of attorney	<input type="checkbox"/> Education & RESPs
<input type="checkbox"/> Renovate home	<input type="checkbox"/> Make money grow	<input type="checkbox"/> Government benefits	<input type="checkbox"/> Protect against illness or injury	<input type="checkbox"/> Trusts	<input type="checkbox"/> Assisting children
<input type="checkbox"/> Purchase cottage	<input type="checkbox"/> Pay less tax	<input type="checkbox"/> Pensions	<input type="checkbox"/> Protect family	<input type="checkbox"/> Heirs	<input type="checkbox"/> Assisting parents
<input type="checkbox"/> Income property	<input type="checkbox"/> Asset allocation	<input type="checkbox"/> RRSPs	<input type="checkbox"/> Protect assets	<input type="checkbox"/> Charitable giving	<input type="checkbox"/> Health care
<input type="checkbox"/> Finance lifestyle	<input type="checkbox"/> Portfolio rebalancing	<input type="checkbox"/> Annuities/RRIFs	<input type="checkbox"/> Sources of income guaranteed/ non-guaranteed	<input type="checkbox"/> Business transfer	
<input type="checkbox"/> Travel/Vacations	<input type="checkbox"/> Alternative investments	<input type="checkbox"/> Long-term care			
<input type="checkbox"/> Significant purchases	<input type="checkbox"/> Benefit from market volatility	<input type="checkbox"/> Retirement lifestyle planning			
<input type="checkbox"/> Manage debt	<input type="checkbox"/> Tax Free Savings Account (TFSA)				
<input type="checkbox"/> Lifestyle changes					

Current Lifestyle

- Do you rent or own your primary place of residence?
- Are you planning to purchase a new home or renovate the one you are currently in?
- Do you have plans to make a significant purchase? New car? Boat? Cottage? Income property?
- Is travel an important part of your life? What are your short term plans?
- Can you support your lifestyle with your current income? Do you have anything left over to save or invest?
- Are you carefully managing your debt level? Do you know the difference between good debt and bad debt?
- Have you recently changed jobs or had a child?

Investment Planning

- Are you holding a diversified portfolio?
- How often do you rebalance your portfolio?
- What alternative investments do you own?
- Are you exposed to a variety of investment styles?
- What is your time horizon?
- Do you have a specific strategy for utilizing the TFSA?

Retirement

The sooner you begin planning, the easier it will be to put money ahead and worry behind.

- What is your plan for retirement? When? Where? What do you hope to do?
- Are you confident that you have enough resources set aside for retirement income? What vehicles do you anticipate using to generate regular cash flow? How much do you think you'll need?
- What does your employer or company contribute to your retirement plan? Have you calculated your expected income from pensions? How about the benefits of any medical insurance plans?

- Do you think your current asset allocation matches your investment needs? When did you last look it over? When did you last make changes?
- Do your plans take into account the ability to split pension income between spouses?
- Do you own long-term care insurance? Do you think you need it?

Security Planning

The disappearance of steady income can pose daunting problems for you, your family and your business, both in the short and long term.

- How will your family survive if your income is cut off by untimely death?
- Do you own life insurance? Are you confident you have enough life insurance?
- How would disability affect your income? Do you have disability insurance? How much? How soon after a disability do the benefits begin? What is the maximum monthly benefit payable to you and how long would you be eligible?
- Are you worried about how market volatility could impact your ability to meet your basic needs in retirement?

Estate Plans

You'd be surprised to hear that many Canadian adults don't have a will. Protect your assets and ensure they reach your loved ones.

- What's the primary goal of your estate plan? Avoiding taxes? Providing for your family? Charitable giving?
- Do you have a will? When was it last updated? Who is the executor of your will?
- Are you the executor of anybody's will? How comfortable are you with this role?
- Who controls your health care if you are not able to make decisions yourself? Do you have a Power of Attorney for Personal Care (living will)?
- Do you have a durable power of attorney in the event you can't be reached or are unable to make decisions?

- Have you identified the principal beneficiaries of your estate?
- Do you have guardians for your children? Trustees for your estate?

Business Owner

- Do you have a business? What kind of succession plan do you have for your business?
- Do you have any kind of buy/sell agreement for your business with partners or potential successors? Is it up to date? Is it adequate?

Intergenerational Planning

Looking out for your family can, in many ways, last a lifetime.

- Do you have children? How many? Ages? Names? Plans for more? Are any of the children from other relationships?
- Have you established plans for their primary, secondary and post-secondary education? How much will it cost? Are you prepared to meet those obligations?
- Do your children participate in saving or investing? Do they have an account of their own or any RRSPs and RESPs?
- If your children are grown, do you provide any financial assistance? Do you expect that support to grow/stay the same/decline?
- Do you have any grandchildren? Are you assisting them today, or do you expect to assist them in the future?
- How is your parents' health? Where do they live? Are you providing any care?
- How will your parents provide for their expenses in retirement? How about medical care? Do they own long-term care insurance?
- Are you providing care for any older relatives or friends? How long have you been doing so?
- Are there other relatives or friends for whom you might one day be responsible? When?
- Do your parents have a will? Have they completed their estate plan? Are their beneficiaries up to date?
- How will their estate plan impact your plan?

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