



THE JOHNSON LEGACY REPORT

Building Trust for Generations



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Taking Financial Control

These are definitely unprecedented times, creating anxiety for many as there is uncertainty surrounding health, economic and financial issues. I want you to know that we are here for you and will continue to work hard and ensure you are well supported throughout this crisis. With that in mind, we would like to share a few tips to help you stay focused on what you can control.

1. **Your Health is #1.** Staying safe and healthy through this pandemic is job #1. Whether you choose to self isolate completely or maximize social distancing, it's important to do what you can to stay healthy. What good is your wealth if you don't have your health? We are working remotely to ensure we stay healthy to take care of others, and are grateful to have the technology in place to do so.
2. **Update your Cash-Flow Snapshot.** Take a few minutes to complete the attached worksheet with the perspective that you will likely be spending less than normal over the coming months as many businesses are closed and travel is not an option. This worksheet will help you identify where you need to spend money and where you can hold off and/or cut-back. It will also identify what your current sources of income are, which allows you to assess the risk/stability of these income sources. Seeing how much you need to spend each month is a powerful exercise that puts you in control of your finances. Please forward to us once completed so we can use to update your financial projections.
3. **Revisit your Investment Withdrawals.** If you are currently pulling income from your investment portfolio, but can possibly reduce that amount and still meet your income needs, consider doing so. It's normally best to stay invested through volatile markets, and even add to your portfolio while stock valuations are low. We can't predict where the bottom is, but we do know that markets recover over time. This creates investment opportunities for those that are in a position to take advantage of it. If you don't need to withdraw the interest and dividends your portfolio is earning, those funds can be used to reinvest at low stock prices.
4. **Protect Your Family.** Although the death rate associated with COVID-19 is low, it's normal to think about the "what if" scenario. As unpleasant as it is, now is a good time to ensure you have your finances and estate wishes in order. If something were to happen to you or a loved one, what would the financial implications be? Do you have adequate savings and/or life insurance to cover your family's needs? Is your will updated and does it still reflect your wishes? To help you through this thought process, we are pleased to attach an estate planning booklet. Please store in a safe place and ensure your executor knows where to find it when needed (hopefully not until a date far into the future). This information should be updated annually as circumstances do change.
5. **Get Social while Keeping your Distance.** Although we aren't able to connect with people in person for the time being, we can embrace technology to stay social and feel connected to friends, family members and our trusted professionals. FaceTime, Skype and Zoom are just a few of the tools we have available to communicate live in video with one another.



6. **Switch to Paperless.** To ensure you have timely and secure access to your financial statements, tax slips, trade confirmations and portfolio information, we encourage you to sign up for Online Access to your accounts and switch to paperless statements (if you haven't already done so). You will receive an email notification when a statement or tax slip is ready for you to view. This will ensure you don't miss anything should mail delivery become an issue, will provide quicker access to timely information and will help reduce our carbon footprint. Go to <https://client.raymondjames.ca/> to get started.

We are thinking of you at this difficult time, we wish you and your loved ones good health! We'll get through this together.

Market Pulse:

Major Stock Indexes	Level/Price	YTD Return Ending March 31th/2020
S&P/TSX Comp	13,379	-21.59%
S&P 500 Comp	2,585	-20.00%
Dow Jones Industrial Avg	21,917	-23.20%
Major Bond Index		
Dex Universe	1,141	1.56%
Commodities		
Crude Oil - WTI (US\$/bbl)	\$20.29	-66.77%
Gold (US\$/oz.)	\$1,584	3.98%
N. Gas (US\$/MMBtu)	\$1.66	24.07%
Currency		
Canadian Dollar (CAD/USD)	\$0.70	-8.81%

Source: Bloomberg.

Personal Updates:

Lori is settling into her new routine working from home. Technology has become her friend, if you can believe it?! She is enjoying working on her new laptop, keeping up with her workouts and yoga online and many virtual happy hours with friends and family. Lori gets her Covid-19 updates first thing in the morning and again at dinner time. She is staying up to date, but is careful not to over expose herself to information overload. Lori is going to the grocery store every seven to nine days and may decrease that frequency as she is getting more nervous to do so as every day passes. Speaking of food, Lori is drawn to her comfort foods more these days: pasta, cheese, chocolate and of course wine! Based on this information you don't have to wonder if Italy is one of her favourite places on earth! Lori is feeling safe and cozy in her home and is grateful to be living in a beautiful low density city and country. She is also grateful that she doesn't know anyone who has contracted Covid-19 and hopes it stays that way. She is looking forward to getting back to "normal" life this summer, but is hunkering down and recognizing the sacrifices she and everyone make now will pay off in the future.

Jay and the family left for their usual spring break trip to Maui on March 11. At that time, the virus situation outside of China, was still in its infancy and nothing was going to hold them back from swimming in the ocean and overloading on much needed vitamin D (sun). But how quickly things changed in just a few short days. While people may think there are worse places to be stuck than Maui, the thought of Jay trying to work in a 900sqft condo with two kids was not that appealing. Jay quickly changed everyone's flights and re-booked on the first available back to Kelowna on March 20. Now well into their official quarantine, Jay is glad to be home where they have three floors of separation possible! Adjusting to the new reality of working completely from home was quite seamless thanks to the technology efforts Raymond James has made over the past number of years. Advisors across the firm have had the capability of working remotely for years, while other firm's advisors are now scrambling to get connected to their clients. As the virus situation continues to evolve, it appears working remotely from home will be the "new normal" for the foreseeable future.

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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