

# The Springstead Allidina Wealth Team

BMO Nesbitt Burns

---

Family Matters Ladder



# The Family Matters Ladder Five Priorities

## The Springstead Allidina Wealth Team’s “Family Matters Ladder”

We get great satisfaction from helping you accomplish your goals and make successful transitions in your life. We also understand that, like the Harvard Study, you get great satisfaction from helping your family and friends succeed.

For more than 25 years, we’ve developed the experience and expertise to:

- Help you with **Retirement Planning, Retirement Income/Tax Structuring, Estate Planning and Business Succession**
- Assist you with **Education Planning** by helping you set education cost goals and establishing education savings plans
- **Work with your adult children** to educate them and establish an investment plan or save for their first house
- Assist you and your parents with the **transition to retirement homes**, or assist with **Estate Planning**

To bring it all together, we’ve developed **The Family Matters Ladder Booklet** to help us help you with the things that matter most – **you, your health, and your family!**

## The Family Matters Ladder Five Priorities

The format of this meeting booklet is organized around the Five Priorities (5 Ps):

- 1. Personal** – Family, Work, Fun, Money Issues – focusing on any major changes
- 2. Planning** – Retirement, Retirement Income and Tax, Estate, Business Succession
- 3. Portfolio and Risk Management** – Review, Outlook and Risk Assessment
- 4. Possibilities** – Assisting family/friends, protecting your assets/minimizing tax, improving your banking, helping you use technology to better monitor your investments, helping you consolidate your financial affairs for better efficiency and co-ordination
- 5. Plan of Action** – Prioritize action items, create follow up tasks and schedule next meeting



# Personal

Help us understand you and your family better:

## You

- Are there any changes to your health, employment or other family dynamics in the past year?
- 

## Your Parents

- Are your parents still living? If so, are they still living independently?
  - Do you have concerns with respect to their health or their financial situation?
  - Are there any other family dynamics/health issues that we need to know about?
- 

## Your Children/Grandchildren

- Name and ages of your children/grandchildren, if applicable?
- Are they at home, at university, or living on their own?
- If adult children, do you have any concerns regarding their finances?
  - Getting started with investing
  - Buying their first house

## Help us understand your work and how it might affect your financial situation:

- Where do you work? Are you an employee or self-employed?
- Do you plan to change jobs or retire in the next 5 years?
- If self-employed, do you plan to transition your business in the next 5 years?

## Help us understand what you might like to spend your money on:

- What do you like to do for fun? Do you travel? How often/where?
- Do you belong to any clubs, or having any recreational or athletic memberships (e.g. gym, golf, curling, bridge club)
- Are there any charities that you support on an ongoing basis?
- Have you ever gifted money to your kids/grandkids?

## Help us understand any future changes to your financial situation

- Do you plan to buy or sell any real estate in the next three years?
- Do you plan to assist any family members in the next three years?
- Are you expecting any lump sums in the next year – bonuses, severance packages, pension plans, inheritance?
- Are you planning to buy a car, take a big vacation or pay off debts in the next year or two?

# Planning

The Springstead Allidina Wealth Team specializes in **personalized planning** for you and your family. Take advantage of the four types of plans we can develop:

## **Retirement Plan (“Do I have enough to retire or stay retired?”)**

- Meet Lifestyle, Travel and Big Ticket item expense goals
- When was your plan last updated?
- Would you like to refresh your plan, or do planning for other family members/friends?

## **Retirement Income, Cashflow and Tax Planning (“How do I properly organize my affairs to meet my expense goals in retirement?”)**

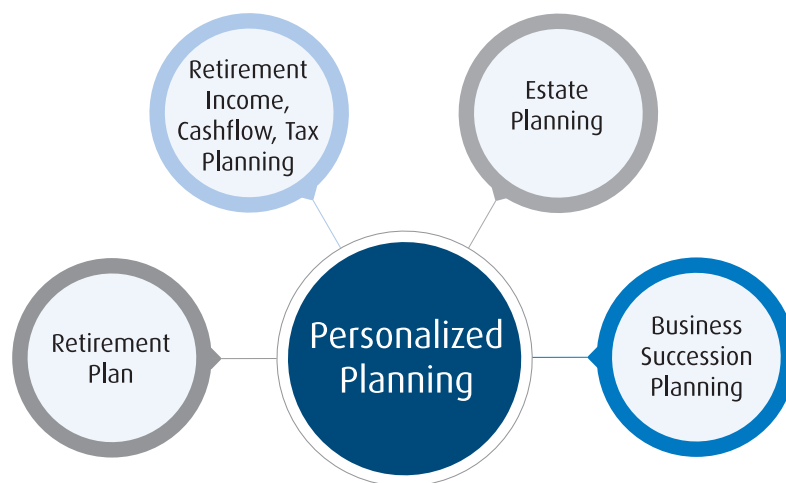
- Learn how to reduce tax and maximize income in retirement by structuring your affairs properly
- Take a proactive approach by meeting with us 6 months before retirement/business transition

## **Estate Planning (“Who would I like to benefit, who will assist with the transition, and how do I minimize taxes to my beneficiaries?”)**

- Our “Estate Planning Lite” Service allows you to develop a full estate plan in one meeting
- Learn the importance of drafting a professional Will, understand the role of Executors and Powers of Attorney, and understand how Estates are settled and taxes can be minimized

## **Business Succession Planning (“How do I unwind my business affairs most effectively?”)**

- Use our Wealth Team’s expertise to prepare yourself to sell or transition your business to the next generation or an external buyer



# Portfolio Management Review and Risk Assessment

Bring you up-to-date on your portfolio (returns, risk and market outlook), and ensure that your portfolio is meeting your short and long-term plan goals.

## **Let's make sure your overall portfolio is in line with your risk tolerance and long-term goals**

- Am I taking too much risk, or too little?
- How much exposure do I have to the stock markets? How much should I have to meet my goals?
- Are you comfortable with your current mix of investments?

## **Am I on target to meet my goals?**

- Are my annual portfolio returns meeting my goals?
- What market or interest rate changes could positively or negatively affect meeting my goals?
- What's the outlook for next year?

## **Changes to your Portfolio**

- Have the changes we've made in the past year put me closer to meeting my goals?
- Do I need to make any future changes?
- What's working in my portfolio and what isn't?

## **How can you personalize my portfolio to my goals?**

- Prior to retirement, how do I set up my portfolio to flow income to supplement government and company pensions?
- What is the role of cash in my portfolio for safety and retirement withdrawals?
- How can you help ensure market volatility doesn't derail my goals?

## **How can we help you co-ordinate your overall investments?**

- Let's discuss the advantage of consolidation in retirement and estate planning
- How can you help me reduce the overall cost of investment management and make all of my investments work better together?

# Possibilities

The Springstead Allidina Wealth Team has tremendous resources within our team, as well as within the broader **BMO Private Wealth Team** to assist you in all aspects of your financial life:

## Banking

- Tired of personal banking unanswered calls, lack of service and bank employee turnover? Sound familiar?
- We have a **BMO Private Banker and BMO Associate Private Banker** right in our branch who work in close co-ordination with our team and our clients
- Advantages:
  - Unlimited withdrawals, transfers, cheques, certified cheques
  - Credit card fees included
  - Personalized lending services for individuals, professionals and holding companies
  - Preferred Exchange Rates
  - Single-point-of contact with an experienced banker

## Family Asset Protection and Insurance

- Would you like to review the financial impact of adverse health or life changes to your family?
- Would you like to explore ideas to maximize the value of your estate to your beneficiaries and minimize the impact of tax paid to CRA on death?
- Would you like us to review your overall insurance coverage (employer, personally held and mortgage insurance) to ensure it is appropriate?
- Let us introduce you to our **BMO Estate Insurance Advisory Services Team** – they're right here in our office!

## Complex Wealth Plan

- For our clients with more complex needs, let us introduce you to **the BMO Private Wealth Team**
- This team is a group of highly experienced wealth professionals to help you with more complex retirement planning, estate planning and business succession planning.

## Lifetime Advice and Our Introduction Service

- Our team has a strong belief that you and your family should have consistent, professional, lifetime financial and wealth planning advice.
- Ask to meet the other members of **The Springstead Allidina Wealth Team!**
- Let us know if any family members or friends require professional financial advice – we will always take the time to help and ensure they get the right relationship, whether with us, other parts of BMO Financial Group or a suitable digital investing experience.



**“People who are more socially connected to Family, to Friends, to Community, are Happier, Healthier, and Live Longer than people who are less well connected.”**

**– 79-year study on happiness, Harvard University (2017)**



Let's connect

**The Springstead Allidina Wealth Team**

BMO Nesbitt Burns  
1400-50 Burnhamthorpe Road West  
Mississauga, Ontario, L5B 3C2

Tel: 905-897-5222  
Tel: 1-800-387-9314  
Fax: 905-897-5229  
[www.SpringsteadAllidinaWealthTeam.com](http://www.SpringsteadAllidinaWealthTeam.com)



BMO Wealth Management is the brand name for a business group consisting of Bank of Montreal and certain of its affiliates, including BMO Nesbitt Burns Inc., in providing wealth management products and services. © BMO “(M-bar roundel symbol)” is a registered trade-mark of Bank of Montreal, used under license. © “Nesbitt Burns” is a registered trade-mark of BMO Nesbitt Burns Inc. BMO Nesbitt Burns Inc. is a wholly-owned subsidiary of Bank of Montreal. If you are already a client of BMO Nesbitt Burns, please contact your Investment Advisor for more information.