

Every Goodbye leads to a new Hello

As we ready for the New Year, I'm mindful of the goodbyes we shared in 2017.

Some goodbyes were welcome, some were sad, some were merely unavoidable.

South of our border, we said goodbye to a compassionate leader and hello to... well, I'm not sure I can trump up a new phrase to capture the current US political position. At the same time, US financial markets took flight with the Dow Jones saying goodbye to the 20,000 mark and, thanks in part to Boeing, reached an altitude of 24,000. Not to be outdone, four large tech stocks (aka F.A.N.G.) continued to push their weight around. Still, there was not a lot of breadth to these US gains and valuations are getting a little high... but not the unsustainable(?) levels of Bitcoin.

In Canada, we said goodbye to income sprinkling and anticipate the return of reasonableness tests (which have pretty much always existed but were not well implemented). With high oil prices fading into our rear-view mirrors, the TSX sputtered for the first eight months before getting on track and posting pleasant gains for the year. There is good value in many Canadian stocks, and if global growth continues, the Energy heavy TSX may soon find itself back in the fast-lane which currently dominated by foreign market drivers.

In 2017, we said goodbye to easy-to-read investment statements and welcomed more disclosure of service commissions. Unfortunately, these reports still do not disclose ALL investment fees and have left some investors wondering what the full story is. **At Legacy Partners of London, we continue to focus on complete disclosure in an honest and meaningful way!** We want to ensure you, your family, and your friends will have a clear investment picture and a personalized financial plan,

through what we believe is our industry-leading, value-added processes, and our quality, caring service model.

The unavoidable goodbyes are a part of life, and every financial plan needs to be flexible enough to manage these changes. In 2017, we said goodbye to children moving out of the nest and to health scares that remind us life is indeed precious. We said goodbye to co-workers, thanks to retirement or other career changes, as we look ahead to new and wonderful opportunities. And, we shared tear-filled goodbyes for loved ones who passed on to greener pastures, knowing they will always be a big part of who we are.

But with every goodbye, there is a new hello. In October we said goodbye to our home-away-from-home of the last ten years and hello of our new office on the main-floor... in the same building! We are excited to the next decade in this bright, warm, convenient and welcoming space, where we can continue to learn, laugh and grow with YOU, our Legacy Family!

Goodbye to unit #240 – on the 2nd floor

After 10 years, it was time to move. But to where?





Hello to unit #150 – on the main floor

Good news! we didn't move far! and we stayed in the **same building**. Now, we're down on the main floor where we have a private entrance right off the parking lot! Easy to find us!

And let's face it! we're not getting any younger, so eliminating a flight of stairs has dramatically improved the accessibility for clients and staff.

Our new corner unit has large windows and allows extra natural light to warm and brighten the office. As this is our home away from home, I'm sure you'll see why we found this offer easy to accept.

The process started in the summer of 2016 with our regular review of business plans, our space needs and a search of available offices in London. By the end of the year, we were confident our current building was the best location for Legacy Partners and discussion began with our landlord about our lease renewal in late 2017. That's when an offer to move downstairs came up! and we jumped at it. The process concluded with our move in October of 2017. (Here are some before & after pictures.)



Hello to Succession Planning

Do you ever wonder how, or when, your advisor will retire?

Not surprisingly, at Legacy Partners, we strive to always practice what we preach! and that's planning. **Planning ahead to provide options for both expected, and unexpected, future events.** So, like all our clients, we have built a retirement plan for our Legacy team members.

We don't believe in quick departures and want team members to have ample time to transfer knowledge AND relationships! Therefore, over the next 10 to 15 years, we require some extra space to house additional team members leading up to the retirement of our current team.

To learn more about this process, please see www.LegacyPartners.ca/Succession.html. We believe this to be a unique, industry leading process that keeps you, our client, in control of your future.

The information in this letter is general in nature. You should consult your Financial Advisor before making changes to your financial plan.



www.LegacyPartners.ca

Legacy Partners of London Inc

You can reach us at:

#150 - 633 Colborne St.

London ON N6B 2V3

Phone: 519-518-2025

between Central Ave & Pall Mall St

Financial Planning for People with a Purpose!

Our Passion...

We believe there is no greater purpose in life than to leave things better than you found them. If everyone did this, day in and day out, what a wonderful Legacy that would be. A person's Legacy can take many different forms – spending quality time with your family; building a business you can be proud of; or helping a neighbour in need. At Legacy Partners of London, we believe everyone has the potential to achieve their greater purpose and we work closely with our clients to help them Create and Conserve their Legacy.