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MANAGING MARKET VOLATILITY, MAXIMIZING WEALTH, AND MAKING AN IMPACT

Michael Preto, CFP®, CIM®

A QUICK WORD ON TRUMP AND TARIFFS

There's a lot of noise surrounding Trump and the trade war he has initiated. It's a challenging time for business owners worldwide. The companies that will successfully navigate this period are those with strong balance sheets (i.e., little or no debt), well-established operations with experienced management teams, and a durable competitive advantage.

These are precisely the kinds of businesses in your portfolio, and we remain highly confident in their ability to adapt and thrive.

We monitor the portfolio daily and are ready to capitalize on opportunities as they arise. Likewise, the management teams we've partnered with are looking to take advantage of the openings that inevitably emerge during times of uncertainty. In short, if we see meaningful short-term volatility, we will use it to your benefit.

If market noise escalates, reviewing your **Hillside Owner's Manual** is a great way to reinforce the principles that keep you on track. If you'd like to go over it together, book a time with us with [this link](#).





Discipline consistently generates exceptional results

Periods of volatility will come and go. Using a disciplined approach will take advantage of the opportunities volatility provides.

GIFTING WHILE LIVING: A WIN FOR YOU AND YOUR LOVED ONES

At Hillside, we focus on two things:

1. Generating strong returns on your money by managing it exceptionally well.
2. Helping you achieve financial independence.

Once you've reached financial freedom, any surplus beyond what you need—the **Dreampool**, as we like to call it—can be used in ways that bring you joy and fulfillment. One powerful way we've seen clients deploy their Dreampool is through **gifting**.

When we think of giving, the word *selfish* doesn't usually come to mind. Yet, according to Mo Gawdat, author of *That Little Voice In Your Head* (a highly recommended read), giving is one of the most selfish things we can do—because it significantly increases our happiness. Some studies suggest that giving can boost happiness by **up to 43%**.

Take one longtime Hillside client, for example. She had allocated part of her estate to her grandchildren in her will. But after watching them work hard to save for a home or pay down their mortgage, she realized they would benefit far more from the gift *now* rather than later. So, she tapped into her **Dreampool** and gifted to her grandkids today. The result? She said it made her feel *incredible*, and four out of five of her grandkids were brought to tears. Not only did she help them when they needed it most, but she also got to witness the joy it brought them. This is why **gifting while living** can be so powerful.

HILLSIDE WEALTH MANAGEMENT | FREEDOM | FAMILY | PERFORMANCE



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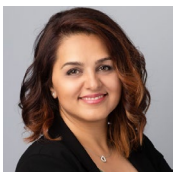
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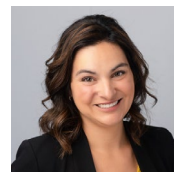
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Beyond direct gifting, here are **two additional ways to give** while making the most of your wealth:

- 1. Donor Advised Funds (DAFs):** A DAF allows you to move investments from your personal or corporate account into a dedicated fund. You'll receive a **tax receipt** for the amount contributed and can distribute donations to your chosen charities annually. This strategy is particularly useful for reducing an abnormally large tax bill resulting from a business or real estate sale.
- 2. Gifting Through Life Insurance:** There are several approaches to **gifting through life insurance**, depending on whether you want tax benefits today or for your estate. You can decide whether to provide a **smaller immediate benefit** or a **larger impact later**, or even both. The best approach depends on your situation and charitable goals.

Plan Before You Give

Sustainable giving starts with knowing **what you can afford to give** without compromising your own financial security. Having a clear plan with **simple, easy-to-understand targets** ensures that your generosity doesn't derail your long-term goals.

As the saying goes, **measure twice, cut once**. If you'd like to assess what's possible for your situation, let's talk.

We want you to know that the last 10 years have been strong, and we're optimistic about the next 10, 20, or even 30 years. Let's plan for a future where you can enjoy the ride.

HOW TO GIFT PROPERTY AND SAVE TAX!

Passing on the Recreational Property to the next Generation - in our case example, a family Cabin - is a life stage many property owners in Canada will eventually have to go through. It's KEY to know the options that exist out there to pass it on efficiently to your kids, grandkids, etc. as remember - this is a taxable transaction!

[Watch the video](#) to see how a couple reduced their tax burden by thousands!



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