

Client Reforms are Everywhere

Vaughn Warrington CFP®, FMA
Investment Advisor

Binvested - Aligned Capital Partners Inc.

Retirement Income Planning
Dividend Specialization
Investment Management



Most of you are either celebrating already having had your second vaccine shot or are scheduled for it. Jennifer and I are getting ours next week. The one enjoyment for me coming up in August and the remainder of this year will be getting together with you face to face, and not via some electronic intermediary. I am very thankful to have great clients who have accepted our more limited communication this past year and a half. I am very much looking forward to putting that in the rear view mirror.

I have lots of paperwork to complete with all of you as well this year as it is time to get the "know my clients" paperwork updated. The good news is that out of Covid the ability to sign all or most of it electronically has been put in place versus me bringing 75+ pages for the old school "wet" signature. Interesting how a signature is no longer a signature on its own without a prefix.

Our regulators have been busy with a number of Client Focused Reforms and include: Conflicts of Interest Disclosures, Know Your Client, Know your Product and others. Further re-classification of equities that pay dividends into the "growth" category is driving some of the paperwork as well. In the end, all the client friendly reforms mean some re-papering of your accounts.

As I wish to always stay ahead of this, I am attempting to get all of this done at once to inconvenience you the least. I will do my best to keep the "signing" to a minimum.

You can view one of the reforms around Conflicts of Interest Disclosure on WSI's website. I am required to bring to your attention any conflicts of interest that may exist. Presently I am unaware of any such conflicts of interest. The good news is I do not use a number of the investment products that have additional financial rewards or compensations to the advisor. I, as always and will remain, a fee based advisor providing clear transparency of the investment costs. I was an early advocate for this approach and find myself well ahead of the curve in my industry. I will inform you in the future if any conflict of interest may arise.

Please read thru the COI document as it will be sent to you this month as well. Please call if you have any questions.

I look forward to sitting down with you in the coming months and yes, I don't mind the batch of paperwork I must do with you and will do my best to make it as least intrusive as possible.

Client Reforms are Everywhere

The US is Stepping Ahead

It is true that Canada is moving very high on single shots of vaccines and second shots and starting to catch up to other countries. Unfortunately, we were well behind other large countries on this and this has allowed the US to be in full opening mode. Watching a Stanley Cup game or seeing the Toronto (or is it Buffalo) Blue Jays with fans in the stands brought this to our attention over the past months.

The US is showing us some good jobs growth. This growth is however balanced against continued filing for unemployment benefits as many States and the Feds have these benefits running into September. For employers it is like competing with the Government to get folks back to work. Even with unemployment staying higher, substantial job growth is happening south of the border.

I continue to expect the US economy to outperform Canada thru 2021 and still favour our investments leaning to companies with US exposure. I remain concerned about the inflation we experience everywhere. I further anticipate the US Fed to begin raising interest rates into the first quarter of 2022, which will provide disruption against the growth happening.

As I said in April, and repeat it here:

I remain concerned for a bubble to burst in equities and housing and why I wish to maintain extra cash in your accounts for protection. As always, I remain diligent in analyzing my data sources (not news) to assist in directing our course.

Vaughn Warrington, CFP[®], FMA
Investment Advisor - Binvested / Aligned Capital Partners Inc.
President – *Binvested Management Inc.*
1001 Champlain Avenue, Suite 300, Burlington, ON L7L 5Z4

email: vwarrington@alignedcp.com
Office: 905-309-9990
Fax: 289-770-0770

Investment products are provided by Aligned Capital Partners Inc. ("ACPI"). Any advice which may be given in respect of non-securities services is given by your advisor solely, and no such advice is given in their capacity as an agent of ACPI. Accordingly, ACPI is not liable and/or responsible for any non-investment related business conducted by Binvested Management Inc. The Canadian Investor Protection Fund (CIPF) does not cover any non-securities related business conducted by Binvested Management Inc.

The information contained herein was obtained from sources believed to be reliable, however, we cannot represent that it is accurate or complete. This newsletter is provided as general source of information and should not be considered personal investment advice or solicitation to buy or sell securities. The views expressed are those of the author and not necessarily those of Aligned Capital Partners Inc., its employees or affiliates. All performance data represents past performance and is not indicative of future performance. Vaughn Warrington may hold positions in the securities mentioned.