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THE JOHNSON LEGACY REPORT

Building Trust for Generations



Lori Samuels
Wealth Manager
250-979-2712

lori.samuels@raymondjames.ca



Jay Dowhaniuk
Wealth Manager
250-979-2720

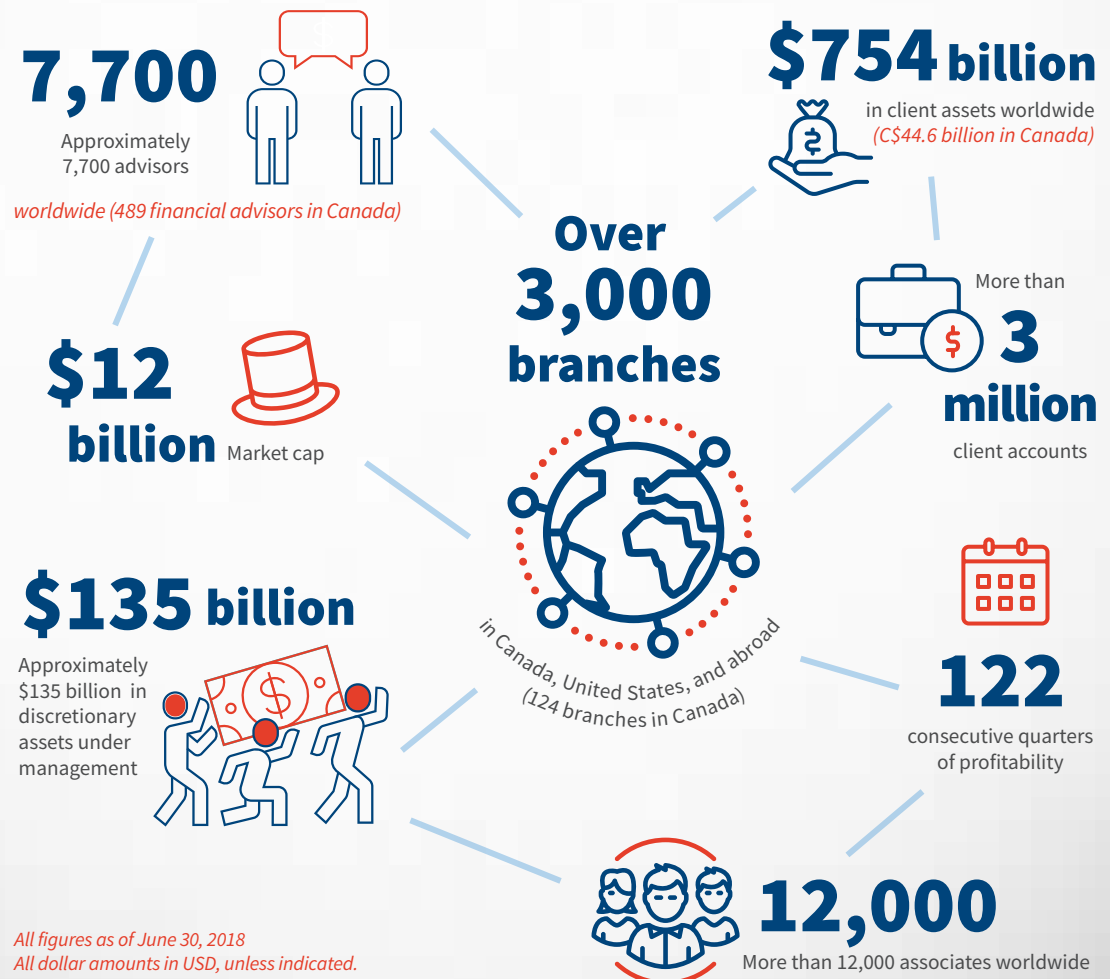
jay.dowhaniuk@raymondjames.ca

Raymond James Ltd.
500 – 1726 Dolphin Avenue
Kelowna, BC V1Y 9R9
www.johnsonlegacy.ca

RAYMOND JAMES AT A GLANCE

IN CANADA AND AROUND THE WORLD

Our numbers are impressive, but our people are our greatest strength. In Canada and across our network, we share a vision of delivering the highest level of wealth management advice by always focusing on the unique needs of each client and their families. This client-first focus is further underscored by our core values of professional integrity, advisor independence and a conservative, long-term approach to investing.



Johnson Legacy
WEALTH MANAGEMENT

RAYMOND JAMES



RAYMOND JAMES AT A GLANCE

By consistently putting the needs of our clients first, Raymond James has become one of Canada's premier independent investment firms. Our client focus and the strength of over 1400 employees and agents in Canada have garnered us many of the industry's top honours.

OUR COMPANY



76 analysts globally covering more than 1,300 companies around the world.



17 analysts in Canada publish comprehensive research on 260 companies in:
Consumer, Energy, Industrials, Mining & Natural Resources, Real Estate, Technology & Communications and Transportation.

In September 2016, Raymond James Ltd. welcomed **3Macs** to the family, creating **Canada's largest independent dealer.**



A member of the *Canadian Investor Protection Fund* and regulated by the *Investment Industry Regulatory Organization of Canada.*



In June 2016, Raymond James Financial was added to the Fortune 500, and in March 2017, it was added to the S+P 500 index.

One of Canada's **Top 100 Employers** in 2016 and 2017.



For a second year, Raymond James was a finalist in the Business and Information Technology category for organizations with more than 100 employees (based in the province of Quebec). This competition recognizes organizations for their accomplishments in promoting the use of French in the workplace.

Network for Women Advisors

created to educate, retain and attract the best women in the industry.



Raymond James Financial moves up in the Securities/Asset Management category of **FORTUNE magazine's World's Most Admired Companies** list for 2017.

Supporting Charities

Raymond James Ltd. has been recognized by *Imagine Canada* as a caring company for signing the corporate citizenship commitment and demonstrating leadership in community support in Canada.





Market Pulse:

Major Stock Indexes	Level/Price	YTD Return Ending Oct 31/18
S&P/TSX Comp	15,027	-7.29%
S&P 500 Comp	2,712	1.43%
Dow Jones Industrial Avg	25,116	1.60%
Major Bond Index		
Dex Universe	1,027	-0.96%
Commodities		
Crude Oil - WTI (US\$/bbl)	\$73.43	21.53%
Gold (US\$/oz.)	\$1,186	-9.43%
N. Gas (US\$/MMBtu)	\$3.08	4.30%
Currency		
Canadian Dollar (CAD/USD)	\$0.76	-4.01%

Source: Bloomberg.

Personal Updates:

Lori has completed her condo project and is thrilled with the final product. She plans to enjoy it and do some entertaining when she returns from Africa. Lori will be on safari in Kenya and Tanzania, crossing another item off her bucket list. In a perfect world Lori would have moved into her condo months ago so she could enjoy it before leaving for this trip she started planning last January, however, everything didn't go according to plan! She will be sure to share some of the highlights from her trip in the next newsletter.

At the end of October, Jay attended the annual Raymond James National Business Conference held this year at their home office in St. Petersburg Florida. Over 350 advisors from across Canada attended the three day conference participating in various seminars and workshops. These conferences are a great resource for learning the latest industry trends, practice management tools, and market updates. Hearing directly from Jeffrey Saut, chief investment strategist at Raymond James, the economy is strong and company earnings are strong. Therefore, once we get past the US midterm elections on November 6, the negative volatility should subside and the long-term bull market will continue.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual funds. Please read the prospectus before investing. The indicated rates of return are the historical annual compounded total returns including changes in unit value and reinvestment of all distributions and does not take into account sales, redemption, distribution or optional charges or income taxes payable by any security holder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

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