

WELCOME FALL!

LEY WEALTH MANAGEMENT

October 2024



From Gord's Desk

PUTTING MY MONEY WHERE YOUR HEART IS

At Ley Wealth Management, we believe in the power of community and the importance of giving back. Every year, we are approached by numerous worthy charitable organizations seeking support for their important causes. As we review the year ahead and set our budgets and goals, we want to include you in this meaningful process.



This year, we invite you to share with us one registered charity that holds a special place in your heart. For the charity you recommend, I will make a financial donation in support of their mission. It's my way of expressing gratitude for your continued support while also amplifying the impact of causes you care about.

Simply email or phone Lynn at (905) 372-7490 and let us know the name of the charity you wish to support, and we'll take care of the rest. Together, we can make a difference in our community and beyond. Thank you for being a valued part of the Ley Wealth Management family!

"What Impact Will the Next US President Have on my Investments?" This is the Number 1 Question I'm Hearing from our Clients

This is a great question! For the past 12 years, our clients have enjoyed strong returns from U.S. equities. However, with Election Day approaching, many are wondering about the implications for their investments.

As candidates dominate the news, it's crucial to assess whether elections should dictate investment decisions.



Here are four key points to consider:

1. The Role of the President: While the election outcome is significant, it's just one of many factors affecting the market. Interest rates, health crises, oil prices, natural disasters, tech advances, and corporate activity all play crucial roles.

2. Historical Evidence: Analysis of stock market returns from January 1926 to June 2020 shows no significant difference in returns during presidential election months compared to others. This emphasizes that investors are investing in companies, not political parties.

3. The Fallacy of Short-Term Predictions: The 2016 election highlighted the unpredictability of market reactions. Despite predictions of turmoil with a Trump victory, the market surged over 30% in the following 14 months. This serves as a reminder that forecasts can be unreliable, and unexpected outcomes are always possible.

4. Long-Term Investment Discipline: Given these uncertainties, it's essential to avoid drastic changes to long-term investment plans based on election forecasts. History shows that disciplined investors tend to be rewarded, regardless of political changes. John Kenneth Galbraith famously said "there are two types of forecasters: those who don't know, and those who don't know they don't know".



CONCLUSION: Stick to Your Long-Term Plan

As Election Day approaches, it's tempting to react to political developments. However, maintaining a long-term perspective is vital. Historical data suggests that election outcomes do not significantly affect long-term returns.

Our strategy is straightforward: if you rely on your portfolio for cash flow or retirement income, we've secured up to five years' worth of guarantees to outlast any presidential term. Staying disciplined and adhering to a well-considered investment plan is the best approach to navigating market uncertainties and achieving your long-term financial goals.

If you are interested in learning more about the Election and its market effects, you may find the below video very informative from Dimensional Fund Advisors, [please click here](#).

From Jaclyn's Desk



WOMEN & WEALTH: PART 3

Preparing and Communicating Your Estate Plan

As I conclude our Women & Wealth series, I hope you've found it as engaging and insightful as I did while creating it. In our previous newsletter, we explored strategies for planning both retirement and your overall life, addressing both long-term and short-term goals.

In this final segment, we turn our attention to the importance of preparing and communicating your estate plan. An effective estate plan is crucial for safeguarding your loved ones. Without a proper plan, settling your affairs can become a prolonged and costly burden on your loved ones. A surprising 51% of Canadians have not created a will, and only 22% have taken steps to formalize an estate plan (Angus Reid Institute Poll, 2018) (CIBC Aging Parents Poll, 2017).

The Three Components of an Estate Plan

An estate plan typically involves three essential components, each crucial for safeguarding your interests and those of your loved ones:

1. Will

A Will allows you to communicate your wishes clearly and precisely. A Will names an estate representative and sets out your intentions for the management and transfer of estate assets. Having a will offers several important benefits including:

- **Control Over Asset Distribution:** A Will allows you to specify how your assets, such as property, money, and personal belongings, are distributed to your beneficiaries, ensuring that your wishes are followed.
- **Avoiding Intestacy Laws:** If you die without a Will, your estate will be distributed according to the laws of intestacy, which may not align with your preferences. Having a will prevents this default legal process and puts control in your hands.
- **Minimizing Family Disputes:** A clear Will can prevent confusion and disputes among family members about how assets should be divided, reducing the risk of conflict.
- **Estate Tax Efficiency:** A well-structured Will can help minimize estate taxes and other costs, maximizing the inheritance for your beneficiaries.

2. Power of Attorney for Property

A power of attorney (POA) is a legal document that authorizes one or more individuals to manage your finances and property on your behalf. By establishing a POA, you designate someone you trust to handle your financial matters and property, rather than leaving these decisions to others or the courts. The POA has the power to handle a wide range of affairs including bill payments, bank account management, buying or selling of real estate and other assets and filing taxes.

3. Power of Attorney for Personal Care

A Power of Attorney for Personal Care is a legal document that grants a designated person the authority to make personal care decisions on your behalf if you're unable to make those decisions yourself. It allows you to appoint someone who understands your preferences for healthcare, living arrangements, and other personal matters and ensures your personal wishes are respected when you're unable to communicate them.

Share your Plan with your Family

Discussing your estate plan with your family is a proactive measure that can help ensure that your wishes are respected and that your loved ones are well-prepared for the future.

Clear communication helps prevent misunderstandings and disputes among family members. It ensures everyone knows what to expect and reduces the risk of conflict over your assets and wishes. If you have appointed certain family members as executors, trustees, or guardians, informing them in advance allows them to prepare for their responsibilities and understand what will be expected of them.

Additionally, open communication also provides an opportunity to address any concerns or questions your family members might have. This can help alleviate anxieties and ensure that everyone feels informed and involved.

IN CONCLUSION:

A well-designed estate plan is crucial for safeguarding your wealth, protecting your family, and preserving your legacy. Whether you're creating a plan for the first time or updating an existing one, our dedicated team will work closely with you and your family to provide the expert guidance and personalized attention you deserve. We are committed to ensuring that your estate plan aligns with your goals and delivers peace of mind for the future.

CIBC Private Wealth is offering an exclusive webinar on Tuesday, October 29th at 4pm EST, featuring Jamie Golombek and Erin Bury, on the Importance of Estate Planning, called *Securing your Family's Future: The Importance of Estate Planning*.

If this topic resonates with you, we would encourage you to [register for this exclusive webinar by clicking here](#).

Please Join us in Welcoming Lindsay to the Team!

We are excited to introduce our newest team member, Lindsay Nie! A recent graduate from St. Francis Xavier University in Antigonish, Nova Scotia, Lindsay holds a Bachelor's degree in Business Administration and is eager to embark on her career in the private wealth industry as an Administrative Assistant.

In her role, Lindsay will be supporting the team, ensuring exceptional service and support. As a local from Cobourg, she brings a deep connection to our community. Outside of work, Lindsay enjoys traveling, relaxing at her cottage on Stoney Lake, and is currently house-hunting for a fixer-upper project with her partner, Dawson.

Lindsay is already working towards furthering her industry expertise, having started the Canadian Securities Course. We are thrilled to have her on board and look forward to mentoring her as she grows in her new role.



From Lynn's Desk



"IN-KIND" CHARITABLE DONATIONS: A Win-Win Proposition

It's that time of year again! If you are planning to make a charitable donation this year, please talk to us before Monday, December 2nd, 2024, to ensure you will receive a tax receipt that can be applied to your 2024 tax return.

There are many benefits to charitable giving, from the satisfaction of giving back to the community and helping those in need, to the tax credits that can provide significant tax relief during your lifetime and minimize future taxes payable by your estate.

Please contact Lynn at (905) 372-7490 to learn more and talk about how we can help you.



2024 TAX LOSS SELLING



At this time every year, we review your non-registered accounts for tax-loss selling opportunities that might benefit you at tax time. If you have any unused capital loss, this can be carried forward indefinitely against future capital gains.

To take advantage of tax-loss selling, the transaction must settle before the last business day of the year. As there is a 2-business day settlement period on equity transactions, all sale transactions must be entered by Friday, December 20th, 2024. However, it is always a good idea to not leave it to the last minute.

If you have any questions about tax-loss selling, please contact Lynn at (905) 372-7490

VISIT OUR WEBSITE!

Have you checked out our website recently? We are constantly updating our website with information you may find useful.

<https://woodgundyadvisors.cibc.com/web/ley-wealth-management/>



Our Community Impacts



CIBC's MIRACLE DAY

We are excited to announce our donation to Five Counties Northumberland, from our 2023 Miracle Day, raising a total of \$3,141.50! Five Counties is an essential organization within our community, that supports children with physical, communication, and developmental needs. We are proud to have been able to donate to this incredible local cause!

Over the past 25 years, Ley Wealth Management has contributed more than \$133,000 to the CIBC Miracle Day fund, supporting numerous local children's charities.

As we look forward to this year's Miracle Day, please note that if you're planning any tax-loss selling or year-end trades, all trades placed on December 2, 2024, will go towards the Miracle Day initiative.

For more information or any questions about CIBC's Miracle Day, please contact Lynn at (905) 372-7490.

HABITAT FOR HUMANITY NORTHUMBERLAND

Thank you to all the volunteers who joined us for our September 4th build! This marked the conclusion of our three-day commitment to supporting Habitat for Humanity Northumberland in their incredible efforts on the Baltimore project.

Once completed, this build will provide seven affordable housing units, giving lower-income families an opportunity to enter the housing market. Our volunteers had a great time hanging drywall and installing exterior siding. There were plenty of laughs and some sore muscles, but it was all worth it!



Gordon M. Ley, CIM®
Sr. Wealth Advisor

Lynn Agueci
Associate Wealth Advisor

Jaclyn Agueci
Associate Wealth Advisor

Lindsay Nie
Administrative Assistant

[Subscribe](#)

[Contact Us](#)



Ley Wealth Management Core Values

At Ley Wealth Management we have four distinct Core Values that guide us in creating, executing and managing wealth solutions that fit our client's life for life.

We are Responsive
We Do the Right Thing
We are Straightforward
We are Forward Thinking

We are Responsive

We come to each conversation and relationship with an open mind rather than the right answer. By listening we understand the needs and objectives of our clients, their families and our team.

We Do the Right Thing

We act in a way that is ethical and legal and put the needs of our clients, their families, the team and our community above our individual needs. We also create opportunities for our team to contribute both to our client's success and to their own.

We are Straightforward

We protect, guide and inspire clients with language that they can understand.

We are Forward Thinking

We bring genius as we base our investment and wealth planning advice both on an evidence and science-based methodology by partnering with experts in all of those fields.

“CIBC Private Wealth” consists of services provided by CIBC and certain of its subsidiaries through CIBC Private Banking; CIBC Private Investment Counsel, a division of CIBC Asset Management Inc. (“CAM”); CIBC Trust Corporation; and CIBC Wood Gundy, a division of CIBC World Markets Inc. (“WMI”). CIBC Private Banking provides solutions from CIBC Investor Services Inc. (“ISI”), CAM and credit products. CIBC Private Wealth services are available to qualified individuals. Insurance services are only available through CIBC Wood Gundy Financial Services Inc. In Quebec, insurance services are only available through CIBC Wood Gundy Financial Services (Quebec) Inc. The CIBC logo and “CIBC Private Wealth” are trademarks of CIBC, used under license. “Wood Gundy” is a registered trademark of CIBC World Markets Inc.

This information, including any opinion, is based on various sources believed to be reliable, but its accuracy cannot be guaranteed and is subject to change. CIBC and CIBC World Markets Inc., their affiliates, directors, officers and employees may buy, sell, or hold a position in securities of a company mentioned herein, its affiliates or subsidiaries, and may also perform financial advisory services, investment banking or other services for, or have lending or other credit relationships with the same. CIBC World Markets Inc. and its representatives will receive sales commissions and/or a spread between bid and ask prices if you purchase, sell or hold the securities referred to above. © CIBC World Markets Inc. 2024.

Clients are advised to seek advice regarding their particular circumstances from their personal tax and legal advisors.

Lynn Agueci is an Associate Wealth Advisor working with Gordon Ley, Sr. Wealth Advisor

Jaclyn Agueci is an Associate Wealth Advisor working with Gordon Ley, Sr. Wealth Advisor