

Our clients' number one worry when it comes to retirement is running out of money. With longer lifespans and an aging population, Advisors will be called on more and more to help overcome that fear by mapping out – and then delivering – the appropriate solutions.

Our first step when preparing custom income illustrations is to understand client need within the context of a larger, personalized wealth plan. Then we drill down to calculate what it would take to ensure they can comfortably meet that need, taking into account other sources, such as CPP, OAS, employer pension plans, dividends from a business and rental properties.

Every mandate in our client portfolios produces a distribution – whether that's from a diversified fixed income fund, a traditional dividend-focused equity fund, or an alternative solution that employs a covered call overlay. This reflects a simple tenet of our investment approach: *get paid while you wait*. It's a very compelling and practical story for clients. We explain that no matter what happens to the price of an investment on a given day, they'll still get a monthly distribution that will either buy more units, or go straight into their bank account.

A common thread over the past couple of decades is that while my clients always want a healthy return, they don't want to sacrifice a high degree of protection. Most of them are in portfolios with a low- or low-to-medium risk profile. This worked out

exceptionally well during the 2008-2009 Crisis, as our clients' portfolios withstood the turmoil. Market conditions today play a huge role in our positioning, after all, we are likely much closer to a bear market than we are *further* from one. To combat the interest rate and inflation risk that comes with a higher fixed income allocation, we're focused on short-term debt and corporate debt, and we're also using monthly income funds with flexible strategies and global diversification.

Despite some natural anxiety heading into retirement, in reality, my clients *are* financially well-prepared. To comfort them, when we review their progress we simply show how their disciplined decisions have paid off – just as we'd planned.



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