

LAWYERS
FINANCIAL



CBIA

Be ready.

Fall 2019



3 WAYS TO MAXIMIZE A CASH WINDFALL



It's not unrealistic for you to ponder the possibility of a modest cash windfall in your lifetime. It could be an unusually large bonus, profit from the sale of a business, or an inheritance.

What to do with this windfall? First, you should connect with your Advisor and discuss options such as:

1

PAY DOWN YOUR MORTGAGE

Pay down the principal amount of your mortgage as soon as you can do so without paying a penalty. Your net worth goes up by the amount of the payment, and you save money every month from now until your mortgage is paid off. Once the mortgage is gone, you can invest in some other part of your financial plan and go on to make more money for years. Over a long enough time horizon, it's possible your windfall will more than double.

2

WIPE OUT HIGH-INTEREST DEBT

Paying off high-interest debt, meaning the credit card kind, has a huge impact on your cash flow. Credit cards that charge upwards of 20% interest are cash-flow killers. Pay off this kind of debt first and then commit to contributing to long-term savings. If you have other forms of debt, your Lawyers Financial Advisor can help you weigh the benefits of paying it off now versus investing the balance of your windfall somewhere else.

3

TOP UP YOUR RSP

If you have RRSP contribution room and you are in one of the higher tax brackets, consider a contribution that provides for a significant tax refund. The refund could add up to 40% to your windfall, and that money could also be reinvested in your RRSP where it could grow tax-deferred for years.

These are just a few of the ways you could maximize a cash windfall. Your Lawyers Financial Advisor would be happy to show you more ideas based on your financial situation. And, of course, if you just want to spend some of the new-found money, it may just be the right time for that vacation you've meant to take — and we can provide the travel insurance to keep you protected!

WHOLE LIFE INSURANCE

Ask your Advisor about the Lawyers Financial **Non-Par Whole Life insurance plan**. It provides lifetime protection with cash value accumulation, and your premiums and coverage amounts are guaranteed for as long as premiums are paid on time.

Here are just a few of the benefits of this valuable protection:

- Protect your estate from erosion due to taxes
- Provide a secure future for your loved ones
- Leave a bequest to your favourite charity
- Use to fund a buy-sell agreement

Three different plans are available:

Non-Par Whole Life — a fully underwritten product with preferred underwriting

Simplified Non-Par Whole Life — a simplified product with no medical exams

Child Non-Par Whole Life — a simplified product available for children



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DID YOU KNOW?

Online Claims

If you are insured under the Lawyers Financial **HealthProtect**, **HealthProtect Plus** or **HealthProtect Retiree** plan, submitting your health and dental claims just got easier, faster and all-around better!

On Manulife's secure website, you'll be able to:

- Save time and paper by easily submitting your claims online 24/7
- Get reimbursed up to 80% faster
- Set up direct deposit to have benefit payments deposited directly into your bank account
- Check your claims history
- Update your contact information

Visit the Claims & Forms page on **lawyersfinancial.ca** to start submitting your claims online today!

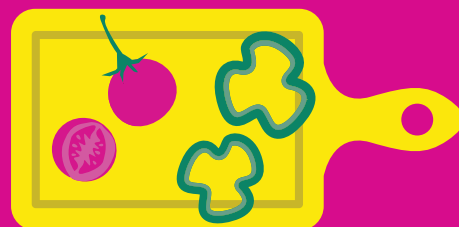


TIPS TO SAVE FOR VACATION

We could all use a vacation now and then, and saving for that important trip has never been easier. Here are some simple and valuable tips to help you save.



CREATE WEEKLY SAVINGS GOALS



**MAKE MEALS AT HOME
INSTEAD OF EATING OUT**



**USE YOUR TAX REFUND
AS A VACATION FUND**

See more tips to save for vacation at:
lawyersfinancial.ca/tips-save-vacation

Where to spend your time

Would you be in a better financial position if you spent more time managing your finances and less time doing your job?



This is a question Dustin Serviss, a Lawyers Financial Advisor in Kelowna, BC, feels all lawyers should ask themselves. And the answer is usually no. “As a lawyer,” Serviss tells his clients, “Time is money, and there is real value in outsourcing the time to plan, compare alternatives, research options and execute your financial plan.”

Serviss explains how he and other financial advisors create value by doing the things that take time and doing them at the right time.

Starting out

The early years are tough. Student loans, long hours, working your way up and starting a family can consume all of your time and money. However; this is precisely the time when it pays to get a head start on the parts of your financial plan that benefit from a long time horizon. A financial advisor can show you how to manage cash flow, so that debt and savings can be addressed at the same time and lay the foundation of your long-term investment strategy.

Peak earning years

Throughout your highest income-earning years, you will be very busy and it's easy to procrastinate about money matters and let your financial plan get out of date if you're trying to manage it on your own. It's also easy to miss opportunities when you are not able to stay on top of the markets or take advantage of changes to tax laws. These are things an advisor does for you, on an ongoing basis.

Preparing for retirement

Retirement takes a great deal of pre-planning to make sure you generate income in the most tax-effective way and in a manner that can provide cash for life. Even if you relish the challenge of doing it yourself, your time will be better spent and your potential for success much higher, if you collaborate with a professional who understands retirement planning. And when you retire, financial planning doesn't stop. As the old expression goes, “If you thought it was hard to earn money, try spending it.” In many ways, planning can be more complicated and emotionally draining in retirement.

When you combine the value of the financial advice you receive with the time and effort you save, it's easy to see why outsourcing the heavy lifting to your Lawyers Financial Advisor really can turn time into money.

5 things you should know about CYBER RISK



1. IT'S ONLY A MATTER OF TIME

Our increased dependence on technology has resulted in vulnerability and a rise in the frequency and severity of cyber breaches. Computers are used for everything, from storing staff employment records to customer phone numbers to company strategic planning. Any data gathering network used by you or your firm could be a target.



2. ANY BUSINESS COULD BE AT RISK

While most media attention is given to companies dealing with financial or health records, any business that uses electronic equipment is at risk. This ranges from a manufacturing plant with automated equipment to a consulting firm with confidential corporate information to a law firm with client files on their computer network. Although the type of cyber incident may vary from business to business, any company that relies on computers or a body of data is vulnerable.



3. SEVERAL EXPOSURE POINTS

When most people think of cyber attacks, they picture the faceless hacker online trying to get into your system. In reality, there are multiple areas where a breach could occur — from unwanted access to your network or website, system glitches, viruses corrupting your files, to theft or lost laptop with confidential financial records.



4. BREACHES ARE EXPENSIVE

It pays to be diligent. Privacy and data breaches hurt the bottom line and can affect your reputation. Imagine a hacker gaining access to your client files and preventing your access to your own network until a ransom is paid. Loss of customer data can also halt the operation of your business or lead to costly litigation if it breaches privacy legislation. That could hurt your company's reputation, causing distrust with customers and in turn, hurting your revenue.



5. RESPONSE TIME IS CRUCIAL

If your firm is a victim of a cyber attack, the first reaction may be to panic. Don't! There are some important steps you can take — check out our article: *Breach — Now What?* for guidance at lawyersfinancial.ca/cyber-breach.



Lawyers Financial OFFICE INSURANCE

Lawyers Financial Office Insurance is comprehensive coverage that **includes cyber coverage**. You can get a quote and bind your policy in a matter of minutes — all online!

And, our rates are extremely competitive too.

Rather than tell you all about the benefits of this program (including cyber coverage), it's probably better to have our satisfied clients say it for us (unsolicited testimonials):

“*The quote I obtained online looked too good to be true so I compared the language of the policy with our existing coverage. The Lawyers Financial Office Insurance Plan is far superior to anything else I've been able to find. And, the rates are unbeatable. Essentially, we are paying half as much for more than double the coverage options we currently have. This product is well worth a look.*

— S. Murphy, Newfoundland

“*The significant cost savings, along with included features that were 'à la carte' in our current policy, made it worthwhile to cancel mid-term and sign on with Lawyers Financial Office Insurance.*

— M. Armitage, Alberta

GET A QUOTE TODAY!

Visit lawyersfinancial.ca/office to get your quote in minutes!

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Who to call — and when

Have a question or need support for one of our products?

Here is an easy reference list of who you can call!



Life and Health Insurance

Call your Lawyers Financial Advisor or our Client Experience Department at 1.800.267.2242



Home & Auto

Call The Personal at 1.877.314.6276



Travel Insurance

Call Manulife at 1.888.227.2125



Investments

Call your Lawyers Financial Advisor or visit lawyersfinancial.ca/investments

Si vous préférez recevoir ce bulletin en français, veuillez envoyer un courriel à service@financieredesavocats.ca, fournissez vos nom et adresse et nous vous l'enversons. Merci !