



Insights

SPRING 2018

More in-depth educator-specific financial tips, articles and resources are available at educatorsfinancialgroup.ca

DID YOU KNOW?

Put your Educators team to work for you: Regional Directors

To help you make the most of our expertise, recent Insights issues have discussed the different roles at Educators Financial Group. This issue: Educators' Regional Directors, our 'go-to' people for all your borrowing needs.

Our Regional Directors combine experience with extensive specialized education in the field. They have received their Accredited Mortgage Professional (AMP) accreditation — meaning they're thoroughly grounded in everything from the mortgage underwriting process to specialized mortgages, real estate purchase transactions, and ethical practices. (Go ahead — ask them about the new mortgage "stress test".) In addition to

extensive education, they are experienced working with education members.

"A mortgage is a lot more than a low rate. It has to work for the individual. Because we've been helping educators get mortgages for over 40 years, we know it's tough saving for a down payment if you're lower on the pay grid, are an occasional worker, or dealing with salary disruptions", says Paul Weston, Regional Director at Educators Financial Group.

Our Regional Directors are here to answer your questions and help with anything from lines of credit, to consolidating your debt, to mortgages.

For details on our Regional Directors' qualifications and role, you can read more here: educatorsfinancialgroup.ca/RegionalDirectors. You can make an appointment to talk to a Regional Director by calling our Contact Centre at 1.800.263.9541.

Pat Bellissimo, *Broker-Vice-President, Lending Services*
Educators Financial Group

CHUCK'S CORNER

The quest for financial literacy never ends.

Education doesn't end with graduation. It's lifelong. That's why you take courses, read, and attend seminars to stay up to date. Becoming financially literate takes the same commitment. There's always more to learn — new products, new requirements, new ways to meet your goals.

Fortunately, Educators Financial Group has got you covered. Our Financial Planners, Regional Directors, Customer Service Reps and Account Managers have the training and educator-specific knowledge to answer all your



questions. Combined with our eNews, Insights, and online Learning Centre (educatorsfinancialgroup.ca/tlc), you have all you need to become knowledgeable about financial products. For example, you'll learn there's more to a mortgage than rate. You'll find out how to lower the interest you pay on your debt. You'll know to compare MERs (did you know that Educators has some of the lowest MERs available?) And so much more.

Talking about new ways to meet your goals, we've introduced a product that makes it easy to have a portfolio that reflects your needs. Designed by educators for educators, our new Monitored Portfolios are suitable for all kinds of investors. The portfolios are chosen, monitored and rebalanced by an Asset Allocation Manager, so they're a real time-saver.

Interested? Find out more here: educatorsfinancialgroup.ca/monitored

Like any subject, learning about finances means asking lots of questions. Always remember — we're here to answer yours. Give us a call today.

Chuck Hamilton, *President and CEO*,
Educators Financial Group

PS: Have questions or suggestions on how we can do more for you? Email me at: chamilton@educatorsfinancialgroup.ca

Why an estate plan? Because you deserve it.

You've worked hard for your financial success. Taken summer jobs. Studied to move up a pay grid. You want — *you deserve* — to control what happens to your assets when you're gone. An estate plan gives you that control.

Educators Financial Advisor Nadeem Ibrahim says, *"An estate plan guarantees your wishes are carried out and your assets are distributed tax-efficiently, while minimizing fees. It also makes it easier on your family during a stressful time."*

An Educators Financial Planner can help. They'll take you through a simple Estate Planning Checklist (educatorsfinancialgroup.ca/checklist), and explain its different parts:

1. A Will, outlining how you want your assets distributed.

2. An enduring Power of Attorney (POA) for Property stating who will manage your money if you are unable to do so, and under what circumstances.

3. An enduring POA for Personal Care, stating who will make your health-care decisions if you can't. Check out how to choose your POA's: educatorsfinancialgroup.ca/estate-people.

Trusts — when one person (the trustee) holds title to property on behalf of another (the beneficiary) — are also often part of an estate plan. They're often used for minor children, children with a disability or from a previous marriage, or if a spouse is financially inexperienced. For more on how they work, read here: educatorsfinancialgroup.ca/planning-ahead.

We can help you establish the estate plan you deserve. Call us today at
1.800.263.9541

An easier way to investing that's right for you.

From how you teach, to where you travel, to your retirement plans, you are unique. Your portfolio needs to reflect this in its objectives, investment horizon, and tolerance for risk. (Read more about risk tolerance, here: educatorsfinancialgroup.ca/balanced-portfolio).

But how do you build and monitor a portfolio that reflects your needs, with an educator's busy life? Educators new Monitored Portfolios (educatorsfinancialgroup.ca/monitored) can help. They offer four different portfolios:

Conservative Portfolio — provides interest income and potential low-to-moderate long-term growth. *Risk level:* low. *Time horizon:* medium.

Balanced Portfolio — provides a balance of interest income and long-term capital growth. *Risk level:* low to medium. *Time horizon:* medium.

Growth Portfolio — provides long-term capital growth and low-to-moderate interest income. *Risk level:* medium. *Time horizon:* long.

Aggressive Portfolio — provides maximized capital growth potential. *Risk level:* medium. *Time horizon:* long.

"Educators Monitored Portfolios are diversified, balanced, and represent an investor's risk tolerance ... so they can be the main component of a portfolio, or can be added to an existing portfolio", says Educators Financial Planner Marian Ollila. "They're great value, because they're chosen and monitored by a professional Asset Allocation Manager, at a fraction of what that might cost for individual investments."

Find out how Educators new Monitored Portfolios can suit your unique needs. Call **1.800.263.9541** and speak to a financial specialist today.

Buying a home in times of change.

Buying a home has always been an achievement. With today's real estate markets and regulations, it's even more challenging. It helps to know someone who knows mortgages inside out, and has worked with education members. Wait — you do know someone! At Educators, our Lending Specialists have the knowledge and experience you need.

We have strategies for saving for a down payment. (educatorsfinancialgroup.ca/pro-tips) We'll show you how to budget; make saving a habit with a Pre-Authorized Contribution Plan (PAC); discuss how Tax-Free Savings Accounts (TFSA's), Guaranteed Investment Certificates (GIC's), and Registered Retirement Savings Plans (RRSP's) can boost a down payment, and more.

We can explain the new mortgage requirements. As of January, *all* home buyers — not just those with a down payment of less than 20% — must qualify for the greater of the Bank of Canada's five-year benchmark rate OR their contractual rate plus 2 percentage points (i.e. if your mortgage lender has offered you a mortgage at 2.59%, you'd have to prove you could afford to pay 4.59%). (educatorsfinancialgroup.ca/stress-test) This could mean that you can afford a home worth 20% less than before.¹

Now more than ever you need a mortgage broker. *"As mortgage brokers, we have more options. We negotiate for the best rates and terms ... something more important than ever in today's market," says Paul Weston, Agent - Regional Director at Educators Financial Group.*

We can help you find the right mortgage to buy a home today. Call us today at
1.800.263.9541

¹ Source: www.macleans.ca/economy/realestateconomy/how-the-new-mortgage-rules-will-affect-homebuyers-in-2018

