

Wise Investor



Issue 3 * Winter * 2012

Start your RRSP contributions early. What are you waiting for?

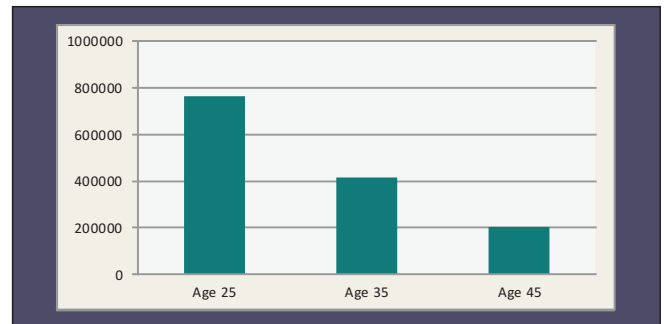
Most Canadians realize the importance of investing in RRSPs, but few take full advantage of the benefits until they are getting closer to retirement. For many people this is simply because there are other priorities. Student loans, mortgages, and having a family all seem more important than saving for something that is years away. But saving just a few dollars a month, earlier rather than later, can make a huge impact on your long-term savings.

The following chart shows the account value of your RRSP at age 65 if you were to invest \$500 a month starting at age 25, 35, or 45 and assuming a 5% rate of return.

A 45-year-old just starting to invest would need to save \$1,856 per month to have the same account value at

age 65 as the 25-year-old who is investing only \$500 per month.

There are a lot of important things competing for a piece of your income, but saving even a small amount each month, starting today, can make a world of difference tomorrow.



Important information about the RRSP deadline.

2012 is a leap year. This means that the RRSP contribution deadline is midnight on **February 29** and not March 1 as you may be expecting. Contact your CBAF Representative or visit www.barfinancial.com to make your 2011 contribution and don't miss the deadline!

Introducing the Mawer Canadian Equity Fund.

We are excited to announce the addition of the MLI Mawer Canadian Equity Fund!

This fund comes very highly rated by our investment consultants. Mawer Investment Management Ltd. recently won eight top awards at the 2011 Morningstar Canadian Investment Awards. The awards included Best Canadian Equity Fund and Domestic Equity Fund Manager of the Year.

CBAF strives to ensure that you have access to high-quality investment options that offer a combination of competitive long term performance and low management fees. The addition of this fund is one example of how we accomplish this goal.



Invest more to save more!

Did you know that CBAF offers a Member Loyalty Program that can reduce your Investment Management Fees (IMF) even more? We believe in rewarding loyal customers. As your account balance grows, you will benefit from even lower IMFs through our CBAF reward program.

Account balances between \$50,000 and \$499,999 will enjoy an IMF reduction of 0.15%.

Account balances of \$500,000 or greater enjoy an additional reduction of 0.10% for a total reduction of 0.25% off our already low fees.

If you are a member of the CBA, you'll enjoy an *additional* 0.40% off your IMF regardless of your account balance! A CBA member with over \$500,000 invested in their CBAF account would save a whopping 0.65% off of our already low fees. That could save you tens of thousands of dollars over your lifetime!

High-quality investments, low fees, and member loyalty are just a few of the reasons that you should consider CBAF for your RRSP and TFSA investments.

Looking for a few extra RRSP dollars?

In 2011 the Canadian Bar Insurance Association (CBIA) refunded over \$6,000,000 to Term Life, Disability Income, and Business Expense certificate holders.

Business Expense certificate owners received a cheque in an amount equal to 100% of their 2010 paid premiums, Disability Income certificate owners received a cheque in an amount equal to more than 8%, and Term Life certificate owners received a cheque in an amount equal to more than 14% on combined face amounts of \$1,500,000 or less per life insured.

It's the CBIA's goal to help lawyers, their staff, and their families buy quality insurance at the lowest possible cost. If

better than expected plan performance results in a financial position that exceeds the long-term requirements of an insurance program, this money is not kept as profit, it is returned to our insureds.

While we cannot guarantee our future performance, over the last 13 years most CBIA clients have benefited from a combination of over \$43,000,000 in returned premiums, rate reductions, and improved benefits.

If you have not already done so, this is a great time to review your insurance needs. Call your Authorized CBIA Representative for more information.



Help your family and staff save money.

CBAF and The CBIA assist legal professionals, their families, and law firm staff by arranging a wide range of superior designed investment and insurance products at the lowest possible cost.

CBAF can help you achieve your financial goals by offering you a wide selection of high-quality investment choices. To help you grow your money faster, we've negotiated lower than retail Investment Management Fees (IMFs). Lower fees leaves more of your money available to work for you.

If you have insurance needs, please consider the many low cost, high quality CBIA sponsored insurance plans including life, disability, health, travel insurance and more.

It's easy to contact us. Your CBAF Representative is also your CBIA Representative. To learn more, speak with your local Sales Representative, call 1-800-267-2242, or visit www.barinsurance.com.