



# OUR UNIQUE PLANNING PROCESS



The mission of Aspire is to help clients build wealth and achieve their financial goals. We're passionate about helping people prepare a strong foundation for their future. We know how important is to feel confident that you're on the right path, with a sound plan that fits your lifestyle and dreams.

At Aspire, the well-being of our clients means everything to us. We offer highly personal service and a "one-stop" solution, including investments, insurance, mortgages, banking, income protection and retirement planning.

This brochure outlines our step-by-step process to prepare a new plan for your finances.

***The Aspire team of professionals welcomes you! We are looking forward to serving you and your family.***

# STEP 1

## Discovery



This is where we get to know each other and come to an understanding about your current financial situation.

We will discuss:

- What's important to you (short term and long term goals)
- Our unique planning process
- How we're compensated
- Is there a fit?

Should we decide to work together, we will send you some homework in preparation for Step Two.

***Did you know...*** "Canadians who work with a financial advisor have, on average, 4 times more investable assets than those who do not."



# STEP 2

## Assessment

Together we will review your homework from Step 1 and provide you with your NetWorth Sheet. The most important part of this assessment is the Cash Flow Budget and a calculation of your NetWorth. This will give us a better understanding of what we need to meet your goals.



Apr-19

INVESTMENTS	Account #	Risk Profile		Number of Units	Current Price	1 YR Return	Value
RRSP (Mrs)		Balanced				17.19%	\$60,000.00
RRSP (Mr)		Aggressive				5.00%	\$190,000.00
TFSA (Scotia)		Conservative				10.00%	\$55,000.00
<b>Total RRSP</b>							<b>\$305,000.00</b>
PENSION	Statement Yr	Annual Pension	Bridge until 65	Total at 65 yrs	After 65	Survivor Benefit	Before Tax
Jan 31 2040 (age 58)	2013	\$27,717.00		\$34,503.00	decreases		\$50,000.00
<b>Total Pension Income</b>		<b>\$2,309.78/mth</b>		<b>\$2,675/mth</b>			
Family RESP	Account #	Risk Profile		Current Units	Current Price	Inception Return	Total
CI Investments (\$50/mth)							\$25,000.00
<b>TOTAL RESP</b>							<b>\$25,000.00</b>
FAMILY ASSETS	Account #					Interest Rate	
Primary Residence							\$525,000.00
Day 2 Day (Scotia)						n/a	\$5,000.00
Minnow Master (Scotia Securities)						n 10%	\$2,000.00

**The value of our advice:** "Families with a financial advisor save at the rate of 8.6% per year compared to 4.3% for families with no advice."

# Recommendations

At this point, we will present our recommendations for achieving your goals established in Step One. Your input will result in any changes you see fit to ensure your plan meets your needs. We will conclude with a discussion around the implementation of your plan – getting started, what’s involved, etc.



Reach New Heights of  
FINANCIAL FREEDOM

Thank you for allowing us the opportunity to complete a financial review of your family situation. During our first few meetings we identified some of your **goals and financial priorities**.

Your short term goals (1-3yrs) include improving your cash flow, refinancing your mortgage/debt, start a savings plan, save for income taxes, a new vehicle and finish renos on the house.

Your long term goals include paying off the mortgage (9yrs), helping the girls with their education and family vacations.

**Your Financial Summary:**

- Good cash flow of \$1,285/mth
- Overall Net Worth of \$236,705
- Nice equity in your home, continue with the accelerated bi-weekly payments.
- \$4,578 in registered savings for your retirement.

**Recommendations:**

- Transfer over your RBC & Assante accounts to Quadrus Investment Services- division of Great-West Life to consolidate your finances and managed by Aspire.
- Use the cash values in your life insurance policies to cover off your annual premiums.
- Start a Financial Plan using your positive monthly cash flow
- Open a Manulife High Interest Account and save \$715/mth for Mike's taxes.
- Contribute \$220/mth to the girls RESP and receive an additional \$44/mth in grants.
- Contribute \$100/mth to Mike's RRSP to build up your retirement nest egg and further reduce his taxes.
- Open a TFSA and contribute \$50-100/mth for general savings (car/house/trips).

*Did you know... “Families with a plan are more confident that they will have enough money to retire comfortably.”*

STEP

3

## Action

Now is when we start building your wealth. Together, we will complete all necessary forms to put your plan in place.

We'll answer all your questions, and make sure you get off to the right start. Most importantly, we'll ensure you're feeling comfortable about implementing the first phase of your plan.



***The value of our advice:*** "81% of families with a plan feel that they are on track to reach their financial goals compared to 44% without one."

STEP

4

## STEP 5

# Monitor



- We'll meet semi-annually or annually to monitor the plan and ensure we're on track to accomplish your goals.
- We'll make any adjustments during our meetings.
- As life changes so will your financial plan.

***Did you know...** "Families with a plan grow their assets an average of 2.73 times after 15 years."*



*Not only are we investing for you,  
we are investing **with** you*

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