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As the RRSP deadline approaches, it's always a busy time, but in the rush to contribute we mustn't forget the reason for all our efforts to save: our long-term financial security.

Have you taken the time lately to think about the larger financial picture, which could include your non-registered portfolio, your insurance plan, and perhaps education savings goals for your children?

Give me a call today — when we meet to discuss your RRSP contribution, we can also take stock of these other important aspects of your financial life.



FOCUS ON INSURANCE

Invest through an insurance policy? You bet!

The primary purpose of purchasing life insurance is to protect your spouse, children, or other dependants from financial hardship if you were no longer there to support them. Permanent life policies (universal and whole life), however, include an investment component as well as providing you with coverage for life. Even better, the investment growth generated is tax-free.

The premiums you pay for permanent insurance will be higher than the premiums for the same amount of term coverage. That's because part of every premium goes into the investment component of the policy, increasing its cash value.

Your policy's cash value has many potential uses:

- **Estate enhancement.** The accumulated cash value can be added to the tax-free

death benefit, resulting in a larger benefit for your heirs.

- **Premium holiday.** Some policies will allow you to use the cash value to cover some of the premiums, so if you face a temporary cash-flow shortfall, you don't have to worry about possibly losing coverage for non-payment of premiums.

- **Extra retirement income.** You can draw on the cash value or use it to secure a loan or line of credit to provide you with additional income in retirement. Note that cash withdrawals may be taxable and both strategies will reduce the amount of your coverage.

We'd be happy to tell you more about the potential benefits of a permanent policy in your situation and provide a no-obligation quote. ■



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Craving Indian? Let's talk.

India's economic outlook improved significantly this year after the country gave reformer Narendra Modi a stunning electoral majority. India's benchmark BSE Sensex index climbed steadily in the months after the results were announced and reached a record high on September 8, 2014.¹

Investors are hoping that Modi, who built up an impressive track record running the north-western state of Gujarat, will have similar success in streamlining the various bureaucracies, interest groups and regulations which have long stunted the country's progress.

India has several qualities that can make it attractive for segregated fund investors looking to spice up portfolio returns.

Growth potential

At 1.24 billion and growing, India's population is about 35 times larger than Canada's.² That's important because

population growth is one of the key drivers of business sales and profits. Almost all of India's major sectors stand to benefit from rising consumer demand, including infrastructure, housing, food distribution, transportation, and telecommunications.

A growing middle class

Average incomes in India are low by western standards and per-capita gross domestic product was just \$1,770 in 2013.² However, an increasingly educated and affluent middle class is beginning to demand the accoutrements of a Western lifestyle, creating new opportunities in the automotive, retail, and travel sectors.

World-class businesses

One of the more tangible signs of India's rise is the emergence of a number of world-class businesses. Many, such as Infosys, Wipro, and Reliance Communications are concentrated in high-value sectors such as mobile

technology, computer programming, software support, and business process outsourcing.

However, firms in traditional manufacturing, such as Tata Motors (which bought the Jaguar and Land Rover brands in 2008) and ArcelorMittal, the world's largest steel company, are also making their mark.

A large English-speaking population

Another big India attraction is that its business community, political class, and educated elite generally speak English. This makes it far easier for Western businesses to seek out new investments there and to partner with local firms. The world's largest democracy also has a long common law tradition, and solid institutions ranging from a free press to well-regarded universities.

One worry in recent years has been India's inflation rate. At more than 8% in 2013,² it is creeping up to unsustainable levels. However, even there, India fares well relative to Western economies, particularly Japan and Europe, which have been fighting deflation, widely regarded as a far more serious threat.

Spicing up your portfolio

As with any emerging market, fund investors need to be prepared for volatility when investing in India funds. Still, as a modest portion of a diversified portfolio, they offer significant growth potential to boost overall returns as well as valuable currency, geographic, and industry sector diversification.

If you'd like to explore India in more detail, give us a call. We can help you select funds that are appropriate for you based on your investment objectives and risk tolerance level. ■

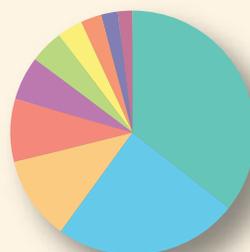
¹ bseindia.com/indices

² *The Economist*, The World in 2013

Boost diversification

Adding India funds to your portfolio can enhance its diversification and provide you with access to more companies in sectors that are underrepresented in Canada. Information technology, for example, makes up almost 17% of India's benchmark market index, compared with less than 2% for the S&P/TSX Composite.

 S&P BSE SENSEX Index constituents by sector



Finance	27.90%	Capital Goods	6.11%
Information Technology	16.83%	Healthcare	5.76%
Oil & Gas	11.98%	Metal, Metal Products & Mining	4.86%
Transport Equipments	11.30%	Telecom	2.39%
FMCG	10.68%	Power	2.20%

As at October 10, 2014. Source: bseindia.com

 S&P/TSX Composite Index constituents by sector



Financials	35.76%	Telecommunication Services	4.60%
Energy	24.31%	Consumer Staples	3.18%
Materials	11.10%	Healthcare	2.92%
Industrials	8.37%	Utilities	1.99%
Consumer Discretionary	5.83%	Information Technology	1.93%

As at October 10, 2014. Source: tmxmoney.com

ARE YOU MAKING THE MOST OF YOUR TFSA?

The turning of the calendar represents an opportunity for all Canadians 18 years or older to contribute an additional \$5,500, to their Tax-Free Savings Accounts (TFSAs). That brings total cumulative contribution room since the TFSA was introduced to \$36,500.

If you're using your TFSA only for cash investments, you may be missing out on valuable tax-free growth potential. With more than \$35,000 in contribution room available, there is an



opportunity for you to create a diversified portfolio of secure cash and cash equivalents, fixed-income holdings, and growth-oriented equities. All of your investment earnings, whether interest, dividends, or capital gains, are completely tax-free, as are all withdrawals. (The downside is that you can't use capital losses to offset capital gains.)

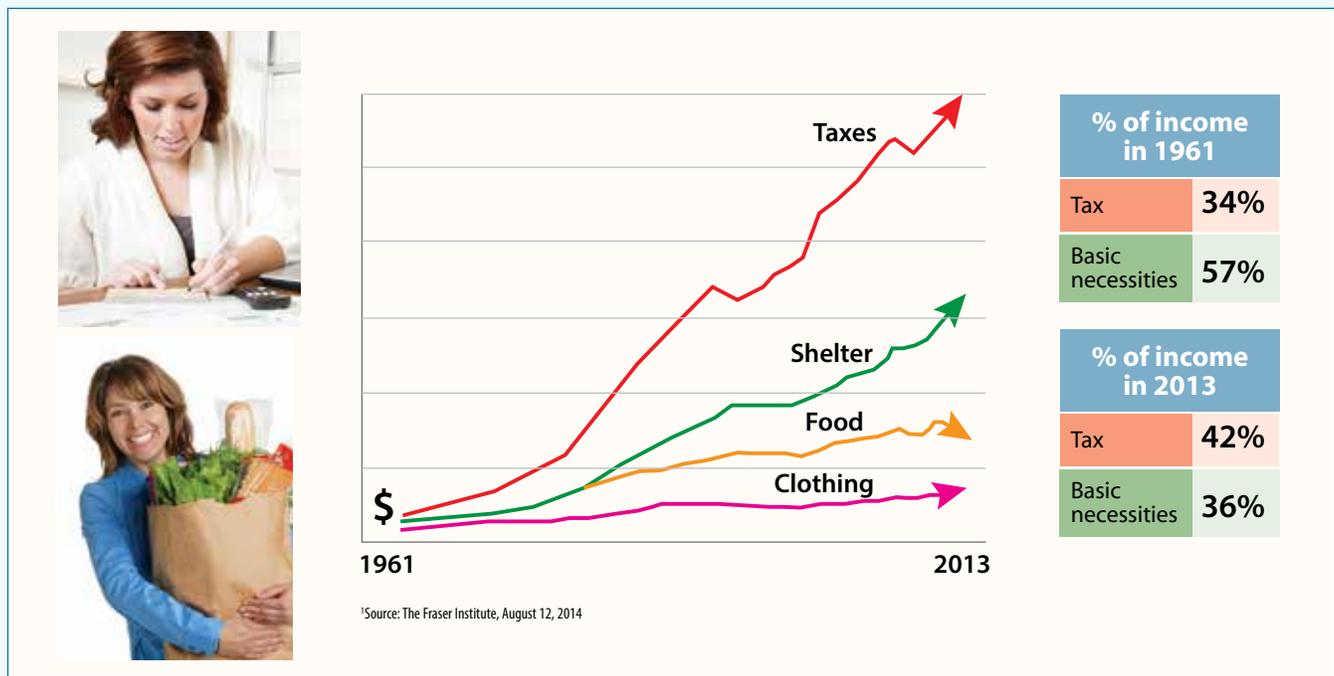
The next time we meet, we can review your TFSA strategy to make sure you're making the most of this powerful tax-free savings opportunity. We can also make sure that your investments are optimized for tax minimization across all your registered and unregistered accounts. ■



EYEOPENER

graphic evidence of how investing works

Canadians spend more on taxes than food and shelter



Feeling overtaxed? That's not surprising. According to a recent study from Vancouver's Fraser Institute, the average Canadian family spent more on taxes in 2013 than they did on food, clothing and shelter combined.¹

These statistics illustrate just how important it is to invest as tax-effectively as possible. That's why we make every effort to ensure that the tax implications are considered for every investment decision you make.

For complete protection, take a portfolio approach

On the surface, investing and buying insurance might seem like two entirely different subjects. However, both activities can be more effective when you take a strategic portfolio approach.

An insurance portfolio consists of several complementary types of policies. Each element plays a different role, much as asset classes do in an investment portfolio. By considering each aspect of your life that needs protection, we can put together a comprehensive solution.

Protecting your family's lifestyle

If you should pass away, you'd want your family to be able to stay in their home, your kids to be able to get post-secondary education, and your spouse not to have to worry about making ends meet.

Solution: Life insurance on your own and your spouse's life. Coverage can be adjusted as your protection needs change over time.

Protecting your income

An interruption in your earnings caused by disability or critical illness could spell financial hardship for you and your family.

Solution: Disability and critical illness insurance. Disability insurance is designed to replace a portion of your income until you can get back to work. Critical illness insurance provides a one-time payment that you can use to seek alternative treatment, pay off debts, provide in-home care, or anything else that can help ease the strain on your family.

Protection from debt

Borrowing plays a key role in helping achieve important goals. But unexpected events can sometimes interfere with regular repayments, putting you, your family, and your savings at risk.

Solution: Sufficient life and disability coverage to maintain required payments or pay off your debts. While many lenders offer mortgage life and disability insurance, a free-standing policy will give you greater flexibility.

Preserving your estate

When you pass away, a deemed disposition of all your assets occurs for tax purposes, which may result in substantial capital gains.

Solution: Permanent life insurance. Permanent coverage provides protection for your entire life, so you won't have to worry about not being able to qualify as you get older.

Protection against healthcare costs

As you age, you may need assistance for everyday activities. Whether you need occasional help in your own home or dedicated nursing help at home or in a facility, the cost can be significant.

Solution: Long-term care insurance. With sufficient long-term care insurance, you'll be able to have the level of care you want without having to tap into your own financial resources or rely on your children for support.

As you can see, there are many different factors to consider and many are subject to change. We can help make sure you have the right types of coverage, in the right amount. ■

Insure your business's most valuable asset

If you are a business owner or self-employed professional, your business is likely to represent a good portion of your personal net worth. Without you at the helm, however, chances are that your business would be worth far less. If the worst should occur, your loved ones may not be able to benefit from the value you worked so hard to build.

The value of insurance

To protect your family and your business, you may want to consider life insurance. The tax-free benefits can:

- Replace your income so that your family can maintain their accustomed lifestyle.
- Hire a temporary replacement to keep the business running until a permanent successor can be found.
- Pay off personal and business debts, including those that are likely to arise at death.
- Fund a buy-sell agreement with your business partner or co-owner so that he or she can purchase the business from your family.

A custom-tailored approach

There are many different types of insurance (term 10, 20, 30, permanent life) and a number of ways to set up the policy.

Every situation is unique, which is why it's a good idea to get professional advice. We'd be happy to take a look at your insurance needs and help you structure coverage to protect both your loved ones and your business. ■

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