



One focus, many solutions.

Insights

SPRING 2016

More in-depth educator-specific financial tips and articles are available at educatorsfinancialgroup.ca

GRATUITY PLANNING

The deadline is looming...still wondering what to do with your gratuity?

When you speak to education members every day for over 40 years, like us, you tend to build people's trust. As a result, education members feel comfortable coming to us with their financial questions.

So what is currently on the minds of education members when it comes to the subject of gratuities?

Well, you're feeling unsure for starters. Specifically, you're asking us whether it's a good idea to take your gratuity early - to take advantage of the one-time opportunity of a Voluntary Early Gratuity payment at the end of the current school year.

With your unique financial questions and needs in mind, we've developed some

gratuities tools, tips and articles to help you better understand your gratuity.

Read the articles and use the resources to learn more about your gratuity options and their impact on your personal financial situation (educatorsfinancialgroup.ca/latest-news/gratuity/). Because every situation is different, an Educators' financial specialist can work with you to come up with the right plan of action to optimize your gratuity - whether you take it now, or decide to take it when you retire.

Have questions? Let Educators Financial Group work with you to develop the right gratuity plan for you, call us at 1.800.263.9541.



CHUCK'S CORNER

Do we look green to you?



So it's a very appropriate time for Educators to launch our latest means of being more green: the new, pared down version of your Insights newsletter!

Finally, it's spring. The days are longer, the air is getting warmer, and your students are becoming easily distracted. Everywhere you look things are literally getting

Protecting the environment is important to education members, and it's important to us. Educators has moved towards becoming more green in the past few years and we are always looking for ways to reduce our environmental footprint. We've introduced an electronic statement delivery option to reduce the amount of paper used for your quarterly statements, and we've eliminated the need for duplicate statements on jointly-owned accounts. Support our green initiative - call us today to have your statements delivered to you electronically (educatorsfinancialgroup.ca/contact-us/sign-up-for-a-pin/).

Now, we've gone one step further by making Insights smaller, and bigger, at the same time. Smaller - we've cut it back from four pages to two. Bigger - we've added more in-depth educator-specific financial tips and articles in our online version, to keep you better informed. I hope you enjoy this new approach and appreciate a few more trees saved!

Sincerely,

Chuck Hamilton, *President and CEO*
Have questions or feedback? Email me at: chamilton@educatorsfinancialgroup.ca



Planning



Investing



Lending

Put time on your side.

Investing for four years? Or forty? Whether you're saving for a 4 over 5 in a few years, or for a retirement down the road, how long you'll be in the market (or your 'time horizon') will determine whether you choose mutual funds, or GICs. Here's how.

Under three years (short-term): avoid investments where the risk of losing money is greater.

Three to nine years (medium-term): choose a combination of equity and fixed term investments.

Ten years or more (long-term): invest primarily in equities, which historically outperform other investments over time.

Being committed for the long term makes it less likely that you'll make an emotional decision during periods of market turbulence, which could cost you. Educators' Certified Financial Planner (CFP) Dan Martonfi says, "Consider how comfortable you will be with fluctuations in your investments before they occur and not react afterwards. When you make an emotional move, it could be the wrong decision."

It's wise to remember that over the past 30 years, despite ups and downs, the S&P/TSX Composite Index registered significant gains (find out more by visiting educatorsfinancialgroup.ca/news-and-updates).

Your portfolio should reflect your time horizon as you near retirement. If your timeframe has changed, or if you have questions, call **1.800.263.9541** to talk to us.

Online Advisor Schedule



The Advisor Schedule is Now Online. To find out when we are going to be in your area visit: educatorsfinancialgroup.ca/fp-schedule/

Do you have good investing habits?

Remember the fable about the tortoise and the hare, and how it proved that slow and steady actually won the race? The same is true in investing.

The key to success and reaching important goals like saving for that summer project or supplementing your pension is getting into the right habits, such as consistent, steady investing over a period of time. Dan Martonfi, Certified Financial Planner (CFP) at Educators, tells his clients that "if you need to save a large amount for a future goal, don't despair. Start early, contribute regularly through a pre-authorized contribution (PAC) plan, and consider bumping up your monthly payments as you move up the pay grid – you may be surprised at how much you can save."

One of the big benefits of consistent investing is Dollar Cost Averaging (educatorsfinancialgroup.ca/investing/services/pre-authorized-contribution-plans/). Instead of buying the same amount of shares or units every time, with dollar cost averaging you spend the same amount of money every time you invest. Your money will buy fewer units/shares when the price is high; and more when the price is low. Other benefits? Budgeting is easier, because you spend the same amount each time. And because investments are made regularly - regardless of market conditions - dollar cost averaging can be an effective way to take the emotion and temptation to time the market out of investing.

Another small habit that yields in big results is increasing the amount you invest every year, even if it's just by a negligible amount. Over the years, it will add up.

Let Educators help you develop the good investing habits you need to reach your goals. Call us today at **1.800.263.9541** and set up an appointment.

Homebuyers: it pays to deal with a specialist.

Buying a home is the biggest purchase most people will ever make. No wonder you have a myriad of questions. How much down payment should you have? What are closing fees? And, most importantly: how do you get a mortgage you can afford – one you can pay down as quickly as possible, but also allows for an educator's other financial needs, such as building an Emergency Fund, and saving enough for a long retirement?

Educators Accredited Mortgage Professional (AMP) Adele Iozzo says that these questions are not unusual. "My experience when dealing with first time buyers is that they have a lot of questions and they are always apologizing to me for asking so many. My response to them always is: don't ever apologize; I'm here to educate you on mortgages".

Another advantage? Educators Financial Group has worked with the education community, and its unique challenges since 1975. Educators has been helping education members with issues for years, such as: How do you make a mortgage work with cash flow issues over the summer? How would a salary interruption impact your mortgage payments?

So, when you're buying a home, your first question doesn't have to be, "Where should I go for the best mortgage for me?" Because you already know the answer: to an Accredited Mortgage Professional at Educators Financial Group.

Visit educatorsfinancialgroup.ca/lending/whyeducators-mortgages/ or contact us today at **1.800.263.9541**.

Low Cost Lines of Credit

Consolidating your high-interest debts into one low-rate line of credit (rate as low as 2.85%) saving you dollars in interest! Learn more: educatorsfinancialgroup.ca/loc

Educators Financial Group

2225 Sheppard Avenue East, Suite 1105, Toronto, ON M2J 5C2
Tel. 416.752.6843 or 1.800.263.9541

educatorsfinancialgroup.ca

Broker license 12185

