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Plan to Dream

Mike shares how we use plans and dreams together to create a sustainable approach to retirement planning.

Having quality portfolio management is like having great players. Having a solid financial plan is like having a great coach. If you have one without the other, you might be okay but put both together and you'll be in a great position to win it all.

When it comes to winning in financial planning, it's all about achieving your goals. For goals to be effective, they need to be measurable, written down and realistic. I want to retire some day and enjoy life is a great idea, but it needs a little work before we can use it as a goal to build a plan around. I want to retire when I'm 67, in the house that I'm currently living in with the same lifestyle as I have now- this is workable. Simple, but just enough detail to build a plan to achieve it.

Once you know your goals, you need to take a good look at where you are today. Think of this as a snapshot of your current financial situation; what's your income, how much do you have saved in your various investment accounts, what do you owe on your mortgage, what kind of insurance do you

have, how much are you saving/spending, what's the estimated future cash flow from pensions and or rental income. Now that you know where you are and where you want to get to, we have all the information we need to develop a plan to make sure that you get there.

One of the characteristics that makes life such a great adventure is not knowing what will happen next. This is also one of the great challenges when it comes to building your financial plan; we have no idea what kind of financial conditions you'll face down the road. We do know that the possible range is massive. Someone who retired in 1982 had a financial tail wind that lasted for the first 18 years of their retirement which is a dream retirement scenario. Had they entered retirement with the same amount of savings, adjusted to inflation of course, but in the year 2000, they would've experienced a phenomenal financial headwind in the first decade of retirement which makes for some of the most challenging financial environments to retire into.

To maximize the chances of financial success, we plan for challenging conditions; this helps us fulfill one of our main commitments to you- **protect the future**. Plan for the worst, ok maybe not the worst, to make sure that you're prepared to deal with whatever awaits. The reality is that you'll likely experience financial conditions that are better than what was planned for, which translates into you having more capital than you need to hit your target. Yes, having more than is needed is a problem, a good problem, but a problem nonetheless. At Hillside, every problem deserves a solution.

To develop a solution, we leaned on one of core philosophies which is **measured generosity is sustainable**. We need to know, at any given moment, how generous you can be to you and your family without compromising your future. If your portfolio is overfunded to accomplish your goals, then it seems to reason that we should call the surplus the dream pool. We want you to know, on an ongoing basis, if you have a dream pool and if you do, how big it is.

The approach is simple; we deliver a financial plan designed to hit your lifestyle target. We'll monitor and update the plan on an ongoing basis to make sure that you're on track to reach your target. We will identify a shortfall and how to address it, but what makes our approach unique, is that we'll also identify and help you address any surplus, or Dream Pool as we like to call it here at Hillside.

Dreams don't typically appear out of nowhere; they take time to develop which means you likely have a good idea of what they look like today. We want to know them for one very simple reason; so that when your dream pool develops, it's used to deliver on what is truly meaningful to you.

After all, the other characteristic of life that makes it so awesome is scarcity. We want to do our part to make sure that you get the most out of your time here, however long it ends up being.

Portfolio Update

Tailwinds won in November, and Jason provides this month's Portfolio Update.

I'm going to keep it simple this month. After trailing our benchmarks in September & October, our three model portfolios advanced smartly in November and outperformed our benchmarks. In our view, this is particularly impressive when we consider that one of our largest holdings, **Kirkland Lake Gold** ([TSX: KL-I](#)), was down meaningfully for the month.

As noted in previous letters we continue to focus on activities that we can exert control. For example, now that most companies have reported their Q3 numbers, we will be spending the next month re-running our screens and maintaining our security database. Of all the tasks required to manage money, the stock

screening process is the activity that I enjoy most. It has a ‘treasure hunt’ or ‘exploration’ feel to it. You never quite know what will drop through; for example, last quarter I almost fell over in my chair when **Organigram Holdings Inc** ([TSX:OGI-T](https://www.scribd.com/document/381111111/TSX:OGI-T)) and **Parex Resources Inc** (TSX: [PXT-T](https://www.scribd.com/document/381111111/PXT-T)) appeared. While we own neither at this time, they have been added to our database. OGI is a marijuana company and I was shocked to learn there is a company in this sector that makes money! PXT is an oil exploration/production company; it has been a VERY long time since a company in this space appeared on our radar.

It’s important for our clients to understand that we don’t approach this process with any biases other than the factors we screen for. At this stage, we do not discriminate against any one sector or area of the market. We simply want to know which companies meet our strict criteria.

Lastly, I would like to take this opportunity to thank you for the continued trust you have placed in our team to help you reach your financial goals. Wishing you and yours a safe and happy holiday season.

November Performance Results

An overview of our three portfolios to date.

Performance to November 30 th 2019	YTD	1 Mo	6 Mo	1 Yr	3 Yr**	5Yr**	Inception**	Added Value vs. Benchmark**
HILLSIDE MODERATE GROWTH*	15.84%	3.8%	5.9%	16.11%	9.82%	9.34%	10.46%	+5.1%
<i>MG Benchmark¹</i>	<i>14.41%</i>	<i>2.43%</i>	<i>6.54%</i>	<i>11.41%</i>	<i>6.71%</i>	<i>5.47%</i>	<i>5.36%</i>	
HILLSIDE GROWTH*	20.27%	5.66%	7.42%	17.04%	8.82%	8.6%	9.61%	+2.65%
<i>HG Benchmark²</i>	<i>20.72%</i>	<i>3.53%</i>	<i>9.2%</i>	<i>13.15%</i>	<i>9.51%</i>	<i>7.41%</i>	<i>6.96%</i>	
HILLSIDE INCOME & GROWTH*	14.34%	3.47%	5.5%	15.14%	8.19%	7.47%	8.14%	+3.23%
<i>IG Benchmark³</i>	<i>12.89%</i>	<i>2.27%</i>	<i>5.73%</i>	<i>11.03%</i>	<i>5.97%</i>	<i>4.98%</i>	<i>4.91%</i>	

Past performance is not an indication of future returns.

** Performance is presented gross of fees.*

***Inception: Sept 2, 2014. Results beyond 1 year are annualized.*

¹ MG Benchmark: 30% TSX | 35% Universe Bond | 20% S&P Pref | 15% TSX Small Cap

² HG Benchmark: 50% TSX | 25% S&P500 | 25% TSX Small Cap

³ IG Benchmark: 25% TSX | 55% Universe Bond | 20% S&P Pref

Source: SIACHarts.com

The performance presented in this portfolio report is hypothetical and does not represent a specific client account. Details regarding actual returns of an investment account are available from the client’s advisor.

This information has been prepared by Michael Preto who is an Investment Advisor, and Jason Del Vicario, who is a Portfolio Manager for HollisWealth® and does not necessarily reflect the opinion of HollisWealth. HollisWealth® is a division of Industrial Alliance Securities Inc., a member of the Canadian Investor Protection Fund and the Investment Industry Regulatory Organization of Canada. The information contained in this newsletter comes from sources we believe reliable, but we cannot guarantee its accuracy or reliability. The opinions expressed are based on an analysis and interpretation dating from the date of publication and are subject to change without notice. Furthermore, they do not constitute an offer or solicitation to buy or sell any of the securities mentioned. The information contained herein may not apply to all types of investors. The Investment Advisor can open accounts only in the provinces in which they are registered. Hillside Wealth Management is a personal trade name of Michael Preto and Jason Del Vicario. For more information about HollisWealth, please consult the official website at www.holliswealth.com.

Insurance products provided through Hollis Insurance Agency.

Performance is calculated using month-end market values of the model portfolio. Since we use a model portfolio to calculate performance there are no client-initiated cash flows (deposits/withdrawals) to account for. Performance is calculated by dividing the change in the model portfolio’s market value by the model portfolio’s market value at the beginning of the performance period. Also, all income generated by the portfolio’s holdings are held within the model portfolio in cash and is accounted for in the portfolio’s month-end market value - this results in a total return measure of the model’s performance.

Returns for periods less than 1 year are shown as periodic returns while returns for periods greater than 1 year are annualized. Returns do not include fees and actual returns experienced by an investor may differ from those shown. Past performance is not a guarantee of future results.