



JUNE | 2020

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

Introducing Our New Trust Services Division!

We are pleased to announce that Raymond James Ltd. has launched a national trust company, Raymond James Trust (Canada) ("RJTC") offering fiduciary trust services to assist clients with a wide range of important needs like estate settlement, trust administration, and power of attorney / agency services. Working in collaboration with our advisors and portfolio managers, our trust services professionals will provide important estate, trust and agency tools to complement your core wealth management services and further benefit clients with more complex needs.

We have acquired Oak Trust Company, a privately held, federally regulated trust company based in London, Ontario. Following regulatory approval, the new division will be named Raymond James Trust (Canada) and will complement Raymond James Trust (Quebec) which was launched in the fall of 2019. Initially offering trust services in Ontario, RJTC will soon extend services to BC, Alberta and Saskatchewan.

"This acquisition is an important way to broaden our service delivery for Canadian investors and their families who require fiduciary trust services to assist them with a wide range of important needs like estate settlement, trust administration, tax efficient estate planning and power of attorney services," said Paul Allison, Chairman & CEO, Raymond James Ltd. "It gives our advisors and portfolio managers important new tools which will complement their core wealth management services and further benefit clients with more complex needs."

"This acquisition makes Raymond James the first independent full service investment dealer in Canada to offer integrated trust services," says Mitch Schurmans, President of Raymond James Trust (Canada). "It strengthens the firm's strategic vision as a trusted partner in assisting RJL's clients and their families with total wealth management solutions throughout their lives and beyond."

Please reach out to us if you would like to receive more information about how you can use our trust services.

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



Johnson Legacy
WEALTH MANAGEMENT

RAYMOND JAMES®



Market Pulse:

| Major Stock Indexes | Level/Price | YTD Return Ending May 30th/2020 |
|----------------------------|-------------|------------------------------------|
| S&P/TSX Comp | 15,193 | -10.96% |
| S&P 500 Comp | 3,044 | -5.77% |
| Dow Jones Industrial Avg | 25,383 | -11.06% |
| Major Bond Index | | |
| Dex Universe | 1,188 | 5.74% |
| Commodities | | |
| Crude Oil - WTI (US\$/bbl) | \$35.29 | -42.20% |
| Gold (US\$/oz.) | \$1,732 | 13.68% |
| N. Gas (US\$/MMBtu) | \$1.77 | -19.00% |
| Currency | | |
| Canadian Dollar (CAD/USD) | \$0.73 | -5.27% |

Source: FactSet, Raymond James Ltd.

Personal Updates:

Raymond James plans to take a very conservative approach to opening up the offices across the country so in the meantime, Lori continues to work from home. It is very doable from a technology standpoint, but she does miss face to face client meetings and interactions with colleagues. Lori has been able to get back on the golf course which has been a wonderful addition to her activity list. She has joined the Kelowna Paddle Centre again and is waiting for the weather to heat up to get back out on the water.

Well it's now June and it seems the more things change, the more they stay the same. Working from home continues for Jay which has its pros and cons. Under normal circumstances Jay's commute to the office is only 10min each way, but he is enjoying saving time and money on gas. The biggest downside has been the volume and consistency of distractions from trying to homeschool two kids! It's becoming more obvious to Jay that teachers don't get enough credit. Speaking of teachers, the big talk amongst parents this past month was whether or not to send their kids back to school. After much deliberation, they chose to let Charley and Tucker go back to school for 2 days a week and then let them decide if they want to continue that through rest of June. Stay tuned. While it's unfortunate that COVID has stopped all organized sports this spring, Jay and Brianne must admit they are enjoying the empty schedule. In fact, that empty schedule has allowed them to finally finish their basement bar after a 14 year hiatus from that project!

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.

This newsletter has been prepared by the Johnson Legacy group of Raymond James Ltd., and expresses the opinions of the authors and not necessarily those of Raymond James Ltd. (RJL). Statistics, factual data and other information are from sources RJL believes to be reliable but their accuracy cannot be guaranteed, nor should this be considered personal tax advice. We are not tax advisors and we recommend that clients seek independent advice from a professional advisor on tax-related matters. It is for information purposes only and is not to be construed as an offer or solicitation for the sale or purchase of securities. Privacy legislation requires that anyone you are referring consents to having his/her information provided to us. This newsletter is intended for distribution only in those jurisdictions where RJL and the author are registered. Raymond James Ltd., Member-Canadian Investor Protection Fund.

