LIFECYCLE wealth
Wealth Retention Strategies

MANDEVILLE PRIVATE CLIENT INC.®

Four Cornerstones of a Business Owner's Lifecycle

If you're like many other successful business owners, you've probably spent a good deal of time thinking about creating wealth for you and your family. However, if you don't have a concrete goal and step-by-step plan in place, it becomes difficult to take the right steps to build wealth over your lifetime.

Business owners have wealth creation advantages at their disposal that they often overlook because they are too busy to spend an hour to see the low hanging fruit!

Maybe this resonates with you: you're responsible with your finances. Your business is thriving and you have accumulated some savings. You may be a homeowner, and an investor. However, do you know:

- How to make your personal and business finances as tax-efficient as possible?
- How you'll fund big-ticket expenses like your home, cottage & children's college tuition?
- How much money you'll really need to retire with the lifestyle you are accustomed to?
- How will you sell your business and leave a lasting legacy?

These questions aren't easy to answer, but their answers are at the core of a healthy financial future. A tax-efficient Lifecycle Wealth plan can help you address these questions and secure your future.

We understand how easy it can be to become sidetracked on the path to financial prosperity. We help you define your goals and build a workable plan to achieve them, focusing on your business which is your best investment and best tax shelter. We help you fund your business, enhance your lifestyle, plan for retirement and even establish a clear estate plan for your family, being tax efficient at each stage of life.

These are the four cornerstones of how we help you build wealth and develop a legacy, and we can put them to work for you.

Cornerstone I: Building Wealth

Managing your business effectively is one of the keys to creating wealth and establishing the financial security you desire. This means more than just managing your employees and developing a good sales strategy, though; if you want to maximize your profits as a business owner, there are a few financial issues you'll have to take care of as well.

One of the biggest financial hurdles you'll face as a business owner is navigating the murky waters of Canadian tax laws and ensure you aren't paying more than you have to in business and personal taxes. There were a few big changes that recently came into effect that might have a major impact on you and your business in the coming years.

This is where Lifecycle Wealth can help you maximize your business profits and ensure the financial stability you desire. We help you analyze your business and personal finances to develop a 'Lifecycle Wealth Plan' with you to encourage tax efficiency. We begin with your lifestyle needs and desires throughout your lifecycle and proactively build a plan to eliminate any financial concerns over your lifetime.

We also examine your insurance protection, ensuring that you have adequate coverage and your insurance is held properly through your business. This examination will guarantee the lowest premium rates to maximize your corporate wealth. During this stage of building wealth, it is important to protect your greatest asset, YOU.

You are your best investment. Therefore, your corporation is your best tax shelter. Similarly, how we make your insurance tax efficient, we do this for your investments as well.

Our difference at Mandeville Private Client Inc., is providing you with the principles of wealth creation and ACCESS to tax efficient investment tools. We provide ACCESS to investment opportunities both within the public and private realm that allows our clients to optimize their after tax return.

We will also work with you to ensure that you actually see the savings and understand why you should make the decisions we suggest. We sort through your options and make suggestions to figure out your best course of action. We will be with you every step of the way and help you handle your business concerns, finances, insurance and investments.

CHECKLIST

Analyze Your Business Structure

We help you analyze your business to ensure that your corporate structure is most conducive to building your wealth.

Exercise Tax Efficiency

We will add to the advice that your accountant or other advisors have provided, reducing your tax burden and optimizing your overall tax savings.

Reducing Insurance Expenditures

We will help you organize your insurance coverage to make sure that you have adequate protection funded by your company.

"As a recent graduate and new business owner, I was concerned that the Liberal Tax changes to stop dividend sprinkling and the double taxation of passive assets, would affect my lifestyle, funding college for my children and retirement. Thanks to my Lifecycle Wealth Roadmap, I have re-routed my life's journey with some minor adjustments to my game plan. I sleep easier knowing my way forward and that I am financially secure and appreciate the proactive advice my family has received from the Lifecycle Wealth Team."

-Dr. Kareem Kadri

Cornerstone II: Implementing Tax-Efficient Strategies For Business Owners

While an effective business strategy is an important part of creating the wealth you want, if you don't have a plan on how to tax efficiently spend your money, it can be difficult to achieve your financial goals. Our difference is we think outside the box and we provide access to unique tax efficient strategies for the largest expenses in life. These strategies give our clients a bigger impact to fund their lifestyle.

Perhaps you want to purchase a vacation property, cottage, luxury vehicle, set aside money for your children's education or pay off your mortgage. Structuring your finances so that you'll have the money to accomplish these goals is another big part of what we do at Lifecycle Wealth and Mandeville Private Client Inc.

Creating both short-term and long-term financial goals is one of the keys to creating the wealth you need to fund your lifestyle. This helps you determine both how much money you need for various milestones and what your cash flow and financial liquidity should look like.

If you have mortgage payments, tuition payments or other recurring charges, you'll obviously need money available to cover those expenses. If you're planning a large family vacation for next year or want to establish funds for college 10 years from now, we'll work with you to develop the savings and investment plan that works best to meet your financial needs without having to take money out of your company.

At the same time, we will also help you take steps to protect your wealth from the unpredictability of the markets, economy and business world. With periodic reviews of your insurance and investments we can help you make adjustments as needed to ensure your wealth is performing at its optimal level.

In the occurrence of unexpected events or life-changing circumstances such as a death, divorce, or critical illness, we'll help ensure that you keep as much of your wealth safe as possible so that your overall financial plan isn't derailed.

"I was frustrated that I had all this money in the company and could not access it without paying a lot of tax. The Lifecycle Wealth team's business experience helped me focus my practice and make necessary changes. They've also shown me how to pay off my cottage, house and boat all in a tax efficient manner, in a short period of time.

I wish I would have met them sooner. I was also tired of losing money on my investments and the team showed me a life plan to minimize my risk. My investment roadmap allows me to reduce my tax on investments, so all I need to achieve is 5% to live my current lifestyle in retirement. My worry is gone."

-Dr. Robert Perkins

CHECKLIST

Examine Your Financial Status

We help you identify your big costs of life and how we can fund them tax efficiently.

Establish Goals

We'll help you determine exactly what your short-term and long-term financial goals are and how to achieve them with our wealth retention strategies.

Periodic Review

We will help you ensure that your plan stays on track, adjusting for life and tax changes, along the way.

Protection From The Unexpected

Major life events happen. Our plan protects your health and finances at every stage of life.

Cornerstone III: Retirement Plans

When many business owners plan for retirement, they don't stop to consider the quality of life they hope to maintain or how long their retirement funds will have to last. The average life expectancy in Canada is a little over 81 years, so if you retire in your 60s (or earlier) you could easily be looking at 20 to 30 years or more to fund your retirement. How comfortable and what lifestyle do you want to maintain during your retirement?

This is why retirement planning is one of the cornerstones of our approach at Lifecycle Wealth and Mandeville Private Client Inc. If you're used to a certain quality of life while you're working, there's no reason you should have to step down and make your dollars stretch to keep from running out of money in your golden years. With our Lifecycle Wealth Plan, you will be able to live just as comfortably during retirement as you did in the years leading up to it. In fact, with a solid plan in place you may even be more comfortable after you retire than you were while you still worked.

Ideally, our plan shows you how to start saving for retirement, earlier, due to our wealth retention strategies. This will allow you to have decades to implement a solid retirement plan and enable you to enjoy life. Even if you're starting your retirement plan later in life, we can help you develop a plan that will meet all of your needs.

At Mandeville Private Client Inc., our investment strategy focuses on investing your corporate wealth to earn tax efficient income that you are able to enhance your lifestyle today. This allows you to practice tax efficient spending habits, which makes the adjustment to retirement, smoother. All of this is possible because of utilizing and organizing your company in the most effective manner.

If you plan to sell your business, we can help you properly structure the sale as you shift into retirement. Your business is one of your largest investments, so selling it will unlock a sufficient amount of tax paid capital. It is important to have a strategy in place to ensure you optimize your after tax return and investment risk.

CHECKLIST

Start Planning Early

Because of the importance of retirement planning, we start working with you to create a comprehensive Lifecycle Wealth plan.

Live Tax Efficiently

To help ensure a comfortable retirement, we help fund the big costs of life today tax efficiently, which allows you to save more for retirement.

Practice Retirement

Instead of working up to retirement and then having to transition to a retired lifestyle, we'll help you develop a plan to gradually shift into retirement.

Choose To Sell

If you choose to sell your business at retirement, we'll help secure consistent monthly income by implementing the most appropriate investment portfolio.

"This team of professionals has figured out how to use a multi-corporate structure to significantly lower my taxes, both while I work and when I retire. Perhaps it can work for you? Lifecycle Wealth has been instrumental over the past six years in planning my five year practice transition, which is now coming to a close. What is comforting is the fact that I can now retire and maintain my existing lifestyle that we all have worked so hard to achieve. Do not give up this opportunity; you will be impressed."

-Dr. John Doucet

Cornerstone IV: Leaving a Legacy

Successful business owners face significant estate tax of 40% to 50% of their corporate wealth. Whether you like it or not, Canada Revenue Agency is a beneficiary as well as family and charities are beneficiaries. Many people would like to reduce what Canada Revenue Agency receives and increase what their families and charities receive.

Many business owners want to ensure their families are taken care of, others believe their children will inherit enough wealth during their lifetime. At this point in life, the thought of leaving a legacy is a luxury, which many successful business owners contemplate. Some may want to donate to charity now; others may want to make a donation from their estate. Nevertheless, it is crucial to have a plan in place, so you can control who will benefit from your legacy.

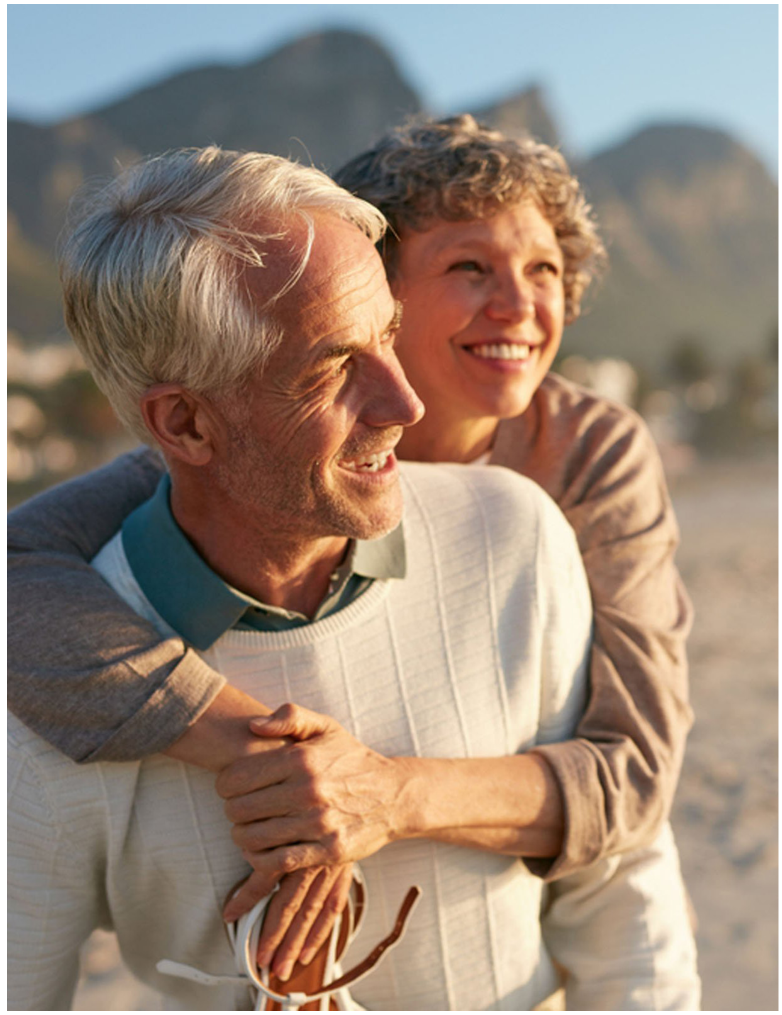
We can help you ensure that any business holdings and property that you wish to pass on is distributed as smoothly as possible with a minimum tax burden. We'll present you with all of the options that are available for your wealth and help you to decide how you would like them distributed.

Many business owners and professionals try to make the world a better place when they're gone. This often means leaving a portion of their wealth to charity, and some even set up foundations or other charitable organizations to more directly help those in need. If this is of interest to you, our difference is implementing tax efficient legacy planning to help so your family isn't left with a burden, while trying to implement your final wishes.

Of course, we also understand that this can be a difficult topic for some people to approach. All discussions regarding your legacy will be respectful and confidential, making this important topic as easy to discuss and implement as possible.

It's important to have a legacy plan in place because if you're unprepared, you won't leave as big of an impact and you won't make your vision a reality.

"It is crucial to have a plan in place, so you can control who will benefit from your legacy."



CHECKLIST

Insurance And Tax Planning

We will ensure your estate plan is properly in place utilizing the four key solutions to minimize and fund your estate tax.

Business And Property Holdings

We will assist you in plans to pass on your business or property holdings to your family or others with the minimum tax burden possible.

A Lasting Legacy

If you wish to leave behind a charitable legacy to help others on your passing, we will assist in planning to keep that burden from shifting to your family.

Our Competitive Advantage

At Lifecycle Wealth & Mandeville Private Client Inc., your success is the core of our business. Our competitive advantage is helping business owners and high net worth individuals draw a clear financial picture and create a balanced and harmonious lifestyle.
We accomplish this for our clients by way of a unique combination of insurance, investments and tax planning ideas in a way that minimizes tax throughout their lifetime. The simplest way to understand our competitive advantage is captured in our vision statement, 'Live in a 15-20% tax world'.

We will put our 80+ years of combined experience to work through our comprehensive wealth creation plan that will give you a second opinion on your insurance, investments and structure to confirm you're on the right track. Invest 10 minutes for a lifetime of savings. Contact Laura Fitzsimons at 800-300-3056 or laura@lifecyclewealth.com.

Our Team

Laura Fitzsimons
Partner & Insurance Advisor at Lifecycle Wealth

Laura is an insurance specialist for over 35 years. Laura's professional memberships and activities include a membership in the Canadian Association of Insurance and Financial Advisor's, as well as being awarded the Top Canadian Female Producer with major insurers for the past 20 years. Laura has secured access to unique insurance products and financing sources that create high impact tax efficient insurance solutions to meet the demands of high and ultra-high net worth clients. Together, Laura and Tim established Lifecycle Wealth specializing with high net worth professionals and business owners. Laura draws a clear financial picture and help clients create a balanced and harmonious lifestyle.

Tim Leonard
Partner at Lifecycle Wealth
Investment Advisor at Mandeville Private Client Inc.

Tim is a retired partner at Deloitte & Touche. Tim has over 40 years of experience advising private clients. Tim has developed the Lifecycle Wealth Plan which provides business owners with a simple framework to create more wealth by paying less tax at each stage of life utilizing the appropriate insurance and investment tools. Tim is a member of the Whistle Bear Golf Club and is the chair of the Stratford Chefs School, Finance Committee.

Kaylin Fitzsimons
Partner & Insurance Advisor at Lifecycle Wealth
Investment Advisor at Mandeville Private Client Inc.

Graduate from Western with a Bachelor of Management and Organizational Studies. Kaylin's insurance focus is educating clients about insurance and how it is an asset rather than a cost. Kaylin's investment focus is designing investment portfolios to help clients invest tax efficiently, so they can spend tax efficiently over their lifetime. Kaylin works in partnership with Laura and Tim to help clients execute their Lifecycle Wealth plans.