



**MACKENZIE**  
Investments

**CONFIDENCE**  
IN A CHANGING WORLD

# Mackenzie Insight

Winter 2018

## Align Your Investments with Your Values

Invest with impact, that's what many Canadian investors want to do with their money. They want their investments to grow and also contribute to positive environmental and social impact. A 2017 survey by Environics Research, commissioned by Mackenzie Investments, found that:

- 66% of women investors said socially responsible funds will become more important to their portfolios
- 37% of Millennials said socially responsible funds will become more important to their portfolios in the next two to three years
- 75% of Millennial investors said it's important for financial advisors to offer socially responsible investments

63% of Canadian investors believe that socially responsible investments will become more important to their investment portfolio.

*50-insights.com,*  
Mackenzie Investments

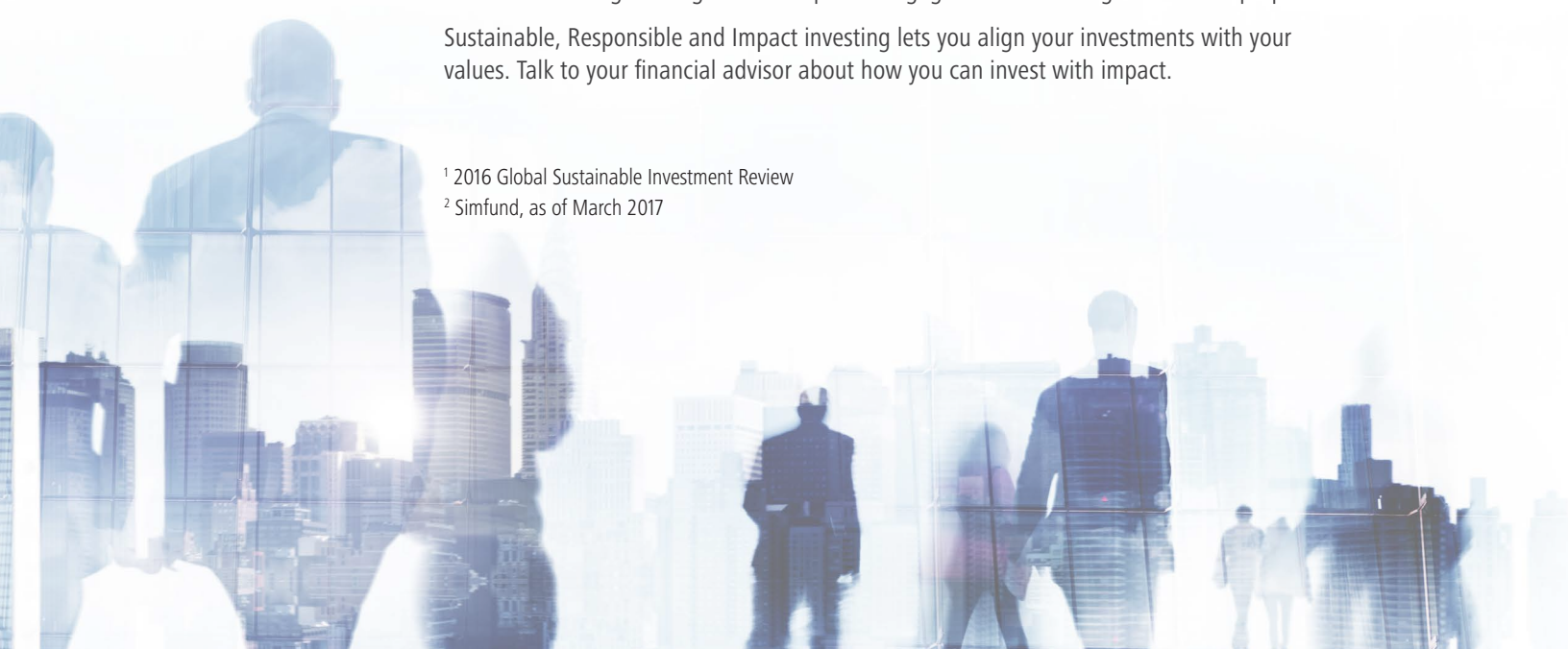
In recent years, investor demand for Sustainable, Responsible and Impact Investing (SRI) solutions has increased rapidly. SRI aims to generate positive returns and address social challenges. From 2014 to 2016, global SRI assets in Canada grew by 49%, with an annual compound growth rate of 22%.<sup>1</sup> Individuals and institutional/pension investors are both pushing the growth of SRI assets. In Canada's retail market, assets under management in SRI mandates increased from \$7.5 billion to \$8.7 billion from March 2016 to March 2017.<sup>2</sup>

The SRI process considers environmental, social and governance (ESG) factors in its decision-making process. So when portfolio managers analyze a company's financials to find value, they also examine the company's environmental record, socially-responsible practices and corporate governance. Managers can also use a fund's position as shareholders in a company to influence change through direct corporate engagement or co-filing shareholder proposals.

Sustainable, Responsible and Impact investing lets you align your investments with your values. Talk to your financial advisor about how you can invest with impact.

<sup>1</sup> 2016 Global Sustainable Investment Review

<sup>2</sup> Simfund, as of March 2017



## Hit Refresh: Review Your Plan

It's 2018, a new year and time for a refresh. Now is a good opportunity to talk to your financial advisor and review your financial plan.

Mackenzie Investments commissioned a 2017 Environics Research survey of Canadian investors to gain insights into their views on investing and advisory relationships. The research found that financial advisors can build relationships with clients by strengthening a customized experience. Canadians want an advisor who understands them and understands what they need in terms of investing and planning. Canadians also want their advisors to offer a wide range of targeted products and services including innovative products and products from Canadian companies. A healthy advisory relationship can produce significant value for investors. In fact, investors who worked with an advisor had 2.7 times the financial assets of investors without an advisor, according to research by the Montréal-based Center for Interuniversity Research and Analysis on Organizations.

[mackenzieinvestments.com](http://mackenzieinvestments.com) has tips for creating a productive relationship with an advisor.

When it comes to working with an advisor, here are more highlights of what Canadian investors told us:

- 96% said a one-on-one meeting is their favourite way of getting investment information from advisors
- 55% of investors prefer to meet face-to-face with their advisors twice a year or more
- 33% said they would like to have contact with their advisor via email monthly or more often
- 52% of investors are interested in interacting with their advisors on social media.

Canadian investors had a straightforward perspective on how to work with an advisor: understand me, let's keep in touch throughout the year and let's meet a couple of times to talk business.

Canadians can contribute to the productivity of an advisor-client relationship. You can do this by participating in ongoing communication, helping set clear expectations and meeting with your advisor face-to-face.

With a new year upon us, consider meeting with your advisor to review your financial plan. Take a fresh look at your portfolio and talk about where you want to go in 2018.

Start the new year by talking to your financial advisor and building that relationship.

Your Advisor is your best source of information about investing and retirement planning. He or she has the training, product knowledge and practical experience necessary to help you build and manage an investment plan and tailor it to your specific needs and risk profile.



## Don't Hit Snooze: An RRSP Reminder

Eat your vegetables, get more sleep and contribute to your RRSP in 2017. There, you've got the reminders.

Each reminder is healthy and each has a payoff, including one financial payoff.

Contributing to your RRSP can save you some tax in 2017 (short-term payoff) and help fund your retirement (long-term payoff). It's a payoff that spans time.

- Three main advantages of contributing to an RRSP:
  1. Contributions are tax deductible
  2. Earnings in an RRSP are sheltered from tax
  3. Taxes on money in RRSPs are deferred until you make withdrawals
- Contribution deadline: March 1, 2018
- Annual contribution limit for 2017 is \$26,010
- If you're in a pension plan, your pension adjustment will reduce your contribution amount
- Your RRSP deduction limit is reported on your Notice of Assessment from Canada Revenue Agency

Reminding you to contribute to your RRSP is not just an "eat your broccoli" message – though you're encouraged to eat more vegetables – it is smart money management.

### CTRL + N: RRSP REMINDER

Put an RRSP reminder in your email calendar and crank up the alert volume. Create a Reminder in your mobile phone. Add a New Event to your phone calendar. Put an RRSP sticky note on your desktop(s). Put a sticky note on top of your desk(s). Update your social media anniversaries so friends and family can encourage you to contribute.

Tie a piece of string around your finger. Then take a photo of the string and tweet it to your financial advisor.

Don't snooze this reminder. It'll pop up again in five minutes.

Take the payoff, make an RRSP contribution for the 2017 tax year. It will make you feel better.

The (old school) clock is ticking. You've been reminded.

Talk to your financial advisor about making the most of your RRSP.

## Important Information

### MUTUAL FUND REPORTS

Mackenzieinvestments.com is your source of comprehensive information regarding your mutual funds with Mackenzie Investments.

#### Fund Financial Statements

These are **not** your account statements that show the value of your account. A fund's Financial Statements give you a summary of the fund's financial position as of a certain date and include statement of net assets, operations and changes in net assets, as well as a complete list of the investments in the fund portfolio.

#### Management Report of Fund Performance

Management Reports of Fund Performance (MRFPs) supplement the Financial Statements. The MRFP includes the portfolio manager's comments on the fund's performance over the period and discusses recent developments, any changes to the risk profile of the fund and important trends that could affect future performance.

#### You can Choose how you Receive this Information

Both Financial Statements and MRFPs are available for the annual (Mar. 31) and semi-annual (Sept. 30) periods. You can also obtain financial statements and MRFPs on our website at [mackenzieinvestments.com](http://mackenzieinvestments.com) or on SEDAR at [sedar.com](http://sedar.com). If you would like to receive paper copies you must opt in to receive them. If you have previously opted in, we have your instructions on file. You can change your preference at any time by calling Mackenzie Investments Client Relations at 1-800-387-0614, or in Toronto at 416-922-3217, or e-mail us at [service@mackenzieinvestments.com](mailto:service@mackenzieinvestments.com).

### MAKE INVESTING EASIER WITH A PAC

Mackenzie Investments can help you become a regular mutual fund investor. Create a Pre-Authorized Chequing plan (PAC) and Mackenzie Investments will automatically transfer a set amount in regular intervals from your bank account and invest it in the Mackenzie fund of your choice. A PAC can help you maintain a disciplined investment approach.

## ABOUT FUND FACTS

When you make an initial purchase of a mutual fund, you receive a document called "Fund Facts," which is a convenient summary of key information about the fund you're investing in.

If you enroll in a PAC, you will not be sent Fund Facts for future purchases through your PAC Plan unless you requested, at the time of your initial investment, to receive them. You may, however, obtain the latest updates, at no cost to you, by:

- Contacting your financial advisor
- Visiting [mackenzieinvestments.com](http://mackenzieinvestments.com) or [sedar.com](http://sedar.com)
- Emailing [service@mackenzieinvestments.com](mailto:service@mackenzieinvestments.com)
- Calling us at 1-800-387-0614
- Sending a request by mail to the address below:  
180 Queen Street West,  
Toronto, Ontario M5V 3K1

## AUTOMATED SWITCHES

### Matured Unit Auto-Conversion Service

As investments you may hold that were purchased on a back-end load option become free of redemption fees, we may switch these securities to the front-end load option of the same series of the same fund to provide greater transparency that these securities are no longer subject to redemption fees. In certain instances matured units will be switched into a different series (Series SC, S6, and S8) of the same fund.

### Preferred Pricing Service

During the period, you may have been switched to a lower fee Private Wealth (PW) series as part of Mackenzie's Preferred Pricing Service if you met certain eligibility criteria, as more fully described in our prospectus. The only difference between the series you previously held and the series you were automatically switched into is that there are lower fees in the Private Wealth series. Please note that, if you cease to meet the eligibility criteria, as more fully set out in the prospectus, you may, upon reasonable notice, be switched back into a series with higher fees.

You will not receive a fund facts document for these automated transactions. You may request a copy of the fund facts at no cost by calling 1-800-387-0614 or by email at [service@mackenzieinvestments.com](mailto:service@mackenzieinvestments.com). You can also view these documents online at [www.mackenzieinvestments.com](http://www.mackenzieinvestments.com) or [www.sedar.com](http://www.sedar.com).

You will not have the right to withdraw from an agreement of purchase and sale in respect of a purchase of Series SC, Series S6, Series S8 or Private Wealth series securities made as a result of these services. You do have the right of action for damages or rescission in the event any fund facts, or document incorporated by reference into a simplified prospectus, for the Series SC, Series S6, Series S8 or Private Wealth series securities contains a misrepresentation, whether or not you request the fund facts.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

The content of this document (including facts, views, opinions, recommendations, descriptions of or references to, products or securities) is not to be used or construed as investment advice, as an offer to sell or the solicitation of an offer to buy, or an endorsement, recommendation or sponsorship of any entity or security cited. Although we endeavour to ensure its accuracy and completeness, we assume no responsibility for any reliance upon it.

This should not be construed to be legal or tax advice, as each client's situation is different. Please consult your own legal and tax advisor.

**Redemption of units or shares.** At any time, you can redeem your mutual fund units or shares at the current net asset value (NAV) per unit/share. You can mail or directly deliver your redemption request (which must be in writing) to your financial advisor or Mackenzie. We may ask that your signature be guaranteed by a bank, trust company or a member of a recognized stock exchange, or be otherwise guaranteed to Mackenzie's satisfaction along with any other documents that Mackenzie may reasonably require. If pre-approval has been obtained, you may phone in a redemption request up to a certain amount. If we do not receive all necessary documents within 10 days, your redemption request will be cancelled. Any loss is payable by you or your dealer. Payment for your units or shares will be made no later than two business days after receipt by Mackenzie of the completed sale documents.

