



Your Business and COVID- 19



Platinum
member

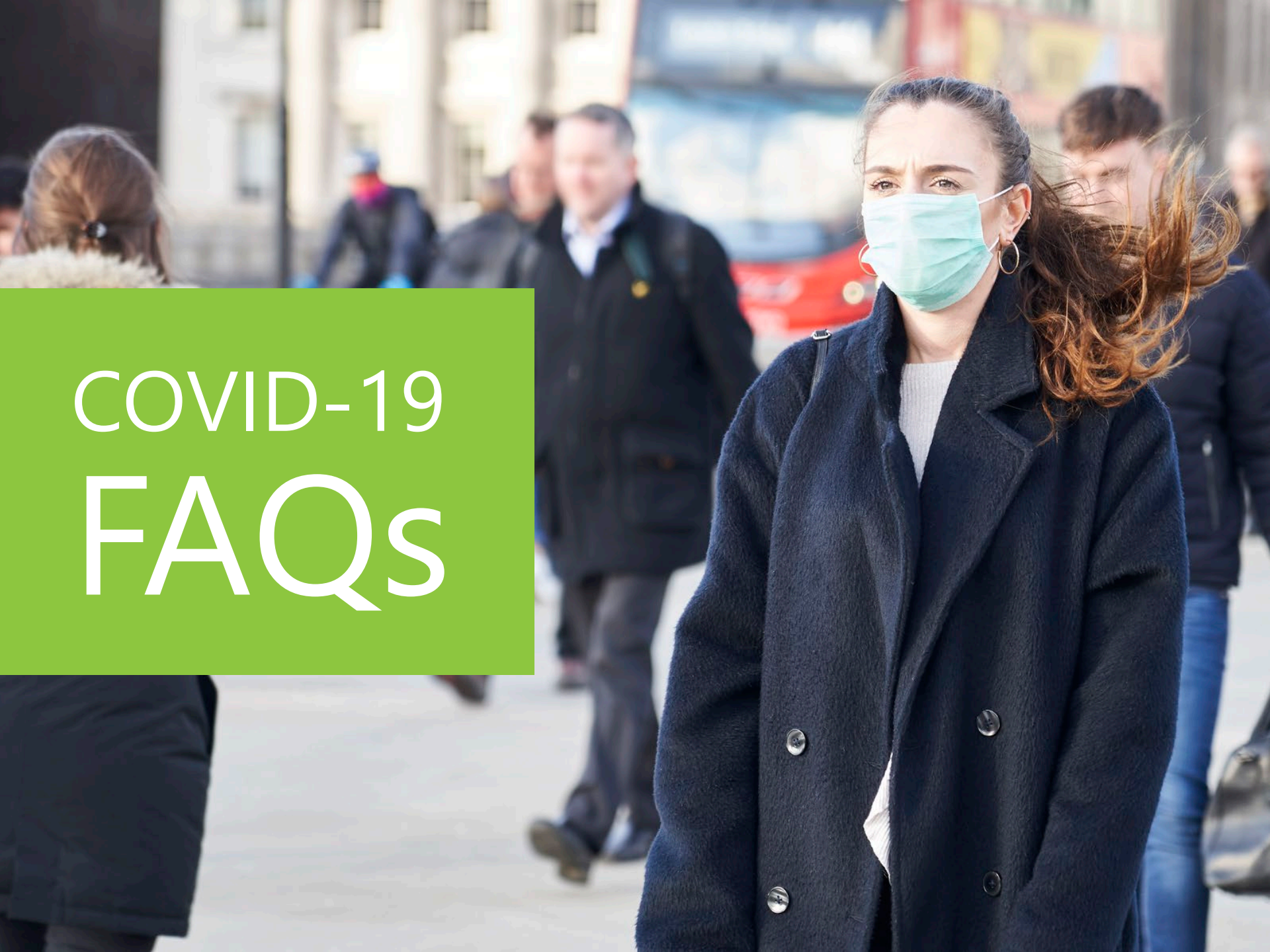
We care about what you care about.



COVID-19 and the Markets: Protecting Your Investments and Staying On Track For The Long-Term

Presented by Rob Salvucci, CLU, CHS, FLMI
Vice President, Wealth Management

COVID-19 FAQs



Wealth Management: COVID-19 FAQs

Q

The markets have crashed, are my investments in trouble?

A

Although the value of your portfolio has likely decreased significantly in the short-term, a properly diversified investment portfolio should regain its value as markets eventually rebound over the mid- to long-term.

Ask your financial advisor to provide a more detailed analysis of your portfolio and current position.

Wealth Management: COVID-19 FAQs

Q

**Have the markets
hit bottom?**

A

We do expect volatility to continue during this period of uncertainty, and the bottom will not become evident until a sustained rally has occurred.

Wealth Management: COVID-19 FAQs

Q

**Will the markets ever come back?
If so, when?**

A

Although every crisis feels unique, historically, the markets have always rebounded to reach new levels. Although we do not know exactly when they will fully recover, we expect that over the mid to long-term, markets will once again rebound to, and surpass, pre-COVID-19 levels.

Wealth Management: COVID-19 FAQs

Q

How do the current market conditions affect my retirement plans?

A

Depending on the specifics of your situation, you could be totally fine at one end of the spectrum or facing more serious challenges at the other end. Most people are somewhere in between.

Ask your financial advisor to provide an updated personalized plan to help illustrate the impact to your personal situation.

Wealth Management: COVID-19 FAQs

Q I may need to make withdrawals from my investments. Which account(s) should I withdraw from?

A Unplanned or increased withdrawals should be made from the most liquid, least volatile and most tax-efficient accounts.

Discuss your needs with your financial advisor as soon as possible so they can help determine the best approach for you.

Wealth Management: COVID-19 FAQs

Q If I'm already taking regular withdrawals from my portfolio, should I reduce the withdrawals if possible?

A Yes, if you can reduce the level of withdrawals during the downturn, that will help protect the long-term value of your portfolio.

Consult your financial advisor to help determine what options you have and what the impact could be in your specific situation.

Wealth Management: COVID-19 FAQs

Q Should I move my investments to cash until the markets get back to normal to prevent further declines?

A Avoid making rash decisions about your long-term investment objectives based on short-term market conditions. Unless there are extenuating circumstances, most people should not be moving to cash. A move to cash will crystalize what would otherwise have been a paper loss.

Consult your financial advisor before making any quick decisions that you might later regret.

Wealth Management: COVID-19 FAQs

Q Should I be making changes to my portfolio?

A If you have a well-diversified, risk adjusted portfolio that is specifically designed to meet your unique investment objectives, the only potential change would be to rebalance to your target asset allocations. Depending on your actual portfolio, this may happen automatically.

Ask your financial advisor if changes are necessary to stay on track with your long-term plans.

Wealth Management: COVID-19 FAQs

Q

Should I be investing into the markets under the current circumstances?

A

Ideally, you should be making consistent, regular contributions into your portfolio through good and bad markets. If you have extra money available today to invest for mid to long-term objectives, then today's depressed market values do present a buying opportunity. Note: there is still downside risk.

Consult your financial advisor to discuss the current opportunity relative to your personal objectives.

Wealth Management: COVID-19 FAQs

Q

Will my life insurance policy pay if I die as the result of COVID-19?

A

Yes, at this point we are not aware of any life insurance policies that contain pandemic exclusions.

We recommend that you review the terms of your specific life insurance contract(s) with your financial advisor.

Wealth Management: COVID-19 FAQs

Q

Can I still purchase life insurance at this time or is it too late?

A

Yes, insurance companies are still issuing new policies. A new COVID-19 screening process must be completed first to be eligible. Many companies now offer digital application and payment processes.

Consult your financial advisor who can help you find the right solution for your needs.

Wealth Management: COVID-19 FAQs

Q Are life insurance companies allowing clients to defer premium payments?

A At this time, only a couple of insurance companies have introduced temporary payment deferral programs on an individual, exception basis. Individuals seeking relief must make a formal request and provide proof of financial hardship as direct result of COVID-19. Alternatively, if your policy has cash values, you may be able to use some of the value to cover premiums for a period of time. Otherwise you will likely have to continue making payments to avoid lapsing the coverage. Contact your advisor to discuss the options available to you.

Wealth Management: COVID-19 FAQs

Q My life insurance policy has cash values. Can I make withdrawals if I need the money?

A Depending on the type of policy, contractual terms and current values, you may be able to withdraw funds. There are different methods of accessing policy values that have different tax and policy implications.

Discuss your needs with your financial advisor well in advance to help you understand your options and determine the best approach for your situation.

Wealth Management: COVID-19 FAQs

Q Will my disability insurance policy cover loss of work due to COVID-19?

A Disability insurance policies typically provide income benefits for people who become totally disabled for an extended period due to an accident or sickness, subject to a specified waiting period (typically 90-180 days). As a result, we expect that most insureds who contract COVID-19 will not be off work long enough to be able to claim. These policies do not cover loss of work due to layoff or forced closure (ie: business interruption).

Ask your financial advisor to review the terms and conditions of your specific policy to be sure.

Wealth Management: COVID-19 FAQs

Q

Will my critical illness policy pay a benefit if I contract COVID-19?

A

We are not aware of any critical illness policies that provide pandemic coverage as one of the covered conditions.

Ask your financial advisor to review the terms of your specific contract if you have any concerns.

Today's presenters

Nick Goodfellow, BBA, CIP

Sales Consultant, Small Business Solutions
nick.goodfellow@cowangroup.ca

Julie Brisson Principal

Consultant, Group Benefits and Group Retirement
julie.brisson@cowangroup.ca

Tracy Spark, CIP, CPRIA

Business Development Executive, COWAN INFINITE™
tracy.spark@cowaninfinite.ca

Rob Salvucci, CLU, CHS, FLMI

Vice President, Wealth Management
rob.salvucci@cowangroup.ca

To download copies of the presentations please visit covid19.cowangroup.ca



Platinum
member