

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

DID YOU KNOW?

Your portfolio needs to be assessed regularly to stay balanced.

It's "Investing 101": a portfolio that is diversified with a balance of stocks and bonds can reduce losses caused by market fluctuations. But did you know - after painstakingly choosing investments to reflect your unique goals, tolerance for risk, and investment timeline - that the balance in your portfolio not only can, but probably will, change with time?

"The asset allocation in your portfolio changes as markets move," states Nadeen Hibbs, Senior Financial Advisor. "Say your initial portfolio has 50% stocks and 50% bonds. If stocks increase in value

and bonds go down, the percentage of each in your portfolio will change, and the amount of investment risk will, too." Read more about risk tolerance, here: (<https://educatorsfinancialgroup.ca/learning-centre/portfolio-risk-tolerance/>).

The balance of investments in your portfolio should be assessed regularly, (and definitely after changes in the market), and rebalanced if necessary. Fortunately, there is an easy way to ensure your asset allocation continues to reflect your needs: Educators Monitored Portfolios. The four Portfolios are available for risk profiles ranging from

Conservative to Aggressive. Each holds a diversified selection of professionally chosen and managed mutual funds.

"One of the key reasons my clients choose Monitored Portfolios is because they are regularly rebalanced," says Nadeen.

"Despite the market's ups and downs, your portfolio is designed to continue to meet your goals."

You can find out more about Educators Monitored Portfolios in The Learning Centre (<https://educatorsfinancialgroup.ca/educators-monitored-portfolios/>), or call us at 1.800.263.9541.

CHUCK'S CORNER

The benefits of resilience.

It's only May as I write, but already it's clear that 2020 will go down in history. People around the world have faced unprecedented financial and personal challenges. But the thing about tough times? They're a great teacher.

Nelson Mandela said *"Do not judge me by my successes, judge me by how many times I fell down and got back up again."* Many of you have had your financial plans knocked down. Take the time now to get them back on track.

Ontario educators

have shown incredible resiliency at work, adjusting teaching plans, learning video platforms, and teaching from a distance. Some education workers have had to adjust to not working at all. This same resiliency will help you keep your financial house in order.

Before your crazy-busy September, I suggest you take these three steps. One, assess your net worth. Two, get control of your expenses. If you've never done a budget before, it's a great way to know where your money is going. We have tools that can help. <https://educatorsfinancialgroup.ca/budget-calculator/>. Three, check if your portfolio reflects your risk tolerance (although the market historically rebounds - in May, it's already coming back from February's low - a diversified portfolio can reduce risk).

And finally (it bears repeating!) do it now.

Educators has the resources you need to be financially resilient. Start with this issue of Insights (read how Educators Monitored Portfolios can keep a portfolio's asset allocation on track, in "Did You Know?"). And review the information-packed articles and tools on our website. We're here for you.

Best wishes,



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

PS: Have questions or suggestions about how we can do more for you? Email me at: chamilton@educatorsfinancialgroup.ca



5 key ways for teachers to save

From paying down a credit card to building up an Emergency Fund, there are a multitude of reasons to save. At Educators Financial Group, we provide educators with advice, tools, and products to help.

Some of the most effective saving strategies for educators include:

- 1. Maximize your government tax credits,** like union dues and travel costs. *“Some tax credits are unique to education professionals,” says Ahmed Rageh, Senior Financial Advisor, Educators Financial Group, “such as 15% of up to \$1,000 spent on eligible classroom supplies.”* For more details: (<https://www.educatorsfinancialgroup.ca/learning-centre/educator-specific-tax-credit-checklist/>).
- 2. Mine your community.** Ask for donations of classroom supplies. Other teachers, student parents, or even local retailers may be willing to contribute.
- 3. Seek out teachers' discounts.** From shopping for pencils for the classroom to insurance for your car, always ask for a teacher's discount. Companies like Edvantage, Perkopolis, and Venngo list teachers' savings from retail shops, insurance, travel, entertainment and more. Download the Canadian Teacher Discounts: The Ultimate List, here: (<https://dealhack.ca/wp-content/uploads/Canadian-Teacher-Discount-Guide.pdf>).
- 4. Use your skills for extra income.** Tutor at night, take a summer job, or think outside the box about how a favourite hobby could become a money-making venture.
- 5. Increase your knowledge of ways to save.** You can find a more complete list of saving suggestions in The Learning Centre, here: (<https://educatorsfinancialgroup.ca/saving-how-to-guide/>).

Want to save more? Establishing a budget is key. Here's how: <https://educatorsfinancialgroup.ca/budget-calculator/>

How much will you need to save for a child's post-secondary education? Find out here <https://educatorsfinancialgroup.ca/resp-calculator/>

Buying a home? Use our online tools to figure out the costs <https://educatorsfinancialgroup.ca/big-purchase-calculator/>

New! Invest in your child's future and save on fees

Are you a parent, as well as an education professional? Then you're no doubt doubly convinced of the value of education.

Fortunately, there is a way to boost the money you'll need to save for your child's post-secondary education: the Registered Education Savings Plan (RESP). Unfortunately, other financial commitments may prevent parents from contributing to, or maximizing, their child's RESP. That's why Educators Financial Group is introducing a way to save and stretch your RESP investment.

Educators Financial Group introduces new, low-fee E-Series mutual funds, with management fees reduced by 20%*.

Available for inside your Educators RESP only, these funds feature Educators' Balanced Fund and our popular Monitored Portfolio family of funds. Educators Monitored Portfolios come in four asset allocations and feature funds chosen and rebalanced on an ongoing basis by professional mutual fund portfolio managers. (<https://educatorsfinancialgroup.ca/educators-monitored-portfolios/>).

“The RESP is an effective and popular way for Canadian parents to save,” says Michail Tsirikos, Educators Financial Group Senior Financial Advisor. “Your investments increase tax-deferred inside the plan, and if you contribute regularly, you can receive up to \$7,200 from the Canada Education Savings Grant. It's like free money! Now, the low-fee E-Series mutual funds means more of your money goes towards your child's future.” <https://educatorsfinancialgroup.ca/3-steps-maximize-resp/>

If you have any questions about Educators low-fee E-Series mutual funds, or would like to switch your investments, please call 1.800.263.9541.

The secret to adapting to new times? Flexibility.

In the past months we've all learned the value of being flexible and adaptable during times of change. (For proof, look at how quickly online learning was introduced!) It's a lesson which should also be applied to important financial decisions, like buying or selling a home, or negotiating a mortgage. If you're in the middle of buying or selling, be proactive. Scheduled closings are happening rather smoothly, but it's good to keep in contact with your lawyer and mortgage broker/lender. Have everything in place two weeks before closing.

Preparing to buy or sell? The market has changed. *“Social Distancing, slashed home showings and open houses,” says Educators Mortgage Agent Mara Rossi. “Many sellers cancelled listings, and/or lowered their listing prices.”* The market is predicted to slow significantly this spring and return to normal in a year or more. Sellers should take this time to make your home tiptop before listing... and buyers, save for a larger down payment. <https://educatorsfinancialgroup.ca/learning-centre/home-buying-101-the-lowdown-on-making-the-down-payment/>.

If you're renewing your mortgage, we can help you navigate your options – breaking your current mortgage, payment options, lump sum payments, penalties, rates and more. Start your research six months before your mortgage matures.

Refinancing may help to reduce your overall borrowing costs and get you mortgage free sooner. Find out all about it, here: <https://educatorsfinancialgroup.ca/borrowing-in-changing-times>

Knowing how mortgages and other loans work can help relieve financial stress. We can help. Call Educators Financial Group today at 1.800.263.9541.

Educators Financial Group

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*Visit <https://educatorsfinancialgroup.ca/low-fee-resp/> for details.

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