



CLIENT

SEPTEMBER 30, 2017

NEWSLETTER

Message from the Managing Director, Private Client

After a wet and relatively “short” summer, we were finally blessed with some nice warm weather in mid/late September, just in time for the students to return to school. Hopefully the dry weather did not hurt the local corn crops, although our farming clients who grow beans were certainly happy to get a decent dry spell for their bean harvest. While the summer months were a challenging time for the financial markets, September has seen a rebound in a fashion similar to the weather.

We at Highstreet, believe that having a global investment view is essential to successfully managing our clients’ money and meeting their investment objectives. The recent asset mix change in Highstreet’s Balanced Fund highlights the importance of a global view. Global stock markets have enjoyed strong returns over the last five years, with US equities significantly outperforming the rest of the world. The improving global economy has also caused Central Banks to revisit the unprecedented accommodative monetary policy, with some, like the US Federal Reserve and the Bank of Canada beginning the gradual path to interest rate normalization.

As the economic recovery continues to gain footing, investors should continue to benefit from a globally diversified portfolio that is also diversified across asset classes. Highstreet’s quantitative models have identified opportunities outside of the US, leading to an increase in Global equity. Furthermore, our models have continued to identify opportunities in the cyclical segments of equity markets, and the Highstreet funds have been positioned accordingly. Within the Fixed Income asset class of our balanced mandates, the Money Market exposure was increased to dampen the impact of higher interest rates while providing greater flexibility as opportunities arise in either

Fixed Income or Equity. The Highstreet Investment Team continues to monitor opportunities in the global markets to ensure the funds are appropriately positioned.

As a wealth manager for almost 20 years, at Highstreet we often earn the position of a trusted advisor to our clients. In order to do our job well as investment managers, on a client by client basis, we strive to look beyond our investment mandate and think more holistically about our clients’ welfare. One important matter that we see often neglected by many (otherwise) enlightened people is their reluctance to properly plan for intergenerational transfer of wealth. I recently attended an informative London Community Foundation seminar headlined by bestselling author Tom Deans where he focused on the significant number of individuals who do not have a will, or if they have one, it is out of date.

He also went on to emphasize the importance of passing on wealth in a manner of their choosing rather than by default as well as engaging with the next generation. Otherwise, in some cases families are split apart over the passing of the patriarch/ matriarch, businesses can be lost and furthermore, in many cases punitive taxes result. He told the story of Bobby Kennedy who was a lawyer by training and indeed, former Attorney General, who on his death in 1968 was discovered to have a will...but the executor of record was his brother, the deceased John F. Kennedy! So a tale of caution to remind you of the importance of regularly updating your will.

I look forward to seeing many of you at one of our annual Highstreet Private Client Conferences in November.

Michael Hodgson



In the Community



JDRF

On September 19th Highstreet had 4 teams of 5 people participate in the annual JDRF Revolution Ride to Defeat Diabetes. In total, the four teams rallied to raise a grand total of \$4,363 to aid in the fight against juvenile diabetes!

Backpack Drive

Highstreet continued its support of the United Way and GenNext Backpack Drive. Through donations from our staff we were able to donate a large number of supplies to help children within our community succeed in school. Not only did our staff help to collect the items, but we also had some Highstreet staff and their families volunteer to stuff the backpacks. The entire Backpack Drive collected enough supplies to fill 2,754 backpacks with school supplies to help a number of students in our community have a great first day back to school!

Highstreet maintained our support of several charities and events within the community. This quarter we sponsored or contributed to a number of charities and events including; the London Community Foundation, Ronald McDonald House Charities, the Brain Tumor Foundation, Jordan's Run the Runway (YMCA of Western Ontario) and St. Joseph's Hospital Foundation.

Congratulations to the following Highstreet staff!



Mike Hammond and his wife Jillian are delighted with the arrival of another member to their family on Friday, September 8th. Nash Michael Hammond was welcomed home by big sister Everly and his older brother Jedd.



Mary Irvine 15 year anniversary



Stephen Duench 10 year anniversary



Mathieu Parisien passed the level 3 CFA exam and earned his charter.



Abhishek Ashok also passed the level 3 CFA exam and is working his way towards his charter.

Going Online



One message Highstreet continues to hear from clients is the desire to receive less paper. If you are receiving printed statements in the mail and wish to stop receiving them, let your relationship manager know.

Highstreet clients have the ability to receive all of their statements online through the Highstreet website. If this is something you might be interested or would like more information on, your relationship manager would be happy to walk you through it.

As always, we would love to hear from you. If you have any questions, concerns or comments do not hesitate to reach out to your relationship manager.

Michael Hodgson	HodgsonM@Highstreet.ca	1-877-850-9500 ext.8218
Bruce Sayers	SayersB@Highstreet.ca	1-877-850-9500 ext.8237
Michael Hammond	HammondM@Highstreet.ca	1-877-850-9500 ext.8219
Larry Hazel	HazelL@Highstreet.ca	1-877-850-9500 ext.8253

Save the Date

Highstreet's annual Private Client Conferences will once again be held at the London Hunt and Country Club on November 15th and November 22nd. We invite you to attend one of these informative evenings.