The Di Rocco Keenan Wealth Advisory Group

Money conversations are difficult. In fact, **59% of Canadians say they didn't have any conversations about budgeting, financial planning or money-related topics while growing up**…29% of whom named discomfort as the primary reason for not embarking on these essential conversations with their own families.

We reached out to Dr. Amy D'Aprix, an expert in life transitions, to get her insights into creating healthy financial conversations among family members:

1. Have an agenda for your family meeting. Don't know where to begin? Worried about loss of privacy or fear of confrontation? These are all reasons behind why money/family business succession planning conversations are avoided. Having a script or agenda can help form the "why" of the meeting and determines what you want to accomplish.
2. Share as much information as you can. Focus on your values of money and the lessons you've learned over time. Explain what you envision your family and/or business legacy to look like. Combine emotion and fact.
3. Provide education and allow family members to react, respond and ask questions.
4. Create a to-do list and schedule a follow up conversation. The conversation doesn't stop here. Create next steps with your family members and make sure to decide on a follow up discussion date.

Today's family structures are complex. We're here to help. Not only can we assist you to prepare for these discussions, but we can also provide financial education to 2nd or even 3rd generation family members. Our friends on the BMO Advisory Transition Planning team can help specifically with business succession conversations with family members.

Lianne and Jamie

Source: BMO Private Wealth. "The Great Wealth Transfer is coming – here's how to properly pass down your estate". https://privatewealth-insights.bmo.com/en/insights/wealth-planning-and-strategy/the-great-wealth-transfer-is-coming-heres-how-to-properly-pass-down-your-estate/

SEPTEMBER 2024

Help Support BMO's Climate Ambition

BMO Private Wealth has partnered with Tree Canada, a national non-profit organization dedicated to planting and nurturing trees in rural and urban environments. **From September to October, for each account that you switch to Electronic Delivery for your documents on BMO Nesbitt Burns Gateway, BMO Private Wealth will plant one tree and Tree Canada will match each tree planted with an additional tree.** For help on how to make the switch on Gateway, please reach out to us!

A Milestone Anniversary!

Lianne is celebrating 30 years this September as a Wealth Advisor! As much as we all think we know her, we decided to put her on the spot and ask her a few questions.

Q. Lianne, we all know that you chose to participate in 29029 Everest to celebrate your 30 years. Why?

A. For those who don't know, 29029 Everest is an event held where you have to climb the equivalent of Mount Everest which is 29,029 feet in 36 hours. This event took place at Mount Tremblant where I had to complete 15 ascents. My goal was to complete it in 30 hours, each hour representing one year of my career. Sounded like a great idea! I realized after the sixth ascent that I was quickly going into a caloric deficit, and I had a choice. I could quit or I could re-group, get some nutrients in and commit to finishing what I started. I fell short of my 30-hour goal but did complete it in 33 hours (which included a 2-hour nap lol). This is what I have learned; commitment starts when motivation ends, success does not happen without the support of a community and hard things do end.

Q. What do you love most about the industry?

A. I love that we are finally embracing diversity and moving at an exponential rate now. I am very proud that I have been a part of building out an all-female team. Watching us all grow together makes me smile.

Q. What gets you excited?

A. 30 years ago, I felt there was more to this industry than just trading stocks. What gets me excited today is that we have this opportunity to truly empower our clients to live the life they want to live with the people that matter the most to them. I think it's pretty amazing that I have had the privilege to be involved not only in our clients' lives, but the lives of their children, grandchildren, and great grandchildren.

Q. Lianne, what's a fun fact about you?

A. After I climbed 29029 Everest, I flew out to Atlanta the following weekend to participate in a 50K run. As promised, I will now go back to acting like a 57-year-old…. maybe.

INDUSTRY TRENDS

Revisiting Presidential Elections and Market Performance

In January this year, we wrote about how historically the S&P500* outperforms during the 12-month period following a US election (+9.3) compared to the 12-months leading up to the date (+8.4%). As of August 31, 2024, the S&P500 is up +27.14% over the last 12-months – the last comparable performance leading up to an election was when Ronald Reagan was first elected back in 1980. Like the economic landscape of 1980 (but not with the same magnitude), the US is dealing with high interest rates and inflation. In the 12-months after Reagan was elected, the S&P500 was down -3.30%. Although past performance does not predict the future, it will be interesting to see if the market continues to track higher and follow the trend of outperforming during the 12-months following the election versus in the lead up, or if the 12-months following the election will underperform. Even if the S&P500 underperforms following the election, this doesn't imply performance will be negative

Work done by Brian Belski's team at BMO Capital Markets on performance after interest rate cuts shows that markets generally outperform after a cut, with data compiled since 1982. Belski predicts that "so long as nothing breaks in the economy US stocks remain firmly within a bull market, but with significantly strong trailing one-year performance headed into this initial rate cut, future gains are likely to be more muted relative to historical norms, in our view."

***S&P500 returns are in USD.**

Sources:
How Do Elections Affect The Stock Market? – Forbes Advisor
Belski – US Strategy Comment. September 13, 2024

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