



WOMEN & WEALTH | PART 1

Empower Yourself: Common Financial Planning Challenges Affecting Women

Jennnifer Glabus,
Investment Advisor

Building confidence for female investors.

Awareness of challenges...and solutions.

**Where do you get
your financial
advice?**

**Where are
your sources
of income?**

**Do you have
investable
assets?**



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Simple Facts

1

Our largest asset in life is our ability to earn an income.

2

Our largest expense in life is income tax.

3

Women typically live longer than men.



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Common financial planning challenges affecting the female investor.

UNPREDICTABLE LIFE EVENTS



Divorce

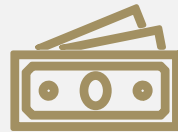


Death/illness of a spouse



Debt

ECONOMIC REALITIES AND RETIREMENT PLANNING HURDLES



Wage gap:
-11.1% in 2021



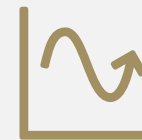
Caring for children of elders



84 80

Longer life span

FEAR OF MAKING A MISTAKE



Precarious financial situations



Conservative asset allocation



Lack of confidence

Canadian Women Today

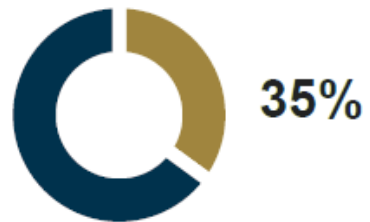
Post secondary degree¹



Professionals²



Management positions¹



Manage

\$2.2 Trillion

In private wealth³

¹ Statistics Canada. Postsecondary enrolments, by program type, credential type, Classification of Instructional Programs, Primary Grouping (CIP_PG), registration status and sex. October 2020;

² Statistics Canada. Labour force characteristics by occupation, annual. October 2020; ³ Canadian women control \$2.2 trillion but that's set to double. (WealthProfessional.ca).

By 2026, what percentage of all financial wealth are women set to control in Canada?

25%

40%

50%



With almost \$1 trillion in wealth transfer currently in Canada, women are set to control half of all financial wealth by 2026¹.

¹The changing face of wealth in Canada and its implications for financial advisors, IPC Private Wealth.



Empower

YOURSELF



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Evaluate Your Situation

FINANCIAL GOALS

Measurable | Achievable | Compatible

1

PRIORITIES + VALUES

- Independence
- Peace of Mind
- Retirement
- Philanthropy

2

RESPONSIBILITIES

- Mortgage
- Car loans
- Education
- Elderly parents

3

GOALS + DREAMS

- Travel
- Second home
- Lifestyle



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Net Worth

Net Worth Worksheet

Before our next appointment, please complete this worksheet. Once we have this information we can further understand where you are now and help guide you to where you want to be in the future.

Name: _____ Date: _____

Assets (What You Own)	
Cash:	
In Wallet	\$
Chequing account(s)	\$
Saving account(s)	\$
Total	\$
Real Estate / Property Assets:	
Home(s)	\$
Income Properties / Land	\$
Automobile(s)	\$
Other (Artwork, Jewellery, Electronics)	\$
Total	\$
Investments:	
TFSA	\$
RRSP	\$
Spousal RRSP	\$
LIRA	\$
RESP	\$
Pension plan	\$
GICs	\$
Other	\$
Total	\$

Liabilities (What You Owe)	
Loans:	
Mortgage(s)	\$
Car loan/lease	\$
Personal line of credit	
Other loans	\$
Total	\$
Debts:	
Income tax/property taxes owing	\$
Credit card balance(s)	\$
Child Support / Alimony	\$
Legal	\$
Unpaid bills	\$
Other debts	\$
Other obligations	\$
Other	\$
Total	\$

Assets and Liabilities	
Total Assets	\$
Total Liabilities	\$
Total Net Worth	\$

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Budget

Monthly Budget Worksheet

Before our next appointment, please complete this worksheet. Once we have this information we can further understand where you are now and help guide you to where you want to be in the future.

Name: _____ Date: _____

Monthly Gross Income				Total Income \$	
Income Source					
Income Amount	\$	\$	\$	\$	\$

Monthly Expenses				Total Expenses \$	
Regular Investing	Investment Type				
	Payment	\$	\$	\$	\$
Taxes	Income Taxes Paid	\$		CPP / OAS Pension	\$
Housing	Mortgage / Rent Payment	\$		Maintenance	\$
	Homeowner's Insurance	\$		Homeowner Fees / Condo Fees	\$
	Property Taxes	\$		Furnishings	\$
Utilities	Water	\$		Cell Phone / Landline Telephone	\$
	Electricity	\$		Internet	\$
	Gas	\$		Satellite/ Cable TV	\$
	Sewer	\$			\$
Other Necessities	Food / Groceries	\$		Medical / Dental Vision	\$
	Child Care	\$		Education	\$
Insurance Premiums	Life Insurance	\$		Health Insurance	\$
	Disability Insurance	\$		Long-term Care Insurance	\$
	Auto Insurance	\$			\$
Transportation / Auto	Auto Loans / Leases	\$		Fuel	\$
	Tolls / Bus / Taxi	\$		Parking	\$
	Auto Service	\$		Insurance / Licenses	\$
Miscellaneous	Charitable Contributions	\$		Vacation / Travel	\$
	Movies / Entertainment	\$		Alimony / Child Support	\$
	Online Subscriptions	\$		Legal	\$
	Clothing	\$		Newspaper / Magazines	\$
	Gifts	\$		Dry Cleaners	\$
	Lessons / Sports / Fitness	\$		Housekeeping	\$
	Dining Out	\$		Other	\$
Loans	Loan Type				
	Payment	\$	\$	\$	\$

Monthly Discretionary Income (Shortfall) (Monthly Gross Income - Monthly Expenses)	Total \$



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Saving vs Investing

Saving (short-term)

Acquire 3 months of expenses.

Requires depositing money into a bank account.

Drawbacks:

1. Bank fees
2. Inflation...assume 4%
3. Tax on growth, interest, T5s

Investing (long-term)

Taking opportunities in the market to grow at a much higher rate.

Benefits:

1. Tax Deferred or Tax Free accounts
2. Transfer tax free to assigned beneficiary.

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So you have positive cash flow...Now what?

✓ **Savings of 3 months -**

Keep at bank in savings account.

✓ **Manageable expenses**

Mortgage & domestic expenses.

✓ **Steady income**

Add to tax deferred or tax-free accounts:

RRSP & Spousal RRSP

Tax Free Savings Account

FHSA

Registered Education Savings Program

Investable Assets include locked pensions

LIRA – Locked Pension

- Employer contributions
- Can access at 55 years of age
- Intended to last till 90 years of age
- Taxable income when withdrawn



Simple tips to Investing

- 1** Educate yourself or talk to a professional
- 2** Start small ie: \$5,000.
- 3** Set expectations, consider risk tolerance
- 4** Pay attention but don't get obsessed.
- 5** Try not to let volatility scare you. It's normal for market cycles to fluctuate and there is no one size fits all.
- 6** Avoid moving your money around every time there's a change in the market.
- 7** Consider specific sectors, geographic regions
- 8** Remember that different doesn't mean differentiation. Avoid overlaps.

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An elderly couple is shown from behind, embracing each other in a field. The man is wearing a green sweater and the woman is wearing a plaid jacket. In the background, a family consisting of a man, a woman, and two children is walking away from the camera. The scene is set in a field with hills in the distance under a soft, hazy sky.

SK

81% would like
to save more but
can't afford it...

No New Money + 32.5% in Tax Credits

Heather transfers from an existing RRSP, non-RRSP or locked in assets.

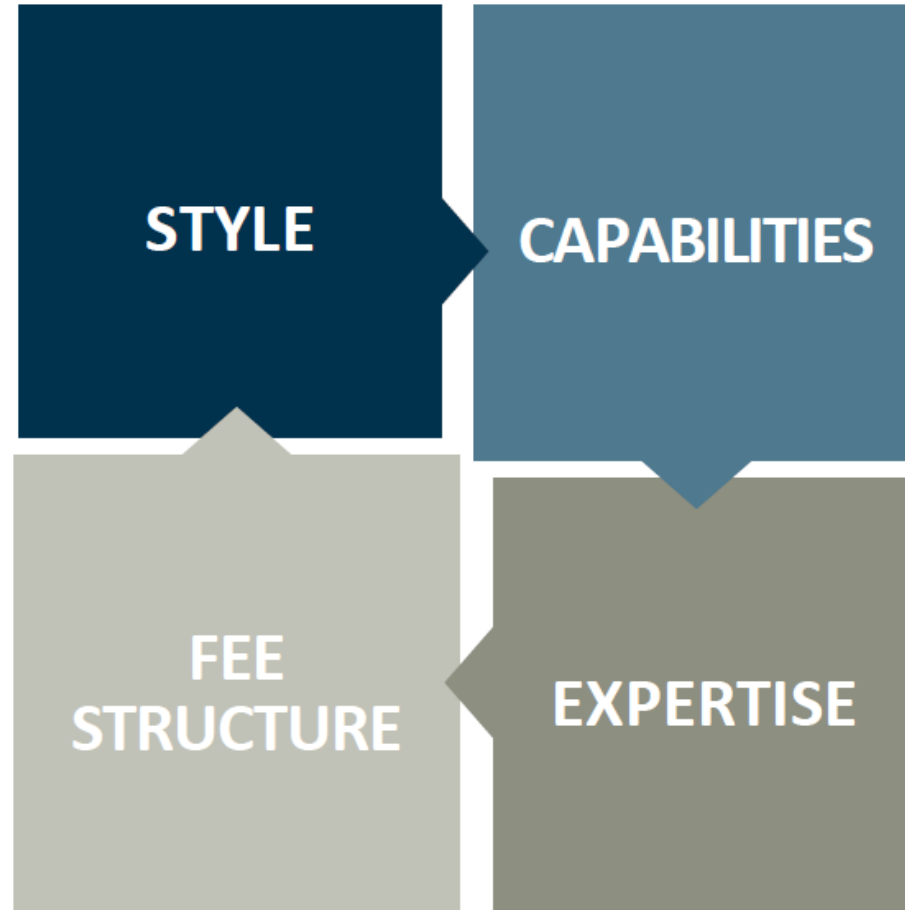


Mark "Rolls"/reinvests units when they mature following the 8-year hold period.

Work with a Financial Advisor

- Communication style
- Good listener
- Patient
- Organized
- Attentive
- Relationship-driven

- Flat rate
- % of assets
- Fee only
- Commission only



- Willingness and ability to teach
- Risk management
- Range of services
- Compliance and oversight

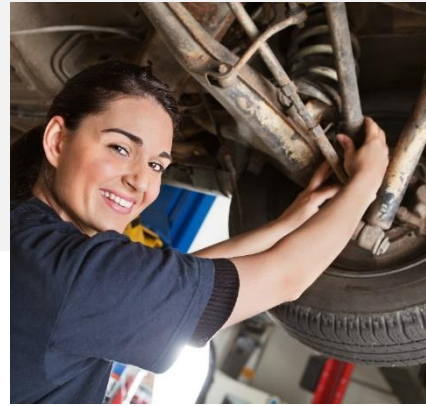
- Qualifications
- Education
- Reputation
- Knowledge
- Specialization
- Satisfied clients



Work with a Financial Advisor

- 1** As a financial advisor, what do you do? What's your specialty?
- 2** Tell me about your professional experience. How long have you been offering financial advice?
- 3** What professional designations do you hold?
- 4** How are you paid for your services?
- 5** What proportion of your clients are female?
- 6** Do you have experience with Environmental, Social and Governance (ESG) and Impact Investing?
- 7** What service standards can I expect?
- 8** What are the key components of your investment approach and how do they benefit me?
- 9** Do you follow a code of ethics or set of standards which I may review?
- 10** Relative to my life goals, what is your assessment of my financial situation today?

Own and Protect Your Assets - Work with Professionals



**Investment
Advisor**



Lawyer



Accountant





Thank You.



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Women & Wealth Part 2

Join us June 19th
to find out more:

- What are my investment options?
- How can I support my employees?
- How can I increase my tax refund?



The graphic is a teal-colored promotional card for a webinar. At the top left is the WESK logo. Below it, the word 'WEBINAR' is written in orange. The main title 'Building Confidence For Female Investors' is in white. Below the title, a calendar icon is followed by the date 'Wednesday, June 19, 2024', and a clock icon is followed by the time '12:00 - 1:00 pm'. At the bottom left is the URL 'www.wesk.ca/events'. On the right side, there is a portrait of Jennifer Glabus, a woman with short reddish-brown hair, smiling. Below her portrait, her name 'JENNIFER GLABUS' and title 'INVESTMENT ADVISOR' are written in white.

WESK
WEBINAR

Building Confidence For
Female Investors

Wednesday, June 19, 2024

12:00 - 1:00 pm

www.wesk.ca/events

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