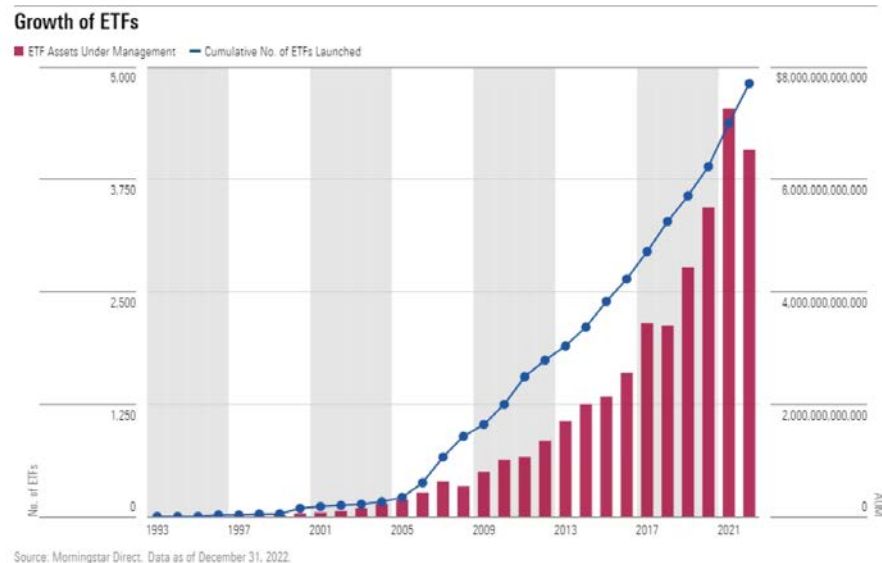


KEEPING IT SIMPLE

Michael Preto, CFP®, CIM®

Today, there are countless investment options available to you. Just look at the overwhelming number of Exchange Traded Funds (ETFs) in the US and how they've grown over the years.



Not to mention all of the different mutual funds, segregated funds, hedge funds, private equity, Real Estate Investment Trusts (REITS) and so on.

The investment industry can be complicated, at Hillside Wealth Management, we believe in keeping it simple.

Let's focus on the *The Hillside Factor^(v)* first and how simplicity has proven to be the right path, even in such a complex environment.

In your portfolio, we currently own 31 businesses that share similar financial characteristics. Let's simplify what they have in common:

Strong balance sheets: these businesses have little or no debt relative to their assets.

They make a profit: they make more money than they spend.

Together, we, the Hillside Family, own these businesses. We don't complicate things by hedging currencies or using strategies to reduce volatility. We have a good reason for that.

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We were chatting with a mutual fund manufacturer earlier this year, a good guy who represents a company we have respect for. He was telling us about a strategy they use to reduce the volatility in the portfolio. We asked him what their portfolio would've done had they simply owned the stocks and done nothing to reduce volatility. He said the portfolio would've done better by 1.37% compounded annually. That's over \$300,000 more over 20 years for a \$1 million portfolio. We believe sacrificing a slightly smoother ride is worth it for better returns.

Married to the Factory is our retirement planning process, called *The Hillside Navigator*, which tackles a complex question with simple strategies. We don't know how long you'll live or how much money you'll make, so we assume a long life and a less successful portfolio. It's better to be safe than sorry. We update your plan every year to track your progress towards your goals. But if we stopped there, you would likely pass away with a significant amount of wealth, which is not ideal.

As your portfolio performs better than expected, we share the surplus with you as your *Dreampool*. This way, **you always know how much you can comfortably spend today without jeopardizing your financial future.** It's a simple solution.

As Confucius wisely said over 2,500 years ago, "Life is really simple, but we insist on making it complicated."

Keeping life simple involves growing your wealth, ensuring it lasts and helping you realize your big, meaningful dreams.

PORTFOLIO UPDATE: PEOPLE MATTER

Jason Del Vicario, CFA

In today's complex world, simplicity is crucial. By eliminating unnecessary complexities, we can focus on what truly matters. This mindset promotes clarity, efficiency, and effectiveness in various aspects of our lives.

One area where simplicity is vital is decision-making. Simplifying the process saves time and energy. By identifying core values, setting clear goals, and focusing on essential factors, we make confident choices, avoiding analysis paralysis.

Communication also benefits from simplicity. In a world filled with messages and distractions, clear and concise communication is essential. Using simple language, organizing thoughts logically, and avoiding jargon help convey messages effectively, fostering genuine connections.



UPCOMING EVENTS!

Summer is here, and at Hillside Wealth Management, we believe in taking a break to enjoy the season. That's why pause our newsletter for August. We want to make the most of this time by soaking up the sun, spending quality moments with our loved ones, and exploring new adventures.

Don't worry, though! We are always available during regular business hours at: 1-800-665-6424

We'll be back with fresh insights and updates soon. In the meantime, make sure to [follow Hillside Wealth's LinkedIn page](#) for the latest news and visit our website's [insights page](#) for some great summer reading.

Enjoy your summer, and we'll see you back in September with our next Informed Investor newsletter.

Simplicity extends to our physical environment. Decluttering and organizing spaces create calmness, creativity, and productivity. By simplifying possessions, we appreciate what truly brings joy and reduce the burden of managing unnecessary belongings.

In conclusion, simplicity transforms our lives. By simplifying decision-making, communication, and our physical environment, we navigate the complexities of the modern world with ease. Embracing simplicity leads to a fulfilling and balanced existence. Let us strive to simplify, declutter, and embrace the beauty of keeping it simple.

We get asked about AI (artificial intelligence) a fair amount. We asked ChatGPT to write a 200-word essay on 'keeping it simple' and it produced the text above in seconds! Quite impressive. The applications and implications will be far and wide and while we haven't (yet?!) been replaced by robots we are ever mindful of the work we do which cannot be replaced by a machine. One could argue human relationships will matter even more in a world dominated by machine learning and driven processes.

In our work we find companies that don't rely on outside consultants and build, develop and manage most or all their process internally have a competitive edge over those who do. On the portfolio management side, we conduct ALL our own research in-house. Part of our process is picking up the phone (not quite, online video calls to be exact) and speaking with management or investor relations people at the companies we may want to own or own. We believe this component of our process is critical because it gives us insights that can't be gleaned from browsing a website, reading corporate filings or investor presentations. We think it would be silly for us to assume a robot couldn't replicate this effort, but we also believe the quality of responses and 'back and forth' would be inferior to actual human interaction.

At the end of the day, we are placing your hard-earned money in companies run by people. Simply put, it is our job to ensure we are not only investing in high-quality companies but they are also run by high-quality people!

From our family to yours, please accept our warmest wishes for a relaxing and enjoyable summer. Wishing you quality time with friends, family and the great outdoors!



SMELLS-LIKE-SUMMER BBQ MARINADE

It's "Grilling Season" as Canadians relish in summer temperatures warm enough to dine al fresco. Here's a delicious marinade recipe that will add flavor and tenderness to your grilled meats the next time you gather with friends or pack a picnic. Pairs nicely with last month's [Watermelon Feta Salad](#).

[Send us a photo](#) when you get a chance to make this dish!

Serves 4-6

- | | | |
|--------------------------------|-------------------------------|---|
| - 1/2 cup soy sauce | - 2 tablespoons Dijon mustard | - 1 teaspoon ground black pepper |
| - 1/4 cup olive oil | - 4 garlic cloves, minced | - 1/2 teaspoon red pepper flakes (optional, for heat) |
| - 1/4 cup honey or maple syrup | - 1 teaspoon smoked paprika | - Juice of 1 lemon or lime |

Directions:

1. In a mixing bowl, combine soy sauce, olive oil, honey or maple syrup, Worcestershire sauce, Dijon mustard, minced garlic, smoked paprika, black pepper, red pepper flakes (if using), and the juice of one lemon or lime. Whisk well to combine.
2. Place your choice of meat (such as chicken, beef, pork, or even tofu) in a shallow dish or a resealable plastic bag.
3. Pour the marinade over the meat, ensuring it is evenly coated. If using a plastic bag, seal it tightly, removing as much air as possible.
4. Marinate the meat in the refrigerator for at least 2 hours, or ideally overnight, to allow the flavors to penetrate and tenderize the meat.
5. When ready to grill, remove the meat from the marinade and let any excess marinade drip off.
6. Grill the meat over medium-high heat until cooked to your desired doneness, basting occasionally with the reserved marinade.
7. Once the meat is cooked, transfer it to a serving platter and let it rest for a few minutes before slicing and serving.

[Download a print-friendly version of this recipe here.](#)





JUNE 2023 PERFORMANCE RESULTS

An overview of our three portfolios to date.

Performance to June 30, 2023	YTD	1 Mo	6 Mo	1 Yr	3 Yr**	5 Yr**	Inception**
Hillside Conservative Growth*	11.31%	0.79%	11.31%	15.37%	5.75%	5.72%	7.03%
Conservative Benchmark ¹	4.76%	1.14%	4.76%	6.68%	1.64%	3.16%	3.61%
Hillside Balanced Growth*	14.87%	0.78%	14.87%	20.88%	9.13%	7.13%	9.34%
Balanced Benchmark ²	6.66%	1.90%	6.66%	10.32%	4.64%	4.78%	4.83%
Hillside Focused Growth*	20.51%	1.73%	20.51%	31.31%	14.88%	7.64%	9.78%
Focused Benchmark ³	9.41%	3.29%	9.41%	16.67%	10.65%	7.46%	7.28%

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 Hillside Conservative Growth Benchmark: 100% Vanguard Conservative ETF

² Hillside Balanced Growth Benchmark: 100% Vanguard Balanced ETF

³ Hillside Focused Growth Benchmark: 100% Vanguard All-Equity ETF

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.

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Insurance products provided through iA Private Wealth Insurance.

Hillside Wealth Management is a personal trade name of Michael Preto and Jason Del Vicario.

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.