



Strategies For The Do-It-Yourself Investor

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The 2022 Business Environment For Canadian Entrepreneurs: Five Key Themes

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with Dan Bortolotti: inside front cover

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BEATING THE TSX STELLAR GAINS IN 2021, AND A NEW PORTFOLIO FOR 2022



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Portfolio Confidential

Barbara Stewart

For the past few years my husband and I have had separate review meetings with our investment advisor. This was my idea because I wanted to learn as much as possible about investing and more importantly, I wanted to feel comfortable with our financial situation. While I still think separate portfolio reviews are a great idea, I worry that I'm not communicating well in our meetings. Our advisor seems to be repeating the same old messages as if he is following a script. I'm not learning anything new from him, but I feel responsible because I haven't said anything about this! I am shy to bring up topics that are important to me such as how to keep my daughter-in-law's hands off our estate! Any advice is welcome.

bringing this person to some of our meetings...unless it is your boss."

What advisors never tell investors:

"I lose sleep too, when your portfolio is losing money."

There's more to this article -- if you want to find out how it ends, you need to become a Canadian Money Saver subscriber. Use my code RICHB for a 20% discount on a one year print or on-line subscription at:

<https://www.canadianmoneysaver.ca/>

Good communication seems like such a simple concept—why is it often so difficult to get it right? I don't have a magic answer for that broad question, but I do have some suggestions. I'll start off by recommending Wealth Management Unwrapped as an excellent resource for how to communicate with your investment advisor. I sat down with author Charlotte Beyer a few years ago and she agreed that as in your case, "too often advisors talk at their clients and too often clients offer pat input." Some examples from her book that might resonate:

What investors never tell advisors:

"I can't understand and don't enjoy reading the volume of reports you send!"

"I wish you would talk less and listen more. You are boring."

"I spot it instantly when someone on the team is not respected by their colleagues. I wonder why you bother