

the  
**ESSENTIAL SCOOP**

SEMI-ANNUAL NEWSLETTER FROM YOUR ESSENTIAL WEALTH GROUP TEAM



*Happy New Year!*

## WHAT'S INSIDE

New location & team  
member - 2

Market outlook - 3 & 4

Retiring HollisWealth &  
new online portal - 5

Income tax checklist - 6

Natural cold & flu  
prevention - 7 & 8

2020 resolutions - 9

Happy New Year! We hope you had a wonderful holiday season and are ready to take on 2020 because we sure are!

As a reminder, we publish this formal communication twice a year, but highly recommend that you visit our website and follow us on social media for important information throughout the year.

We hope you enjoy this winter issue of the Essential Wealth Scoop and as always, welcome any feedback you may have.

# OFFICE CHANGES

New location and new team member.

## WELCOME



Alexandra

Meet Alex, the newest member of our team! She will be taking on the reception/branch administrator role at our new location and we are so happy to have her. To read all of our team bios visit the "team" page on our website.

**510 Frederick Street, Unit 2 Kitchener**



As you know, we moved into our new office at 510 Frederick on November 1, 2019. We are all settled in and have really enjoyed this new space for our team and clients thus far. We would like to thank everyone for their understanding and patience over the last couple of months as we got habituated and for the wonderful feedback we have received at our new location. For those who have not been into the new office yet, we look forward to seeing you in 2020!



**(519) 340-1382**

# YEAR AHEAD 2020

## Market recap and outlook



While the geopolitical backdrop has rarely been as tumultuous and risky as it has been in 2019, the stock markets held their own remarkably well. We expected the market to rebound from the dip in late 2018, but were surprised by the strength of the turnaround. The MSCI All Country World Index<sup>1</sup> was at one point up by close to 20% on the year, and major bond indices by close to 10%. Across most major asset classes, positive returns were to be had in 2019.

While 2018 was characterized by desynchronization of global economic growth, 2019 saw most economic indicators move downwards. The climate of uncertainty surrounding global trade took a bite out of business and household confidence, and real economic damage started to appear in export-oriented economies, such as Germany and South Korea. Global trade volume contracted for the first three quarters of 2019 – a first outside of a recession. The good news is that signs of bottoming were starting to appear in Europe and the U.S. as the year ended, and China and the U.S. are still working hard on a broad trade deal.

An important theme of 2019 that should remain a driver of risk assets in 2020 is the synchronized easing of central banks throughout the year, led by the U.S. Federal Reserve and the European Central Bank, and widely spread across emerging countries. The relationship between the net number of central banks easing their monetary policies and the global economic cycle has been historically robust and currently paints a constructive picture for 2020.

The U.S. economy remained the strongest throughout the year, as the last fumes of President Trump’s fiscal reform supported consumer spending. The world’s largest economy should be able to navigate through 2020 without falling into a recession – we put the odds of a recession in the next 12-18 months at approximately 30% – but it has become almost solely reliant on consumption to plow ahead. All other components, such as business investment, are now detracting from GDP growth, putting the U.S. economy at risk of flinching if a wealth shock – through a market correction, for example – were to hit U.S. consumers.

The Canadian economy charged forward with another good performance in 2019, on the back of its robust labour market. The resilience of Canada’s economy is sustained by the growth of its population, which is historically high and consists mainly of migration flows. In 2019, Canada added the most jobs in over 15 years, and wages continue to grow healthily as well. Although we still do not expect any fireworks on our side of the border in 2020, we view Canada’s prospects as rather favourable in an environment of a global economic rebound. The fate of global trade remains the main source of risk, but the Bank of Canada has hinted at year-end that it is willing and able to act if we experience a slowdown.

While global equity markets are sitting at or near all-time highs, we remain optimistic about returns in 2020, as both institutional and retail investors remain relatively cautious in their positioning. The possibility of a reacceleration of the global manufacturing cycle should support further gains in equities, while the dovishness of central banks is likely to limit the rise of interest rates. As some healthy volatility is always part of life for investors, 2020 should be a good year for active portfolio managers.

– Clément Gignac

First Vice-President, Diversified Funds & Chief Economist  
Industrial Alliance Investment Management Inc



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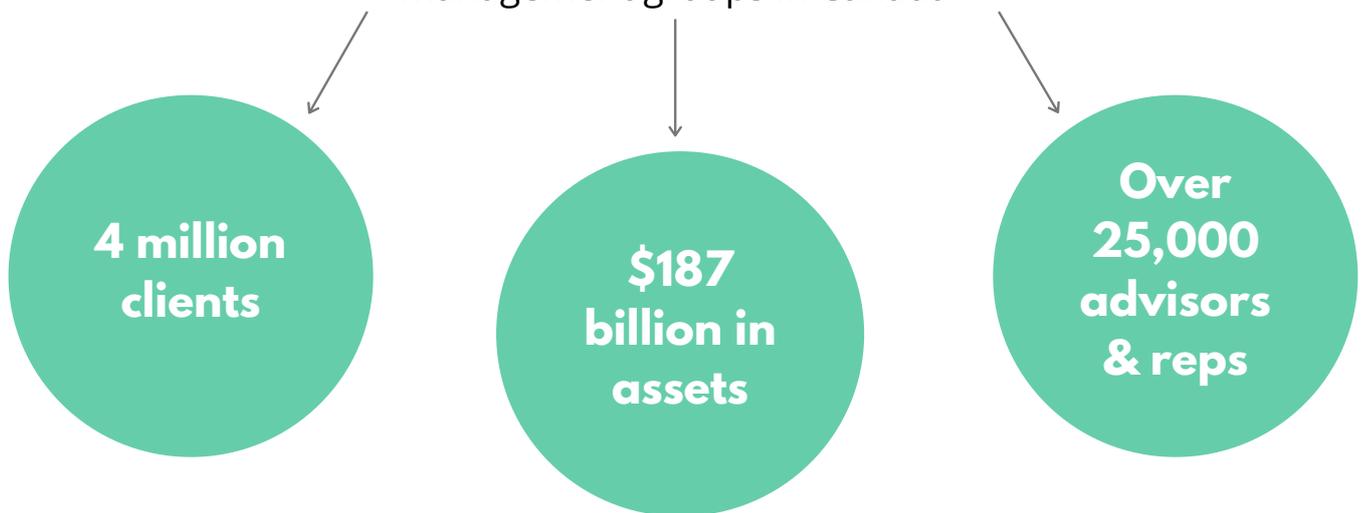
# RETIRING THE HOLLISWEALTH NAME

It has been announced that Industrial Alliance (our parent company) intends to retire the "HollisWealth" brand name sometime during the 2020 calendar year. As you may be aware, the name HollisWealth replaced DundeeWealth when the company was acquired by Scotiabank in 2010 and is very much associated with the bank's brand and history.

Data as at December 31, 2018



Founded in 1892, now one of the largest insurance and wealth management groups in Canada



Please note that this is a change in branding and not a change in the company ownership or structure and will not affect your relationship with our team or the services we provide. Our team still operates under Nicky's personal trade name of Essential Wealth Group.

## NEW ONLINE PORTAL

A new online portal will be launched in early 2020 to provide an enhanced client experience with improved functionalities, better presentation and new features. If you currently have online access, you will be automatically transferred to the new platform. Upon first login, you will be prompted to set a new username, password and security questions. Further communications to follow.



# INCOME TAX CHECKLIST

We want to make sure you get every tax credit and deduction you're entitled to.

So, before you get started on your taxes, make sure you have all the receipts and income records you need.

Here's a handy checklist:



**Deadline  
reminder:  
April 30, 2020**

## Slips

- T4 slips (employment income)
- Employment insurance benefits (T4E)
- Interest, dividends, mutual funds (T3, T5, T5008)
- Tuition/education receipts (T2202A)
- Universal Child Care Benefit (RC62)
- OAS and CPP benefits (T4A-OAS, T4AP)
- Other pensions and annuities (T4A)
- Social assistance payments (T5007)
- Other: \_\_\_\_\_

## Receipts

- RRSP contribution receipts
- Professional or union dues
- Support for a child/dependent, spouse or common-law partner
- Tool expenses (tradespersons)
- Medical expenses
- Transit pass receipts
- Charitable donations
- Political contributions
- Child care expenses
- Custody arrangement documentation

## Receipts (cont'd)

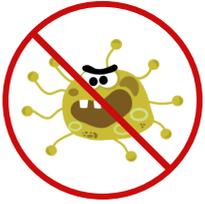
- Adoption expenses
- Children's arts and sports programs
- Moving expenses
- Interest paid on student loans
- Carrying charges and interest expenses
- Office in-home expenses
- Exams for professional certification

## Other documentation

- Notice of Assessment/Reassessment
- Canada Revenue Agency letters
- Sale and/or purchase of real estate (including primary residence)
- Sale or deemed sale of stocks/bonds
- Rental income and expenses receipts
- Automobile/travel log and expenses
- Disability Tax Credit Certificate
- Volunteer firefighters certification
- Business, fishing or farm income and expenses
- Declaration of Conditions of Employment (T2200)

# COLD & FLU PREVENTION

## Managing cold and flu season, naturally.



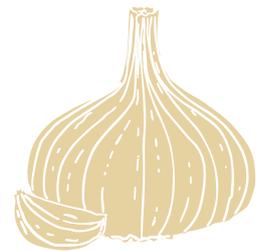
Adding any and all of these foods is sure to help support your family's immune system not just during the winter but all year long. Adding new foods to our diets can take time so keep this list handy and start slowly. This article is courtesy of *The Holistic Parent* written by Tania Heinemann.

### Fermented Foods

Beneficial bacteria are super important, it is estimated that humans are 30x more organism than human DNA. So for this reason it is important to eat fermented foods such as kombucha, kefir, pickles, kimchi and sauerkraut. All of these foods contain bacteria that may help keep the immune system healthy. Dilute a few teaspoons of kombucha in water for young children and adults new to this incredible beverage.

### Garlic

Garlic has properties that make it both helpful for fighting fungal infections, viruses and bacteria. Cooked or raw this superfood will not let you down throughout the year, but especially during the start of a cold or flu bug.



### Kale

A superfood due the amazing amounts of antioxidants it contains. It also boosts beta-carotene and vitamin c. Kale is anti-viral, anti-inflammatory and protects the heart. My favourite way to serve up kale is using it in soup and hiding it in smoothies after pureeing it!

### Blueberries

Bold in colour, humble in size, these little fruits are also immune-boosting superfoods. The flavonoids that blueberries contain—a type of antioxidant that can reduce damage to cells and boosts the immune system. Blueberries are also loaded in vitamin A, C and potassium. They can be added to oatmeal, granola, smoothies and yoghurt or served on the side as a snack.



## Salmon

Serves up protein, B6 and vitamin D, a nutrient that triggers and arms the body's T-cells, the immune cells that kill invading bacteria and viruses, including the influenza virus. 6 ounces of cooked salmon (sockeye) delivers 890 IU (international units) of vitamin D.

\*Even if you eat salmon regularly, adults should take vitamin D3 supplement daily in the fall and winter (Osteoporosis Canada recommends vitamin D year-round).



## Raw Nuts and Seeds

Raw almonds, pumpkin seeds, sunflower seeds, hemp, flax seeds and chia seeds are some incredible superfoods that contain healthy fats and minerals. These fats help protect the heart, immune system and skin. Their benefits are lengthy. For example pumpkin seeds contain zinc which increase the production of infection-fighting white blood cells and T cells.

MY  
2020  
Resolutions

**STOP**

in 2020 I will stop:

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**START**

in 2020 I will start:

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**WANT**

what I really want in 2020 is:

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**IMPROVE**

what I will improve upon in  
2020:

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**LEARN**

what I would like to learn in  
2020:

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**TIPS:**

1. Start small and be realistic. Make resolutions you think you can keep.
2. Talk about them. Tell friends and family who can keep you accountable.
3. Track your progress. Each success will help keep you motivated.
4. Don't beat yourself up. No one is perfect and obsessing over the occasional slip up won't help. Try to have fun with the process.



With you, every step.™

<sup>W</sup>HollisWealth®  
Invested in you.

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Insurance products provided through Hollis Insurance.