

## What does your retirement look like?

When you retire, you get to focus more of your time and energy on the things you enjoy the most. And like every other stage of life, a little bit of preparation can go a very long way.

It's impossible to predict everything about your retirement – especially if it's still many years down the road. But if you take the time to envision some of the things that you know will be important to you, you can start to lay the appropriate groundwork today.

That way, when you reach retirement, you can live the life you really want. And if there are any surprises along the way, you'll be prepared to adapt and remain in charge of your future.

### It's about more than money

When you hear the words “retirement plan,” it's common to think only in terms of money. Yes, it is certainly important to have the savings and other income sources you will need to take care of your expenses. But, there's so much more to life than just paying the bills.

Think about the people you love, the activities you enjoy, the places you've been, and the places you'd like to visit. Let yourself daydream, and have fun painting a picture of what you want your retired life to be about.

For example, when you're no longer tied to your job, imagine how much more flexibility you might have in terms of where you choose to live. Could you see yourself downsizing your home? Buying or selling a cottage? Heading south for part of the year?

And with more of your days free to spend as you wish, just imagine the possibilities. Having more time for friends and family probably sounds good. And what about immersing yourself in hobbies, working part-time at something you enjoy, or giving your time as a volunteer?

While you're at it, think about the other people who will shape your plan. How does your spouse or partner envision retirement? How will your children or grandchildren fit into the picture? And what type of legacy would you like to create for your family or other important people and causes?

**Your vision of retirement is highly personal. It can start now, with what you do in the next five years. Speak with a Scotia® advisor to create your personal retirement vision and put together a 5 Year Plan to set you on the road to achieve it.**

# Make your tax refund count

Who doesn't like to receive a cheque in the mail? If you're expecting a tax refund this year, you may be thinking about what to do with the money. Here are a few thought starters:

- Contribute to an RSP, so you can have more savings for retirement and set yourself up for another tax refund next year.
- Invest for short or long-term goals with a Tax-Free Savings Account (TFSA), and pay no taxes on the money you make.
- Start an RESP account so you can save for a child's education and take advantage of the benefits of tax-deferred investing.
- Top up your emergency fund with a savings account or GIC.
- Pay down debts, such as a mortgage, line of credit, loan, or credit card.

**In the end, you may decide to spend some or all of your tax refund. But you have options if you want to make your money count over the long term. Speak with your *Scotia* advisor to get your tax refund working for you.**



## Put your money to work!

If you took advantage of attractive short-term rates during the busy RSP season, now's the time to speak with your *Scotia* advisor about how you can invest that money with your long-term goals in mind.

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# Five time-tested investment principles

Markets move up and down but keeping your investment plan on track has never been more important. Here are five investment principles that can help you achieve your goals and enjoy greater peace of mind along the way:

- 1. Think long term.** Don't let short-term market swings undermine your long-term investment goals. Since 1960, Canadian equities have posted positive one-year returns 71% of the time, positive three-year returns 84% of the time and positive five-year returns 100% of the time.\*
  - 2. Know your comfort level.** Market moves can be quick and unexpected. Before you invest, make sure you understand your tolerance for risk so there are no surprises.
  - 3. Diversify your portfolio.** Having your investments in a single market or asset class can leave you vulnerable. Diversify across various markets, asset classes and sectors to reduce the volatility of your portfolio and sleep better at night.
  - 4. Follow your plan.** Chasing last year's hot investment or following the herd is seldom the best decision. Create an investment plan that's right for you and stick with it.
  - 5. Focus on quality.** Markets may be unpredictable, but investing in professionally-managed mutual funds that focus on quality investments can make a big difference. Your Scotia advisor can help you make the right choice.
- There's no magic formula for investing, and bumps in the road are inevitable. But if you incorporate these time-tested principles into your portfolio, they can help you reduce your risk, improve your returns, and achieve the goals that matter to you.**

\* Source: Morningstar Direct. One-year stat based on the calendar year returns of the S&P/TSX Composite Total Return Index from 1960 to 2011. Three- and five-year stats based on 3-year and 5-year rolling returns ending December 31 of the S&P/TSX Total Return Composite Index from 1960 to 2011.

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