

Investment Insight

Are You Checking Too Frequently?

Autumn 2021

According to recent reports, investors using a U.S. discount brokerage platform are checking their portfolios at an alarming rate of seven times per day.¹ It's not difficult to do. Today, often all it takes is one quick swipe on our smartphones. However, frequent portfolio checking may be hazardous to your investing health.

Modern behavioural scientists have shown that our cognitive biases can cause investors to make decisions that may not be in our best interests. By checking portfolios frequently, there is a greater chance that we will trigger these biases. One reason is that frequent checking means a higher probability of seeing a loss, which can drive emotional reactions. By checking S&P/TSX Composite Index performance on a daily basis, there is a 48 percent likelihood of seeing negative performance. If you were to check only once per year, this would decrease to 28 percent.² However, even seeing positive performance may cause us to act in haste, such as selling a well-performing investment too early.

How about you: do you check your portfolio too frequently?

In his latest book, Nobel laureate Daniel Kahneman, a father of behavioural finance, suggests that it's not just our biases that can influence our decision making, but also the "noise" around us. And, as the markets continue to climb the wall of worry, there has been no shortage of noise.

Consider one of the more recent topics to consume financial circles: inflation. There has been significant unwanted variability in opinion, or noise, on the path forward. Some have warned that an inflationary era is upon us. Others support a more transitory view and suggest we may be too quick to ignore the deflationary forces. Consider the impact technology has had on lowering our cost of living. One example: the lithium-ion battery costs 97 percent less than three decades ago and is far more efficient.³

Market reactions have been mixed. Bond yields usually rise with rising inflation expectations, as inflation erodes the purchasing power of a bond's future cash flows so a higher yield compensates for this risk. However, over the summer, despite rising inflation rates, bond yields remained low and actually fell. Even gold, considered a hedge against inflation, was down at the halfway point of the year.

All this to suggest that predicting the course of near-term markets and economies has always been difficult. We've also never experienced a situation of this magnitude: the unprecedented actions to combat the pandemic have helped to distort market and economic cycles. In many ways, the path ahead will be understood only in hindsight. As your advisors, we are here to help cut through the noise to focus on what is important. Also important is being aware of the effects of paying too much attention to your portfolio or to the noise. Continue to look forward and leave the focus on your portfolio to those of us who are here to manage it.

1. On average. www.reuters.com/breakingviews/chancellor-robinhood-is-more-sheriff-than-rebel-2021-07-15/; 2. S&P/TSX Composite index 1985 to 2020; 3. <https://news.mit.edu/2021/lithium-ion-battery-costs-0323>



Mark Allinotte and Dale C. Gagnon

To Our Clients:

We became financial advisors 25 years ago because we wanted to help people. It is very rewarding for us to be able to work with people like you.

One of our team's value-added services is that we make ourselves available to friends and family of our clients to provide a fresh opinion and no obligation reviews of their current strategy. If you think someone you know could benefit from hearing about our process and the services we offer, please consider mentioning our team to them.

It is also the start of the season of giving and in this issue we have included some thoughts to support a giving strategy. If you are looking for help with this, or any other investing matters, please don't hesitate to call. Enjoy the fall colours!

Mark, Dale & Keith

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TFSA Overcontributions & the Importance of Checking Email

A recent article in the *Financial Post* highlighted the potential consequences of not paying attention to electronic communications relating to Tax-Free Savings Account (TFSA) overcontributions.

If you contribute beyond your TFSA limit, the penalty can be significant — equal to one percent per month on the excess amount for each month that you are over the limit. In recent years, the Canada Revenue Agency (CRA) has provided some leniency: you may request a waiver of the penalty tax due to “reasonable error” and if the overcontribution is withdrawn “without delay.”

The article discusses a taxpayer who was sent a warning letter electronically to his CRA “My Account” due to excess TFSA contributions. The taxpayer claimed he never saw this letter. Two years later, when his *Notice of Assessment* (NOA) detailed the penalties and interest owed, he took action to remove the excess amount and wrote the CRA to request relief. However, this was denied as the CRA asserted that he had not withdrawn the excess within a reasonable time, when the warning letter was first sent. The taxpayer then took the issue

to a federal court, yet the judge sided with the CRA in upholding the decision not to waive the penalty. The article is a good reminder to not only be aware of your TFSA limit, but also check for notifications if you sign up for electronic communications.

This may be especially important to remember as the world continues to go digital. The 2021 federal budget proposed changes to improve the CRA’s “ability to operate digitally,” to allow the CRA to send NOAs electronically without the taxpayer having to explicitly authorize them. This may apply to those who file income tax returns electronically. Those who file paper returns will continue to receive a paper NOA.

Keep Good Records: My Account Updates May Be Lagging

It’s prudent to keep good records of your TFSA transactions. Taxpayers should be careful when checking *My Account* for contribution room information as there may be delays in updating TFSA contribution amounts, especially early in the calendar year when the previous year’s information may not be fully accounted for. Some taxpayers have also noted that historical information may not always be correct. In this case, you will need to contact the CRA to update these records.

1. financialpost.com/personal-finance/taxes/missing-a-message-from-cra-doesnt-let-taxpayer-off-the-hook-in-tfsa-overcontribution-case

In Short: Tapping the Registered Education Savings Plan (RESP)

If you have a (grand)child who has headed to college or university this fall, congratulations! Now is the time to take action and tap the fruits of your labour: the RESP.

In short, here are four considerations as you plan your withdrawal strategy:

Track the three “buckets” — Track your RESP balances according to their source: i) grants, ii) contributions and iii) accumulated income (AI), which consists of income or gains made on contributions and grants. Grants and AI may be paid out to the beneficiary as an Education Assistance Payment (EAP), which is taxable in the student’s hands. Original contributions can be withdrawn, tax free, at any time or paid tax free to a qualifying beneficiary. When withdrawals are made, you will need to specify how much comes from each bucket. Unused grants may be clawed back and unused AI may be subject to a penalty tax.

Think tax efficiency — While you can only withdraw \$5,000 of EAPs in the first 13 weeks of enrolment, there is generally little restriction after that period while a beneficiary is registered in an accredited program. Consider drawing EAPs early to help ensure they are used. It may be beneficial to spread EAPs out over several years to use a child’s tax credits, such as the basic personal amount and the credit for tuition paid, or to offset any income from summer jobs or co-op programs.

Deplete, before it’s too late — Once a beneficiary is no longer enrolled, unused grants may need to be repaid and accumulated income payments may be subject to a 20 percent penalty tax. A six-month grace period after enrolment has ended allows for withdrawals to qualify as EAPs.

Consider alternatives, if it won’t be used

— The RESP can remain open until the end of the calendar year that includes the 35th anniversary of the plan’s opening should a beneficiary decide to pursue future qualified studies. If plans

have changed, consider the option to transfer the RESP to a sibling or transfer AI to a parent’s Registered Retirement Savings Plan. Keep in mind that both are subject to various conditions.

For more information, see: canada.ca/en/revenue-agency/services/tax/individuals/topics/registered-education-savings-plans-resps.html



Business Owners: Good News for Family Succession — Bill C-208 Receives Royal Assent

With the passing of Bill C-208 over the summer, keeping a business in the family has become easier and less costly. Previously, the Income Tax Act treated the proceeds of intergenerational sales as deemed dividends to the vendor, whereas sales to third parties were treated as lower-taxed capital gains that could be used against the LCGE.* Bill C-208 eliminates this treatment and enables corporate reorganizations among siblings without being subject to anti-avoidance rules in certain circumstances.

*Lifetime Capital Gains Exemption. However, Bill C-208 reduces access to the LCGE if taxable capital involved exceeds \$10 million; at \$15 million or more, there is no access at all.

The Giving Season is Upon Us: Charitable Considerations

As we enter the final quarter of the year, we are once again approaching the season of giving. Here are just a handful of ideas to support a giving strategy.

Many of us wish to support charities that are important to us. In “doing good,” it can also work to your benefit in the form of a tax credit. If you make donations to qualified charities, the federal credit is 15 percent of the first \$200 donated per year and 29 percent (or 33 percent^{3*}) beyond this threshold. After taking provincial tax into account, the total benefit may exceed 40 to 50 percent, depending on province of residence. Deductions can be pooled with spouses and may be carried forward for up to five years. Here is a sample of options available to you for charitable giving:

Gifting Appreciated Securities — Gifting publicly-traded securities with accrued capital gains to a registered charity not only entitles you to a tax receipt for its fair market value, but also eliminates the associated capital gains tax. If you wish to benefit your 2021 taxes, eligible charitable donations must be made before December 31st so remember to let us know well in advance of the year end as settlement times may vary.

Bequests in Your Will — Providing for a charity in your will may be one way to leave a legacy. Up to 100 percent of your net income in the year of death and year preceding death can be claimed for tax credit purposes.

Private Foundations — Individuals with more substantial assets may consider establishing a private foundation as a vehicle for charitable activities. Money paid into the foundation may result in an

immediate tax benefit while the foundation can direct future gifts as it sees fit. However, the ongoing cost of the foundation may be a considerable disadvantage.



Donor-Advised Funds or Community Foundations —

Giving through a donor-advised fund or a community foundation may be a cost-efficient alternative to establishing a private foundation as they may eliminate certain legal and administrative fees, while still allowing you to direct donations and achieve tax benefits. The benefit of a donor-advised fund is that the contribution is tax deductible in the year it is made, but funds can be distributed in future years and the donor may be able to direct how funds are invested until their eventual distribution.

Get More Information

These are just a handful of ideas. We can help to provide perspectives on these or other options and have resources here to support these types of endeavours. As well, many major charitable institutions have established planned giving offices to support individuals who wish to make substantial donations. Call them for more information. As always, consult a tax advisor to ensure your priorities are respected with any plan you devise.

*The federal donation tax credit rate for donations over \$200 increases to 33 percent to the extent that an individual has taxable income that is taxed at 33 percent.

Inflation: How Has Purchasing Power Changed?

Over thirty years ago, a Big Mac hamburger would put you back around \$2. Today, it costs over triple the price. Yet over that period, average family income has only risen by 91.8 percent and the Consumer Price Index (CPI), the official measure of inflation, increased by 107 percent, or just 2.2 percent per year.

One of the most pressing questions in financial circles today is whether inflation will become a problem, or if current inflationary pressures are temporary as the central banks would like us to believe. Those who believe inflation may be more pervasive cite various factors that signal a potential shift: significant government stimulus, aging demographics in low-cost manufacturing geographies and empowered labour that puts upward pressure on wages and prices. Others suggest that inflation won't be able to maintain its recent pace after struggling to climb for many years, largely attributing it to pandemic-depressed prices.

How has purchasing power really changed? The chart shows the prices for select items in 1987 and today. While prices for many things have gone up, technology has made others more affordable: TVs are not only larger and thinner, but cheaper! What about your personal experience?

Changes in the Prices of Select Items: 1987¹ & 2021

	1987	2021	Change
Cdn. Family Income (Avg.) ²	\$37,118	\$71,200 (2019)	+91.8%
Cdn. House (Avg.) ³	\$129,702	\$716,000	+452.0%
Flat Screen Television ⁴	\$1,599 (32")	\$750 (55")	-53.1%
Top Apple Computer ⁵	\$9,150	\$7,400	-19.1%
Microwave ⁴	\$580 (680W)	\$140 (1100W)	-75.9%
Bottle of Dom Perignon ⁶	\$85.25	\$267.95	+214.3%
Big Mac Hamburger ⁷	\$2.05	\$6.77	+230.2%
University Tuition ²	\$1,137	\$6,580	+478.7%
Consumer Price Index ⁸	67.5	139.6	+106.8%
S&P/TSX Composite Index ⁹	3,729.30	20,035.30	+437.2%

1. 1987 data from Report on Business Magazine, Apr. 2012, pg. T3; 2. Statistics Canada T-1110019101; Undergrad tuition www150.statcan.gc.ca/n1/daily-quotidien/200921/dq200921b-eng.htm; 3. CREA data; 4. Sony HD TV, bestbuy.ca; 5. MacPro, apple.ca; 6. LCBO data; 7. economist.com; 8. bankofcanada.ca/rates/related/inflation-calculator/, Mar. 1987 & 2021; 9. At close on 6/7.

Statistics Canada has released a personal inflation calculator at: <https://www150.statcan.gc.ca/n1/pub/71-607-x/71-607-x2020015-eng.htm>

Regardless of the path forward, the good news for investors is that the S&P/TSX Composite Index has gained over 430 percent throughout this time. If history is any indicator, equity markets continue to be a great way to grow funds for the future.

The Psychology of Investing

Why do investors sometimes fall into the trap of buying high or selling low? Why do many of us procrastinate in saving for retirement, despite knowing its importance? Our brains are hardwired to sometimes make decisions that aren't always logical.

After the stock market crash of October 1987, a day in which equity markets fell 20 percent despite having no rational economic explanation, economists started to critically rethink their views about the fundamentals of economics. This acted as a springboard for the field of behavioural economics, which linked psychology with economics to show that human behaviour can have significant effects on economic decision making.

Behavioural economists have determined that cognitive biases often prevent individuals from making the best decisions. This is because our brains operate in two cognitive states: automatic and reflective. Our automatic system is uncontrolled, fast and unconscious. Our reflective system is controlled, effortful and deductive. Cognitive biases occur when the automatic system, often influenced by the current environment, dominates the reflective system. This is why going grocery shopping while hungry can lead to unhealthy food choices: our reflective system is easily overridden by a state of hunger.

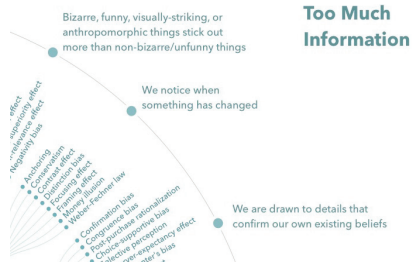
In investing, human emotion can often drive these behavioural biases and cause us to make decisions that may not be in our best interests. "Herd behaviour," the tendency to follow the actions of a larger group, may cause investors to buy or sell due to pressure from others who are doing the same. "Recency bias" causes investors to believe that recent patterns or events in the markets will continue into the future. "Confirmation bias" suggests we put more emphasis on information that agrees with what we believe, discounting opinions and data that disagree with these beliefs.

In fact, according to scientists there are 188 known cognitive biases that can lead us astray from making rational judgments. The visual above shows just a handful of the complete list of biases as published on visualcapitalist.com. The full infographic, found at www.visualcapitalist.com/every-single-cognitive-bias/ presents an interesting look at how our brain can sometimes work against our better judgment.

The good news? With a bit of effort, we can learn to control these behaviours. Some of the most seasoned investors have trained themselves to avoid emotional impulses. We can also integrate different techniques into our investing programs, like regularly rebalancing portfolios, using managed products to put buy and sell decisions in the hands of experts, or incorporating systematic saving or investing programs to avoid market timing.

Most importantly, don't forget the influence that human behaviour can have on investing and plan ahead before it can have an impact. This may include sticking to your wealth and investment plan during volatile times or avoiding the urge to react to social and media pressure. And, remember, we are here to help you to temper these biases as we work with you towards achieving longer-term success.

Chart: An Excerpt from the Cognitive Bias Codex



Source: Visual Capitalist, attributed to designhacks.co; www.visualcapitalist.com/every-single-cognitive-bias/



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