

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

DID YOU KNOW?

Summer school can be good for your retirement.

You have big plans for summer '17. Weekends relaxing, gardening or reading ... weekdays working at summer school or another job, saving for your emergency fund or mortgage. But wait! Is that really the best use for your summer income?

Your retirement savings need your summer income.

Did you know Ontario teachers pay into their pension plan for only 194 days (the equivalent of 1 FTE) ... and 2017 has more working days?*** That means, if you

decide to work those extra days over the summer, the income won't go towards your teachers pension. However, the income can go towards boosting your personal retirement savings, in your savings account, non-registered investments, Tax-Free Savings Account (TFSA), or Registered Retirement Savings Plan (RRSP).

Make sure you can afford the retirement you're planning for.

"Many education members want to travel during retirement, help their kids financially, maybe spend winter down south",

says Educators Financial Planner, Lisa Raponi, CFP. *"The key is to establish a retirement savings plan".*

From budgeting to building an investment portfolio, Educators has helped education members plan for retirement for over 42 years. Get the information you need to ensure your retirement is great in The Learning Centre educatorsfinancialgroup.ca/summerschool. Or, contact us today to get the answers you need from an Educators Financial Advisor.

** <http://www.workingdays.ca>

If you have questions, call us at 1.800.263.9541 and let's talk about it!

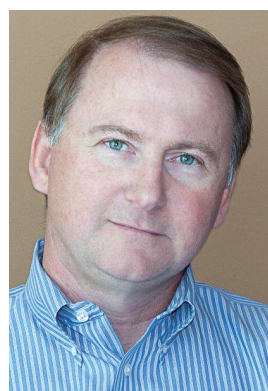
CHUCK'S CORNER

Intelligence in a modern world.

noun: Intelligence

the ability to acquire and apply knowledge and skills. "an eminent person of great intelligence"

synonyms: intellectual capacity, mental capacity, intellect, mind, brain(s), IQ, brainpower, judgment, reasoning, understanding, comprehension.



In today's complex world, I suggest that 'intelligence' no longer means knowing a lot of information yourself. Instead, it means recognizing the need for

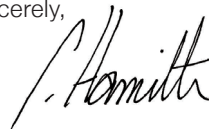
specialized expertise, and knowing where to access it and apply it. For education members, Educators is that source of financial knowledge, from accredited mortgage professionals to divorce specialists to estate planning experts. Let's take Estate Planning for example. Financial experts call it the 'cornerstone' of financial planning, and yet the majority of Canadians are at a loss as to what it is, and do not have a signed will.

Our Estate Planners can answer questions like: *"Why do I need an estate plan, and what goes into it?"*; *"What professional assistance will I need?"*; *"Can I write a will myself?"*; *"Who should be my executor?"*; and *"What's a power of attorney?"* They'll discuss your "ICE" ("In Case of Emergency") file, what should go into it, and how it can save loved ones time, frustration and grief.

Did you know? The Learning Centre is an easy-to-access source of valuable information and tools such as the comprehensive Estate Planning series educatorsfinancialgroup.ca/estateplanning.

I'm inviting you to make the most of the financial intelligence that's here for you at Educators. After all, that's what we're here for.

Sincerely,



Chuck Hamilton, *President and CEO*,
Educators Financial Group

Have questions or feedback? Email me at:
chamilton@educatorsfinancialgroup.ca

Financial Planning is teaching.

When it comes down to it, financial planning is important because, by saving for the future, we protect ourselves and the ones we love. So it follows that a big part of financial planning is teaching our children about finances and how they work. *“Children learn about finances from their parents and their habits – good, as well as bad,”* says Educators Financial Advisor, Darryl Martella.

Here are four tips:

- 1. Walk the walk.** Do you make a budget and stick to it? Do your children see you saving for the future? These are habits that your children will learn from you.
- 2. Start talking.** Your family dinner conversation can include the hydro bill, or how you're saving for this year's vacation.
- 3. Give an allowance.** An allowance is not payment for a chore, but a lesson on how money is used. Agree upon what it covers... and if they run short, don't bail them out.
- 4. Make what you teach age appropriate.** It's important to gear financial information to your child's age. The federal government offers guidelines (<https://goo.gl/pTA1rQ>).

Financial literacy is important to us.

What you teach your children about finances will impact the rest of your life. Get assistance from the pros. Let Educators help you, with information in The Learning Centre, educatorsfinancialgroup.ca/children, as well as by providing workshops for you, your colleagues, and your students. To request a workshop for your school or students, visit educatorsfinancialgroup.ca/workshops.

With the Financial Kickstart Challenge, you're on the road to financial success!
Check it out: educatorskickstart.ca

The power of professionalism.

Quick: what makes an excellent teacher? Is it in depth, specialized training? Or the experience of applying that knowledge in the classroom, 8+ hours a day, 5 days a week, for several years? It's both, and more. These are the hallmarks that mark a professional, in any field - and the same reasons you should trust a trained financial advisor to help you achieve your financial goals.

Your kids and grandkids deserve a great post-secondary education. You can help with a Registered Education Saving Plan (RESP). Ask us how: educatorsfinancialgroup.ca/RESP

You're better off with professional help.

A financial advisor has received specialized financial accreditation, and the experience that only comes from dedicating oneself to the field. He or she will help you make the practical investment decisions needed to meet your financial goals. "The Gamma Factor and the Value of Financial Advice"[†], recently published by IFIC, found that:

- For comparable households, those with an advisor for 4 years or less will have 69% more assets.
- Investors with advice accumulated 290% more assets after 15 years than comparable non-advised investors.
- Having an advisor increases the probability of saving more.

“At Educators, we've been working with education members for years, so we're familiar with some of their unique financial challenges, like saving for a long retirement, or being prepared for a salary disruption”, says Educators Financial Planner, Rob Bickerton, CFP.

If you would like to find out more, visit educatorsfinancialgroup.ca/advice. Take the first step and schedule an appointment with an Educators Financial Advisor today. [†]<http://bit.ly/2mm9d5h>

Can you buy a home? YES!

The dream of home ownership is definitely still achievable. The trick (and one that all major financial decisions need) is knowledge... knowledge of the housing market, of how mortgages work, and of how to get the best rate. This is the type of valuable information that only an expert can provide.

An Educators Accredited Mortgage Professional will:

- Talk to you about Educators' current variable rate starting as low as 1.99%.^{**}
- Explain how the size of your down payment impacts the type of mortgage you can get, and your costs.
- Be up to date on changes to the cost of homeownership, such as the recent increase to the CMHC Insurance premium (educatorsfinancialgroup.ca/CMHC).
- Have access to competitive rates, and work for you to get the best rates on a mortgage you can afford.

Get saving for summer! Pay less interest on your debt with a secured line of credit (SLOC). Rates as low as 2.35%.^{*} Learn more: educatorsfinancialgroup.ca/LOC

If you're thinking of buying a home, it will pay you to check out the helpful information in The Learning Centre at educatorsfinancialgroup.ca/broker. Then, speak to one of our experienced Accredited Mortgage Professionals, like **Educators Agent-Regional Director, Claudio Santamaria**. *“Education members have some unique challenges with their mortgages. It can be tough when they're starting out to save for a down payment. I have shown my clients strategies that have made a big difference in helping them save and buy the home they want.”*

Need help? Contact an Educators Accredited Mortgage Professional today.