

55 year old doctors

Facts

Clients, Mark & Jennifer, are 55 and have no children. Their current net worth is in excess of \$5,000,000, which includes financial, real estate and business assets. Mark has RRSP's of approximately \$400,000 and Jennifer has RRSP's of approximately \$300,000, approximately \$500,000 held in their personal names and \$1,200,000 in a holding company. The remaining assets are held in real estate investments. They require about \$250,000 of income from their investments before tax. Mark & Jennifer both love being doctors but also want to travel more and volunteer, maybe combine both. They are active skiing and biking and want to continue that active lifestyle.

Concerns

- < Safe portfolio, yet generate a decent rate of return overall.
- < Retire within ten years
- < How should their investments be managed to be tax efficient and for income they need?
- < Does their will reflect their wishes?
- < What is their actual risk profile and is their current asset mix reflective of that?
- < Leave money to charities of their choice

Solution

After developing a financial vision statement for their wealth, we worked Mark & Jennifer to gather all their current investment statements, tax returns, wills, power of attorney and insurance policies. We put together a wealth management binder and built a financial plan that we update regularly. In their two year roadmap we identified estate planning, investment analysis and retirement income planning as their most immediate concerns. We reviewed each of these areas and helped them simplify and coordinate their will & estate plan, investments and retirement income plan. Every quarter we meet with Mark & Jennifer to review their investments we manage, as well as their net worth, cash flow and goals based planning to ensure we keep them on track.

Our goal: client satisfaction

"The Navigation Team has provided us with a reliable investment and total wealth management strategys. This has helped us discuss areas of our finances we have not thought of or discussed in the past and identify the gaps in our plan. They are well organized and very cognisant of our desires."



The Navigation Team

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