

The Greatest Joy!



Starting and raising a family is one of the greatest joys in life. A primary instinct for any parent is to do whatever you possibly can to provide for — and protect — your family. At CDSPI, we offer a variety of ways to help you do just that.

While You Bond with Your Baby

Most dentists are self-employed and therefore not eligible for Employment Insurance (EI) benefits while on maternity leave. To meet the needs of growing families, we provide the Maternity Leave Benefit as part of CDSPI's Office Overhead Expense Insurance (OOE)¹ plan. If you purchase OOE coverage at least 12 months before the birth of your child, you can take advantage of this feature which offers a benefit amount to help manage your on-going office expenses. The Maternity Leave Benefit amount is comparable to what you might have received through EI. If you live a healthy lifestyle, you may be eligible for lower *HealthEdge* rates.

Help Secure Their Future

It's not something that you ever want to consider, but what if the unthinkable were to happen? CDSPI's Basic Life Insurance¹ provides up to \$2 million in coverage in the case of your untimely death. It's critical to protect your family from financial challenges such as mortgages, legal fees, taxes, funeral costs or ongoing living expenses. And if you live a healthy lifestyle, you may be eligible for lower *AdvantEdge* rates.

Save for Their Education

Start early with a CDSPI Registered Education Savings Plan (RESP). The government matches 20% on the first \$2,500 contributed annually to the RESP by providing the Canada Education Savings Grant (CESG). The CESG, and income earned in the plan, will not be taxed until withdrawn for the student to pursue their post-secondary education. Withdrawals are taxed to the student, who will be in a lower tax bracket so they will pay little to no tax.

When There's a Second Income

Most families rely on two incomes, so there could be significant financial challenges if your spouse or common-law partner died. In this event, coverage under CDSPI's Family Life Insurance¹ plan will provide up to \$1 million to meet your family's financial obligations. Coverage for dependent children and non-dependent adult children and their spouses is also available.

When You Need Help — Call MAP

Raising a family is a wonderful experience, but it doesn't come without challenges. You can always rely on your Members' Assistance Program (MAP)² for assistance in dealing with work/life stress, accessing parenting information, sourcing childcare, and many other resources.

¹ Office Overhead Expense, Basic Life and Family Life Insurance are underwritten by The Manufacturers Life Insurance Company (Manulife), PO Box 670, Stn Waterloo, Waterloo, ON N2J 4B8.

The insurance information contained here is a summary only. You can see a full description of coverage and eligibility, including restrictions and limitations, at cdspi.com.

² MAP is operated by Shepell, the largest Canadian-based Employee and Family Assistance provider in the country. Available services vary by region.

Use of MAP services is completely confidential within the limits of the law.

Pursuing Dreams

I expect we can all agree that it's important to have goals in life — things you want to achieve, complete, or simply experience. Some are short term: to expand your practice, buy a cottage, or take a sabbatical. Others are longer term: to enjoy a comfortable retirement and leave a legacy for your children. And some are simply items we all have on our personal bucket lists: to visit Machu Picchu, run a marathon, or swim with sharks.

Pursuing dreams and achieving goals requires planning, and this is where CDSPI can help. Our investment and insurance advisors have worked with thousands of your colleagues over the years. They've heard your aspirations. They understand the unique needs of your profession. They can work with you to create a plan to help achieve your financial goals and an insurance strategy to help protect what is most precious in your life.



Susan M. Armstrong,
FCPA, FCA, ICD.D
President and CEO
CDSPI

You Ask. Our Experts Answer.

Send us your questions! One of our qualified insurance or investment advisors will respond promptly. Send questions to insurance@cdspi.com or investment@cdspi.com, respectively. Your question may even appear in The Edge.

Insurance

What's the difference between disability, office overhead, and practice interruption coverage?

This is a common source of misunderstanding. Disability insurance provides coverage when you can't practice due to an illness or injury, while office overhead expense insurance reimburses your on-going office expenses during the same illness or injury. Practice interruption coverage (TripleGuard™ Insurance) provides coverage for your expenses and income when your practice is damaged due to a fire, flood or other insured peril.



Susan Roberts,
BA, FLMI, ACS, AIAA, CHS™
Vice-President,
Insurance Advisory Services
CDSPI Advisory Services Inc.

Investment

Why is a “risk-adjusted return” important?

It's great to get a strong return on an investment, but it's important to consider the amount of risk you undertook to get it. A risk-adjusted return measures this based primarily on an asset's volatility. For example, an equity fund may have had a lot of upside over the past three years, but it may also have been very volatile over that time. So the return might appear to be good, but if you do the math, you took a lot of risk to get it. A second fund may have had less of a return, but very low volatility, so the risk-adjusted return was actually better. I invite you to contact us to discuss the returns you're getting on your investments relative to the risk you're undertaking to get them.



Ron Haik,
MBA, CFP®, CIM®, FCSI®, CIWM®, TEP
Vice-President,
Investment Advisory Services
CDSPI Advisory Services Inc.

DisabilityGuard™ Insurance and OOE are underwritten by The Manufacturers Life Insurance Company (Manulife), PO Box 4213 Stn A, Toronto, ON, M5W 5M3.

TripleGuard™ Insurance is underwritten by Aviva Insurance Company of Canada.

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So what are you doing after you retire?

You may have some ideas about how you'll spend your money in retirement, but have you thought about how you'll spend your time?



To help answer this question, CDSPI has been collaborating with Dr. Alan Roadburg, a leading expert on retirement lifestyle education.

There are two ways you can take advantage of this unique program:

- (1) Attend a *Life Goal Planning* workshop at a dental convention near you.
- (2) Read Dr. Roadburg's book, *Life After Dentistry*, which includes a planning workbook.

Life Goal Planning

In both your career and in your personal life, you're fulfilled by (a) satisfying certain needs, and (b) using certain skills that you acquire over time. When you retire, there is the chance that these needs may not be met or skills may go unused.

Phase One

Determine Goals

You need to list and evaluate these needs and skills, then prioritize them, and use them to develop life goals. Based on research we carried out among 250 retired Canadian dentists, these needs and skills can include patient interaction, stimulation, a sense of achievement, shared time with family, working with your hands, coaching sports teams, playing an instrument, and many others.

Phase Two

Brainstorm

In the workshop: Everyone shares ideas. You receive and make suggestions to others based on personal needs and skills. The process of projecting onto others can turn into a valuable source that you use for your own Life Goal Plan.

With the workbook: If you're working on your own, you can brainstorm with friends, family and colleagues who know you best.

Phase Three

Create Your Life Goal Plan

Brainstorming provides many potential destinations — your Life Goal Plan is the roadmap for moving forward. It will include a variety of elements: activities, where you will live, future financial needs, a time line, and a host of other factors that enable you to be the architect of your life after dentistry.

A fulfilling retirement is not something you should leave to chance. As part of our ongoing service to the dental community, CDSPI is proud to partner with Dr. Roadburg to help dentists plan for a rich and rewarding retirement.



After a successful academic career as a tenured professor, teaching and conducting research on a variety of sociology topics, Dr. Roadburg established The Second Career Retirement Program. He is the author of several books on this topic, including Life After Dentistry.

Keep an eye out for **Life Goal Planning** workshops when you register for upcoming dental conventions in your region. If you would like a free copy of *Life After Dentistry*, which is co-sponsored by CDSPI, please send an email with a mailing address to investment@cdspi.com.

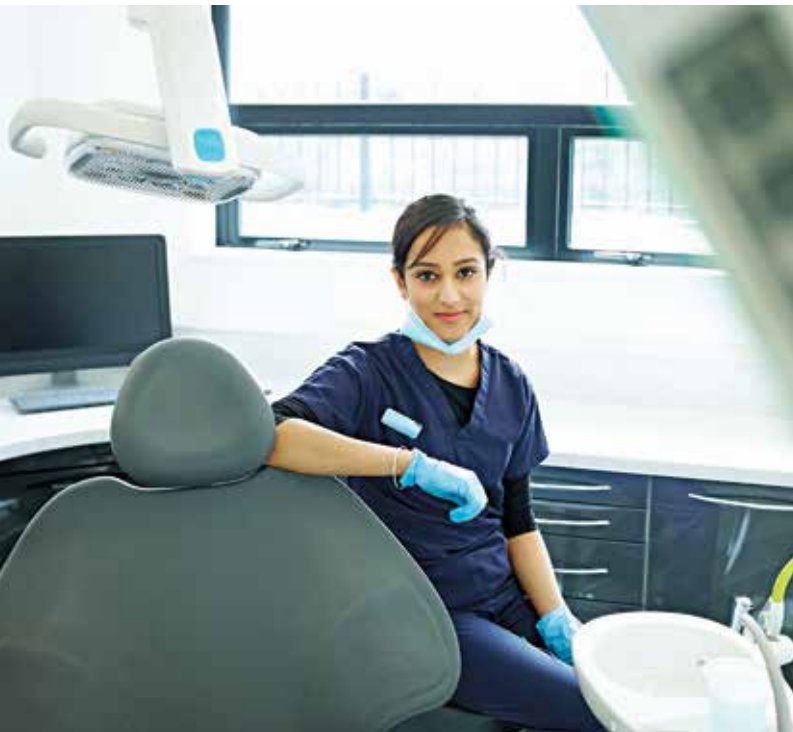
WHEN YOU'RE READY TO GROW

Your practice is booming. Your patient list is expanding. You have an associate and could stand to have another. In short, business is good, and when business is good it's usually the right time to think about how you're going to grow. As you do, you'll also need to consider your capital and insurance needs.



PLAN FOR SUCCESS

If you plan ahead you can limit your debt by using savings. This is where we can help. We can develop a financial plan that incorporates your earnings, time horizon and other factors to help manage your risk while saving for a relatively short-term goal. Additionally, our CDSPI Advisory Services Inc financial planning professionals provide insights into the implications of any investments you may wish to make into the growth of your practice.



PROTECT WHAT YOU BUILD

Expanding Your Practice

Any time you grow, your level of risk grows accordingly, so it's vitally important that your coverage keeps pace. We've seen many instances where new equipment or a renovated office is damaged in a fire, flood or other peril, but dentists had failed to increase their office coverage.

Multiple Practices

Sometimes opening or acquiring a second practice is the right path to growth. You will receive a 10% premium discount on CDSPI's TripleGuard™ Insurance when you insure multiple locations. The TripleGuard™ Insurance discount also applies when you purchase Building Insurance.

Owning Your Building

If you have CDSPI's TripleGuard™ Insurance you can purchase Building Insurance which provides coverage for your building's structure — such as the walls, roofing and attached fixtures. It also includes commercial general liability insurance for your liability as a building owner. And if you rent out part of your building, you can acquire optional coverage for lost rental income due to a fire, vandalism or other insured peril.

Solid planning is the foundation for successful growth. As you look ahead, we encourage you to contact us for a financial plan and insurance strategy to help pave the way for your business expansion.

The TripleGuard™ Insurance plan is underwritten by Aviva Insurance Company of Canada.



Tips for Tax Savvy Dentists

As we approach the end of the year, it's a good time to get your financial house in order. There is plenty to be saved by minimizing taxes and making timely decisions.

Turn a Loss to Your Advantage

You can sell an investment to trigger a capital loss to offset capital gains realized this year or in the past three years. The trade must be settled before the end of the calendar year. Unused capital losses can be carried forward indefinitely. Be sure to avoid the superficial loss rule.

Purchase Capital Assets

If you're planning to renovate your office or upgrade your equipment, consider doing it now to get the tax benefit this year instead of next.

Maximize Your TFSA Contribution

Your investment grows tax free, and you can utilize unused contribution room. The cumulative contribution limit going back to 2009 is \$52,000 (if you include 2017). If you're at the max, you can give money to your spouse or adult children which they can contribute to their own TFSA.

Be Smart with your RESP Grant

If you have a family RESP, your children will only receive the Canada Education Savings Grant (CESG) until the end of the calendar year that they turn 17. After that, shift your contribution to your younger children to get the most grant benefit. Funds in a family plan are interchangeable so you still have flexibility to disburse withdrawals to your older children.

Turning 71?

If you turn 71 during the 2017 calendar year, you will need to convert your RRSP to a RRIF no later than December 31st. Don't wait until the last week — there's paperwork to do. Be sure to make your final RRSP contribution before you convert. If you haven't done so already, you can make a one-time \$2,000 over-contribution to your RRSP without incurring a penalty tax.

A Good Way to Give

You can donate actual shares of publically traded securities that have appreciated in value to a registered charity. You'll get the charitable donation tax credit, and no capital gains tax is owed on the donated shares.

A Certified Financial Planner® (CFP®) professional from CDSPI Advisory Services Inc. can work with your accountant to determine how tax strategies can fit into your overall financial plan.

Dentist Survives Potentially Fatal Spider Bite



Frequent travellers have peace of mind with Travel Edge Insurance.

Bob and Barb Whyte love to travel. Since Bob is a pediatric dentist who now works part time, they have plenty of time to spread their travel wings. “We’ve travelled to every continent, including Antarctica,” explains Barb. “It’s just something we love to do.”

But exploring the world doesn’t come without risk, as they found out on a recent trip to Peru.

One morning in the vicinity of the remote town of Cusco, Bob noticed his foot was itchy, and it was beginning to swell. Their guide took one look and knew immediately that it was a spider bite. The local doctor confirmed that it was indeed the bite of a brown recluse spider, one of the most venomous in the world — and potentially lethal.

No Worries with CDSPI’s Travel Edge Insurance

“When the doctor asked about insurance,” said Barb, “I showed them our card and he immediately said: ‘Oh yes, I’m familiar with this company; there won’t be any problem.’ That gave us so much relief and dropped our stress level from that point forward.”

Bob was transported to the nearest hospital where he saw the general surgeon, who explained that the spider’s venom works by raising its victim’s blood pressure to the point where the heart fails. Bob’s blood pressure was 200 over 140 (he’s normally 120 over 70), so there was no time to lose. The first order of business was to drain his foot, a process that occurred several times over the next two days. A cardiologist provided blood pressure medication as well as regular heart monitoring during Bob’s five-day stay in the hospital. Other treatments included IV antibiotics as well as oxygen.

“Everything with the insurance and the hospital went smoothly. I never saw a bill, they paid directly,” said Bob. “It was very smoothly done, so obviously we’ve kept the

insurance and we renew it every year. The availability of this insurance is a great advantage for dentists. I’ve checked with other insurance companies and it’s a lot less costly for the same coverage. Then you add the level of service and it’s really an easy decision.”

Travel Edge: Perfect for Frequent Travellers

One of the great advantages of Travel Edge is the convenience — they pay a single premium for the year and that covers unlimited travel.

Wherever their wanderlust may take them in the future, Barb is adamant about their reliance on CDSPI’s Travel Edge Insurance. “Whether it’s climbing Kilimanjaro, walking the Camino in Spain or swimming in the Amazon, CDSPI has been with us, and will be with us, the whole way.”



Bob and Barb mark every place on the map they’ve travelled, either together or individually.

Please note that Travel insurance does not cover everything. For full terms, conditions, exclusions and limitations, please refer to the policy booklet. Travel Edge Insurance is underwritten by the CUMIS General Insurance Company, a member of The Co-operators group of companies and administered by Allianz Global Assistance. Allianz Global Assistance is a registered business name of AZGA Service Canada Inc.

CDSPI Funds Performance

Period ending June 30, 2017

CDSPI Funds can be used in our RSP, TFSA, RIF, Investment Account, RESP and IPP.

	MER	1 YEAR	3 YEARS	5 YEARS	10 YEARS	MORNINGSTAR RATING*
Canadian Equity Funds						
Aggressive Equity Fund (Fiera Capital)	1.00%	2.0%	1.4%	12.7%	4.2%	★★★★
Canadian Equity Fund (Trimark)	1.50%	16.8%	-5.9%	4.7%	1.2%	★★
Common Stock Fund (Fiera Capital)	0.99%	12.4%	4.2%	9.7%	3.4%	★★★
Dividend Fund (PH&N)	1.20%	12.5%	3.7%	9.2%	3.6%	★★★
High Income Fund (Fiera Capital)	1.45%	11.0%	0.3%	7.8%	4.1%	★★★
TSX Composite Index Fund (BlackRock®)	0.67%	10.2%	2.3%	7.9%	3.2%	★★★★
International Equity Funds						
Emerging Markets Fund (Brandes)	1.77%	20.5%	3.4%	8.5%	3.9%	★★★★
European Fund (Trimark)	1.45%	8.7%	7.5%	15.1%	3.9%	★★★★★
Global Fund (Trimark)	1.50%	9.3%	10.9%	15.1%	4.7%	★★★★★
Global Growth Fund (Capital Intl)	1.77%	21.5%	12.3%	16.3%	6.6%	★★★★★
Global Real Estate Fund (Invesco)	1.75%	-1.2%	8.3%	10.7%	N/A	N/A
International Equity Fund (CC&L)	1.30%	15.4%	6.1%	11.9%	1.9%	★★★★
Pacific Basin Fund (CI)	1.77%	18.2%	9.1%	11.1%	3.0%	★★★★★
S&P 500 Index Fund (BlackRock®)	0.67%	16.6%	15.8%	19.0%	8.1%	★★★★★
US Large Cap Fund (Capital Intl)	1.46%	13.0%	12.1%	16.8%	5.3%	★★★
US Small Cap Fund (Trimark)	1.25%	26.0%	11.6%	16.1%	9.4%	★★★★★
Income Funds						
Bond and Mortgage Fund (Fiera Capital)	0.99%	0.2%	0.9%	1.1%	2.4%	★★★★
Bond Fund (PH&N)	0.65%	-0.4%	3.5%	3.0%	4.9%	★★★★★
Fixed Income Fund (MFS)	0.97%	-0.4%	2.8%	2.6%	4.2%	★★★★★
Cash and Equivalent Fund						
Money Market Fund (Fiera Capital)	0.67%	0.2%	0.3%	0.4%	0.8%	N/A
Equity and Income Funds						
Balanced Fund (PH&N)	1.20%	8.5%	6.1%	8.8%	4.2%	★★★★★
Balanced Value Fund (MFS)	0.95%	7.2%	6.8%	9.9%	5.1%	★★★★★
Corporate Class Funds						
Canadian Bond Fund Corporate Class (CI)	1.10%	-1.5%	2.5%	2.7%	4.3%	★★★★★
Canadian Equity Fund Corporate Class (CI)	1.65%	18.0%	6.1%	10.6%	5.3%	★★★★★
Corporate Bond Fund Corporate Class (CI)	1.25%	9.2%	4.8%	5.8%	6.2%	★★★★
Income and Growth Fund Corporate Class (CI)	1.45%	12.5%	4.3%	8.3%	5.7%	★★★★
Short-Term Fund Corporate Class (CI)	0.75%	-0.3%	-0.1%	0.4%	0.8%	N/A
MANAGED RISK PORTFOLIOS (WRAP FUNDS)						
Index Fund Portfolios						
Aggressive Index Portfolio (BlackRock®)	0.85%	10.5%	6.9%	10.0%	4.5%	★★★★★
Conservative Index Portfolio (BlackRock®)	0.85%	4.3%	5.2%	6.1%	4.6%	★★★★
Moderate Index Portfolio (BlackRock®)	0.85%	7.4%	6.0%	8.0%	4.6%	★★★★★
Income/Equity Fund Portfolios						
Aggressive Growth Portfolio (CI)	1.65%	16.0%	7.0%	12.2%	4.4%	★★★★
Balanced Portfolio (CI)	1.65%	9.4%	5.7%	8.9%	4.6%	★★★★★
Conservative Growth Portfolio (CI)	1.65%	12.2%	6.1%	9.9%	4.6%	★★★★★
Income Portfolio (CI)	1.65%	4.7%	4.6%	6.0%	5.2%	★★★★★
Income Plus Portfolio (CI)	1.65%	6.2%	4.7%	7.6%	4.5%	★★★★
Moderate Growth Portfolio (CI)	1.65%	13.2%	6.2%	10.7%	4.5%	★★★★★

Listed are annual compound rates of return with all fees deducted for one-to-ten-year performance for the period ending June 30, 2017.

The figures are historic results based on past performance and are not necessarily indicative of future performance. Returns are after the deduction of management fees, and so may differ from those published by the respective fund management companies. MERs are subject to applicable taxes. BlackRock is a registered trade-mark of BlackRock, Inc.

* Morningstar ratings are based on analysis by Morningstar, Inc. of CDSPI funds with performance records of one year or more. For more details on the calculation of Morningstar ratings, please see www.morningstar.ca.

For current CDSPI Investment/CDSPI Guaranteed Fund Rates visit www.cdsapi.com/invest or call 1-800-561-9401.

Visit Us At An Upcoming Convention

If you would like a no-cost, one-on-one review with one of our advisors at an upcoming event, simply call 1-800-561-9401 in advance to book an appointment.

September 14 – 16, 2017

Canadian Association of Orthodontists (CAO) Annual Conference

Fairmont Royal York Hotel, Toronto, ON

September 28 – 30, 2017

Saskatchewan Oral Health Professions (SOHP) Annual Conference

DoubleTree by Hilton, Regina, SK

PRESENTATION

Friday, September 29, 10:30 a.m. - 12:00 p.m.

Blueprint for Building and Protecting A \$Million Portfolio

The blueprint is designed for dental professionals to achieve financial independence and mitigate risk.

October 6, 2017

Edmonton & District Dental Society Northwest Dental Exposition

Shaw Conference Centre, Edmonton, AB

October 19 – 21, 2017

Thompson Okanagan Dental Society (TODS) Meeting

Delta Grand Okanagan Resort, Kelowna, BC

PRESENTATION

Thursday, October 19, 6:00 p.m. – 9:00 p.m. (Monashee Room)

Navigating Change: Expert Strategies When Negotiating the Sale of Your Practice

Receive valuable insights and advice from a variety of legal, taxation, investment and insurance experts.

October 21 – 22, 2017

Ontario Dental Association (ODA) New Dentist Symposium

Toronto Hilton, Toronto, ON

PRESENTATION

Sunday, October 22, 2:30 p.m. – 3:45 p.m.

Making Smart Financial Decisions – Expert Advice for New Dentists

Timely topics for new dentists include: how to evaluate a financial advisor, the importance of a financial plan, tax-friendly investments, and the role of insurance in managing risk in your personal and professional life.

Contact Us

1-800-561-9401
www.cdspi.com

The Edge is published three times a year by CDSPI. Its information is reliable to the best of our knowledge, but its accuracy cannot be guaranteed.

Your insurance, investment and service choices are your own and no specific individual choice or recommendation is intended.

E-mail marketing@cdspi.com with your comments or any request relating to The Edge.

CDSPI's members include the Canadian Dental Association, nine provincial dental associations and the Territories. CDSPI's Board of Directors are: Mr. L.R. Best (Chairman), Dr. J. Williams (Vice-Chairman), Mr. Paul R. Batho, Dr. James B.A. Bonar, Dr. W. Chou, Dr. T.C. Larder, Mr. M.S. Orr, Ms. Helen Polatajko And Dr. R. Sullivan. CDSPI's President and CEO is Ms. Susan M. Armstrong.

The Edge staff:

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Julie Berthiaume – Financial Security Advisor, Advisor in Group-Insurance Plans
Renata Whiteman – Damage Insurance Broker.

Insurance and investment planning advice is provided by licensed advisors at CDSPI Advisory Services Inc.

The information in this publication is for informational purposes only and is not intended to provide financial, legal, accounting or tax advice.

Restrictions may apply to advisory services in certain jurisdictions.



Support Is At Your Fingertips

MEMBERS' ASSISTANCE PROGRAM

You can get on-the-go access to your Members' Assistance Program (MAP), available worldwide on multiple devices. Download is free.

- Book services
- Access counselling
- Discover helpful articles, videos and assessment tools

Life can get better

MAP IS BROUGHT TO YOU BY:



MAP can be accessed 24/7 by:

Call **1-844-578-4040**

Visit **workhealthlife.com**

Download **My EAP app**



CDSPI's mission is to provide a full range of customized financial solutions for individuals in the Canadian dental community throughout their lives.