

# The Strategist

## Introducing: Raymond James Trust (Canada)

At Chris Raper & Associates, our focus has always been on helping clients grow, manage and preserve their wealth, from all angles. This is why we're pleased to announce a brand new service offering – our newly established trust services division, Raymond James Trust (Canada) (RJTC). Under the RJ umbrella, you now can access the deep expertise of our trust professionals and a full suite of trust services, enabling you to safeguard your legacy and ensure the wishes you have expressed in your will and other estate planning documents are realized. RJTC can help make sure the people and causes important to you are provided for respectfully, responsibly and professionally. Services include the following:

**Executor & Executor Support:** By appointing RJTC as executor and/or trustee of your estate, they will take on the full duties and provide professional, thoughtful administration of estates and trusts at all levels of complexity. If you're an executor for someone else but need guidance, RJTC officers can undertake the administering of the estate for you. Our executor support services mean you are not alone in managing the many responsibilities of this challenging and sometimes, stressful role.

**Trustee & Trustee Support:** RJTC can serve as sole or joint trustee for a wide variety of trusts. Expect not only technical, tax and reporting experience, but, most importantly, impartiality to the administration of trusts. Support is also available in an agency capacity to someone who is a trustee, where RJTC will lend expertise to your administration.

**Appointment Under a Power of Attorney:** As PoA, our trust can undertake all aspects of financial administration when you are no longer able to do so. Bills paid, taxes filed, and investments managed, alleviating these burdens from your family and loved ones.

**Wills Bank:** Secure physical storage of wills and other important documents.

Before calling a lawyer to revise your will, there are some important things to note/consider:

- ◆ Services are currently only available in Ontario and Quebec, but are expected to be across the rest of the country in the coming months.
- ◆ Trust services are only available to existing Raymond James clients and prospects. However, RJTC will gladly consider taking on family members on a case-by-case basis.
- ◆ Hiring a trust professional is not a low-cost solution and is rarely suitable for anyone with less than a net worth of \$1M and/or a complex estate situation. Fees are competitively priced with other trust companies, and are tiered based on the value of assets held with Raymond James. A discounted fee will be offered on assets already held at Raymond James Ltd. during the time the trust company is acting.

If you think there may be a need for professional administration as part of your estate plan, please reach out and we will be happy to provide you with more information when our trust service becomes available in your province of residence.

## Quarterly Reminders

### 2020 Personal Tax Filing Deadline (Extended)

- Monday, June 1st

### Upcoming Holiday Closures

- Wednesday, July 1st (Canada Day)
- Monday, August 3rd (British Columbia Day)

## Update on the Team

We continue to operate remotely from home, and though a gradual return to the office plan is in the works, it will be some time before we're all working side by side again. The health and safety of our clients and staff remains our top priority, which means we will continue to conduct meetings by telephone and/or virtually until further notice.

As for what's new with us, here's what CR&A team members have been doing with their spare time during quarantine:

Chris lives outside, planting and growing next winter's food supply, while Erika is also sprucing up her garden with help from junior green-thumbs, Elin and Annika. Larissa has been exploring French wine country with at-home tastings and food pairings, and John is having fun adventuring the outdoors with his son. On dry days, Alex can be found in his backyard building a new deck for his family, while they tend to the garden and chickens, meanwhile Caitlin has been baking, knitting, and crafting up a storm to pass the time. Ryan and family are keeping active on their daily dog walks around Oak Bay and are admittedly, getting a little "bored" of board games!