TRAIN2INVEST

The Power to Prosper

Invest for Yourself BUT not by yourself

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Stock Market Investing – The Untold Story

Exposing MYTHS & Removing FEAR

A FREE E-Book from Train2Invest Inc. (2022/2023)

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LEGAL

ASSET ALLOCATION: An investment strategy that aims to balance risk and reward by apportioning a portfolio's assets according to an individual's goals, risk tolerance and investment horizon. The three main asset classes - equities, fixed-income, and cash and equivalents - have different levels of risk and return, so each will behave differently over time. There is no simple formula that can find the right asset allocation for every individual. However, the consensus among most financial professionals is that asset allocation is an important decision that investors make.

MONEY MANAGEMENT is an important concept that unfortunately is not taught in the current education system. It is important to have a balance /diversification in your asset base – real estate (primary residence); liquid assets (cash) etc.

WARNING

ASSET ALLOCATION & MONEY MANAGEMENT is dependent your families' & your RISK PROFILE and on your BELIEF system *("As a man thinketh in his heart, so he is.")*. This E-Book **does not** deal with these issues.

This E-book is geared to stock market investment & trading education.

It is NOT geared to or engaged in the riskier forms of supposedly 'sophisticated' trading mechanisms such as Day Trading, Short-selling; Margin trading, Options, Futures and Currencies (FOREX).

The book is designed to help individuals - whether novice or inconsistent experienced investors - who want to learn how to invest successfully in the stock market. (i.e., Investing with CONFIDENCE to achieve CONSISTENT results)

NOT INVESTMENT ADVICE

Reference:

1. YouTube: https://www.youtube.com/channel/UCzgBb9SM7lrHgz1rzCfhSBg
2. Facebook: https://www.facebook.com/Train2Invest/
3. Twitter: https://twitter.com/Train2Invest

What's the main reason we do not invest in stocks ?

FEAR !

FEAR associated with stock investing paralyzes most individuals.

Why is this?

It is amazing to see how people are extremely successful in their careers; businesses, etc., become so fearful when it comes to investing in stocks!

There are false assumptions / myths that one has to be a math-genius or have huge amount of capital or that it is "too risky" etc. to invest in stocks ! Naturally, this fear is constantly fed by the financial services industry – so that you will continue to pay their hefty commissions, regardless of their track record.

As a result of this 'fear', many families abdicate the management of their hard-earned savings to the 'experts' who legally rob them i.e., these 'experts' receive their fees regardless of performance. The reason we allow ourselves to be robbed is because of FEAR which creates "I am not smart enough" mindset .

The aim of this course is to SET YOU FREE
i.e., to eliminate that preconceived FEAR. At this point, most would be like that little child who initially was so afraid of riding a bike – the fear of falling paralyzes the child. BUT then, all of a sudden, the ability to ride is a breeze because her 'learning' kicked in!

"Intelligent people discuss ideas,
Average people discuss things, and
Simple people discuss other people."
An old saying☺

Click Here: 2022 Update
https://gem.godaddy.com/p/222b431

An Uneducated Investor

Teras Resources Inc (TRA.VN)
Profile: Teras Resources Inc is a junior mining exploration & development company. The company is involved in the acquisition and exploration of mineral property interests in Montana, Nevada, and Cahuilla in California. The company explores gold, silver, and base metals. Its projects include Cahuilla Gold Project, Golden Jubilee, Corral Canyon, Gold Point, Watseca Mill, and other projects. The Cahuilla Project is located in northwest Imperial County, California. The Watseca Mill Property is located in Rochester Basin, Montana, and includes a mill site and mining claims.

Reading the above company profile, you would think this is a good company because its mining GOLD – something that is valuable. That's the average person's view. On top of those glossy marketing materials coupled with Bob (your cousin) says that investing in gold is 'no-brainer' – it will be worth a fortune in a few years. Everybody wants gold, says Cousin Bob. Much of the world's gold has already been mined. This is a golden opportunity😊

On a tip from a friend (who got his information from his ex- wife's second cousin), Cousin Bob in **January 2012** bought 10,000 shares at $ 0.50 per share i.e., an investment of $ 5,000.00

In February TRA shares were trading at more than $ 1.00 reaching a high of $ 1.16. Cousin Bob was elated – seeing his $ 5,000 investment jumping 100% to $ 10,000.00.

Did he sell and take profit? NO! He doubled down, believing that gold is continuing to reach the 'sky'. (He heard 'experts' on TV touting that Gold & Silver are the best investments blah! Blah!) He bought another 15,000 shares at $ 1.00 per share (**Feb 2012**). Cost: $ 15,000.00

His total investment in TRA.VN was $ 5,000 + $ 15,000 = $ 20,000.00. This was the money he SAVED to use as a deposit to buy a house after he married Louie Jane.

In **March 2012**, the share price hit a high of $ 1.80 per share. Cousin Bob's investment was now valued at 25,000 shares x $ 1.80 = $ 45,000 with a gain of $ 45,000 - $ 20,000 = $ 25,000 or 125% Return On Investment (ROI).

Did he sell and take profit? NO! He doubled down, believing that gold is continuing to reach the 'sky'. He bought another 25,000 shares at $ 1.80 per share. Cost $ 45,000.00 (Taken from his line of credit at 12% per year interest).

Total Investment to date: $ 5,000 + $ 10,000 + $ 45,000 = $ $ 65,000

TRA.VN share price NEVER went above $ 1.80 and it steadily collapsed to $ 0.03 per share (Feb. 18th, 2022)

Cousin Bob's investment is now worth:

Cousin Bob's Investment			
2012			
Month	**Shares**	**Buy Price**	**Total Cost**
January	**10,000**	**$ 0.50**	**$ 5,000.00**
February	**15,000**	**$ 1.00**	**$ 15,000.00**
March	**25,000**	**$ 1.80**	**$ 45,000.00**
	50,000		**$ 65,000.00**
2022			
February	**50,000**	**$ 0.03**	**$ 1,500.00**
		Net Loss	**$ 63,500.00**

Bob's loss is much greater because he has to:

1. He has to continue to pay rent (instead of a mortgage).
2. He has to pay Interest & Principal on the $ 45,000 line of credit.

After 10 years, Cousin Bob is single, without a house (asset) and still paying off his line of credit. By the way, Louie Jane married Rady Cash!

So, Cousin Bob goes around claiming that investing in the stock market is a **SCAM.**

Truth is Cousin Bob did not learn how to invest in stocks but took a tip from a friend's friend!

Teras Resources Inc.

Condended Interim Consolidated Statements of Loss and Comprehensive Loss

(Expressed in Canadian Dollars)

For the three months ended August 31,	2020	2019
Revenues		
Oil and gas royalty income	$ -	$ -
Expenses		
General and administrative (note 12)	178,935	124,106
Interest (notes 6 and 7)	37,500	21,167
Amortization	-	632
Stock-based compensation (note 9(vi) and 12)	89,541	11,013
	305,976	156,918
Net loss before other item	(305,976)	(156,918)
Other income (note 6)	67,188	-
Fair value discount on note payable (note 7)	-	127,000
Net loss for the period	(238,788)	(29,918)
Other comprehensive income		
Unrealized gain (loss) on investment (note 4)	129,185	(27,508)
Unrealized gain (loss) on translation	(118,104)	(24,659)
	11,081	(52,167)
Comprehensive loss	$ (227,707)	$ (82,085)

That's why the shares are worthless!

Let's deal with the **MYTHS** associated with stock investing!

For many individuals, any discussion on the stock market and investing brings fear and doubt.

IMMEDIATE CROWD REACTION TO STOCK MARKET INVESTMENT

Don't let stock market myths stop you from investing. Distinguish fact from fiction – Let's debunk the major myths!

1. GAMBLING – Investing in stocks is form of gambling

Q. Why was the stock market created?
A. It was created to raise CAPITAL for companies to expand.

Example:
Let's say ABC Co was in the oil rig-building business. It has an opportunity to drill in the North Sea.

To do so it needs a specialized oil rig which will cost $ 1.5 billion to build. ABC Co has approx. $ 250 million that it can draw from its bank account. Where will it go for the remaining $ 1.25 billion need? Banks will NOT lend ABC Co the $ 1.25 billion because they will not accept the 'risk'.
Risk? Yes, what if they do not strike oil, how will the repayment of the loan be made?

However, the banks may be interested in debt financing such as bonds assuming that they are comfortable with ABC Co 'risk'. A group of (say) 10 banks may be willing to 'underwrite' up to $ 250 million with each bank being exposed to $25 million of ABC Co risk.

So far, we have accounted for $ 500 Million ($ 250 Million from Cash Account & $ 250 million from Bonds – Bank Debt)

For the remaining requirement of $ 1 billion, ABC Co will likely issue shares – let's say at $10 per share i.e., 100 million shares to the public (via Institutional investors e.g. Merrill Lynch; Goldman Sachs etc.) – raising $ 1 billion from the 'market'.

Summary:

Cash from ABC Co	$ 0.25 billion
Bank Debt (Bonds)	$ 0.25 billion
Equity Market	$ 1.00 billion

Why would the 'public' buy ABC Co shares? The assumption (based on one's own research) is that the North Sea rig will hit a 'gusher' and generate lots of profit for ABC Co. In that case, the $ 10 ABC CO shares will increase in value to – let's say $ 20 per share which will give the investor (who took a risk), a 100% return on his original investment. While this is an unlikely scenario (i.e., a 100% return), the point is that investors get a higher return from stock market investments (either through share price appreciation or dividends or both) than in any other form of wealth building strategies.

2. RISKY – The stock market is very risky.

Everything that we do involves some risk.

Example:

Action	Risk	Mitigator
Marriage	Divorce	Councelling
Driving	Accident	Insurance
Car Buying	Lemon	Warranty
Vacation	Flight Cancelled	Insurance
Investments	Bankruptcy	Diversification

As seen from the above chart, where there is risk, we have an ability to somewhat mitigate that risk.

3. CASH – Cash is king: A much safer option.

INFLATION kills the value of money. The value of your savings will be quickly depleted in the face of inflation. Today, you get 1.5% per year for fixed deposits with inflation running at 7+%. This means the increase in the cost of goods significantly outpaces the savings rate. Without investing your savings in the stock market, the value of your assets would likely decrease each year, making it harder to afford things in retirement.

The Rule Of 72 (Compound Interest)

Formula: The years to Double = 72 / Rate Of Return

- At 3% interest, your money takes 72/6 or 24 years to double.
- If inflation rates go from 2% to 3 % (72/3), your money will lose half its value in 24 years instead of 36. (In the US, it reached 7.5% - value lost in 10 yrs.)

What's the **rate of inflation** in Canada (2022)? 7.0 %
What's the **interest rate** (GIC 12 month Fixed)? 1.5 %

4. EXPERT – You need a PhD in finance to understand investments.

This is the myth propagated by the financial services industry – an industry which is protected by politicians! (Who supports their election campaigns? may this is a clue).

The ability to make you think that you need experts to do it for you implies that you are not too smart! The 'investing' language that they use on you is to create 'DOUBT' about your ability to do it yourself which creates FEAR about your skill set. The FEE income structure is a huge incentive for them to do it for you. So, they come across as 'experts' - That's the reason they have 'certified' financial planners who are really sales people in (camouflaged)"expert" clothing. Recent activities (2002 DOT Com Crash & 2008 Housing Crash) in Wall Street clearly illustrates that there is no such thing as "Smart" money.

FACT: Anyone who has the 'knowledge' and the 'discipline' can invest in the stock market with CONFIDENCE and CONSISTENCY.

5. CAPITAL – You need a lot of money in order to invest.

The failure to understand that every Canadian who has any RRSP/TFSA/RESP is already invested in the stock market usually through Mutual Funds!

You could open an account with $ 50.00

6. MARKET TIMING – You cannot 'beat' the market

Timing the market is not possible, and those individuals that do actually accomplish this feat will not have their "luck" last for long. Don't bother trying to outsmart the stock market, just accept that you aren't going to outsmart the millions of other investors who believe the stock market isn't beatable.

The stock market is able to be beaten in terms of performance!

Investors and traders do it every year, and some do it every year consistently. Most investors simply don't have Knowledge & Discipline to actively manage their portfolios and thus do not have the ability to outperform the stock market over the long term, which is why this myth refuses to die.

7. ZERO-SUM GAME – When someone makes money, someone else losses it

This is the belief that the stock market is a zero-sum game. So, when one investor losses money on a stock, someone else has gained that money.

In essence, it is the belief that money never grows in the stock market but is simply transferred from the ignorant to the savvy investor.

The stock market is ***not*** a zero-sum game. What allows the stock market to go against this belief is that over the long term, investors can all profit as long as the stock market is constantly going higher. If you invest for the long term, you will be profitable as will all other investors since prices are continuously going higher over the long term. Why? Imagine the wealth being generated in the Global economy e.g., S. Korea, China, India, Vietnam etc.?

8. DAY TRADING – You have to be on your computer 24/7

Day Trading is a form of gambling as day traders tend to trade for 8 hours trying to catch penny movements. Real investors place their BUY orders and allow the market to trend prior executing a SELL or a STOP. Today, trades are done on smart phones (with Alerts)!

NOW THAT WE KNOW THAT MANY OF THE MYTHS ARE FALSE, LET'S LOOK AT THE TOPIC OF WEALTH MANAGEMENT.

Wealth Management is a topic that many of us get frustrated with.

Why? Because very often we have tried to build wealth but have failed miserably!

What are the reasons that has caused so much grief…?

WHAT IS WEALTH MANAGEMENT?

Unfortunately, most individuals/families have no idea of what 'wealth management' is all about.

When you google 'what is wealth management' you get some 'cocker manee' nonsense like:

> **What is'wealth management'?**
>
> **What is 'Wealth Management'. Wealth management is** a high-level professional service that combines financial and investment advice, accounting and tax services, retirement planning, and legal or estate planning for one set fee.
>
> Wealth Management Definition - investopedia.com
> www.investopedia.com/terms/w/wealthmanagement.asp

Their definition suggests that you ought to seek the help of 'experts (high-level professionals)' to 'advice' you on how to mange your savings for a FEE!

WEALTH ISN'T ABOUT MONEY ALONE.

It's about people, relationships, values, doing well by doing good and certainly about family. Wealth is a **GIFT** – that needs to be safeguarded, nurtured, and shared productively for the benefit of family and others. Each family and each individual has its own values and unique circumstances relating to wealth management.

Families that have built substantial wealth realised that there are 3 forms of Capital: Financial; Human & Intellectual. (We will examine & explain these in the course modules)

The purpose of wealth management is to build wealth so that the next generation would not live from pay-cheque to pay-cheque!

QUESTION: WHO TAUGHT YOU ABOUT WEALTH MANAGEMENT?

The overall general response is '**no one** really but…….'

90% of wealth management attempts by families are through the "TRIAL & ERROR" method!

Where did will learn how to be wealthy?

- From school?
- From friends?
- From parents?
- From books or seminars?
- From university or college?

ANSWER:

Usually through OSMOSIS – from a combination of the above!

There is a FALSE assumption that if you studied accounting, finance etc. – even an MBA – you would have learnt HOW TO BECOME WEALTHY?

WRONG – you would have been taught ***about*** wealth management and how to get a job and work for someone else – and in due course you MAY become wealthy!

Most people learnt about money and/or wealth management from their families (tradition).

Problem is that spouses come from different households (i.e., different views of money management/wealth building concepts) even if they came from the **same** cultural backgrounds and in the same city!.

Example:

HUSBAND	**WIFE**
☐ Entrepreneurial background	☐ Civil Servant/pension background
☐ Risk level – high risk taker e.g., options	☐ Risk level – low risk taker e.g., GIC
☐ Vacations – means travelling to Hawaii	☐ Vacations – means visiting relatives
☐ Camping –means a 5 star hotel	☐ Camping – means staying in a tent

As you can see from the above, they have VERY DIFFERENT RISK PROFILES but yet they were attracted enough to have gotten married.

(Opposites attract, eh? – Yes, that's before marriage BUT after marriage they ATTACK!)

SAMPLE SCENARIO

Usually, the one with a higher RISK TOLERANCE (either husband or wife) would have attempted to accumulate wealth through a number of methods. Before we look at the potential options for wealth generation, let's review the picture below:

WHICH APPLE WILL YOU PICK?

The cautious spouse will pick the SMALLER one; the risk-taker will go for that BIG one.

BUT there may be some gunslingers who say, 'Back up the truck, we will take the TREE!'

Yet, neither decision is wrong.

It depends on a person's RISK TOLERANCE – a concept that most families don't understand. A person is WIRED (actually created) that way and there is nothing we can do to change them!

Any attempt to FORCE A 'BEHAVIOR' CHANGE (usually through manipulation, sarcasm, public humiliation, mind-games etc.) will result in frustration, bitterness, anger, distrust ………. …………… ultimately in DIVORCE!

WHY?

Because **MONEY** is usually the ultimate '**SECURITY BLANKET**' that most individuals hold onto. In fact, it becomes their 'god' as they increase in age! (Have you heard how people plan for their OLD AGE? Planning is good; being OBSESSED is not.)

THAT'S THE REASON….

Many people who are extremely successful in their BUSINESS, in the JOBS, in their PROFESSIONS etc. but when it comes to wealth management (in particular, the stock market), a GREAT SENSE OF FEAR overtakes them!

Two reasons:

1. Spouses have NO CONFIDENCE in their spouse's money management skills
2. The 'OBJECTING' spouse has NO CLUE what to do either.

So…. they turn over their hard-earned savings (RRSP/TFSA etc.,) to outside 'experts'.

How did they pick these EXPERTS? In other words, what skill set does the husband & wife possess to determine that these are EXPERTS?

Decision is usually based on a slick presentation, a 'big' corporation image & 'gut-feeling' i.e., blown away by the 'FACTS & FIGURES' presented to them (or it could be that the EXPERT is the 'MOTHER-IN-LAW'☺).

The gist of the presentation would be like this:

- By the time you reach 65 years (used to be Freedom 55 in the old days), you will have enough money to live like Bill Gates
- You will achieve that WITHOUT much risk – DIVERSIFICATION is the answer!

Example: Earned $ 440 income after 10 years of savings

Ref: https://www.winnipegfreepress.com/business/finance/investors-bitterness-rose-when-his-portfolio-didnt-46566832.html

BUSINESS

Investor's bitterness rose when his portfolio didn't

Earned only $440 after a decade of contributions

By: Paul Delean
31/05/2009 1:00 AM

MONTREAL -- Any idea what the rate of return has been on your investments over the years?
It may come as a shock, and not in a good way. Many investment companies still don't post rates of return on their regular statements, and the monthly and quarterly totals can be misleading if you make regular contributions or withdrawals.
For Montrealer Bruce Harris (not his real name), the painful truth became obvious only after he sat down and tallied up what he had contributed to his RRSP, and compared it with current worth. Over a 10-year period, he contributed $53,241, most of it in monthly installments ranging from $100 to $240. The total value after a decade was $53,681.

He had earned all of $440 for 10 years of saving, while the mutual-fund companies whose products he purchased collected thousands of dollars in management and redemption fees.

"I was really upset for a very long time," Harris said. "I get the impression sometimes they don't want you to know (how you're doing). You see it going up and you don't take into account the money you're putting in. I could have done as well just leaving it in a bank account."

So, what the most **common methods** that are tried in building wealth?

1. MUTUAL FUNDS – Due to the failure of spouses understanding their RISK TOLERANCES, the easiest way is to find a Financial Planner to take the responsibility of managing the family's inheritance (with the ability to 'blame someone else' if it turns out bad). There is NO regard to RETURN versus COST. (see later)
2. MULTI-LEVEL MARKETING – jumping on the band wagon LONG after the wagon is gone. Building 'legs'. Trying to sell the product (usually SOAP) to friends and family is not a winner.
3. NET-WORK MARKETING – a variation on the above. Again, selling 'Vacuums' may not bring you friends, let alone wealth. Mostly, consumed by immediate family members .
4. REAL ESTATE – Excellent investment strategy in an uptrend economy. Usually extremely successful in the initial stages of a 'bull' market especially when buying ONE house and then making a 'killing' on it. Suddenly, GREED sets in - in an attempt to become 'Mr. TRUMP' in 7 days or less; a number of units are purchased with MINIMUM down payments, so that it can be 'FLIPPED' quickly for a "SUBSTANTIAL" profit. Unfortunately, you & 50,000 other people came to the SAME conclusion at the end of the 'HOT' market! Massive losses or foreclosures or manager of tenants is the end result.
5. FRANCHISES – extremely costly enterprise. Royalties can potentially destroy the franchise-owner. It is nothing MORE than BUYING a 20 hour a day full-time job!
6. FOREX (Foreign Currency Trading) – extremely speculative. Competing with global foreign exchange money managers in a 24/7 market. Your simple software cannot compete. PERIOD.
7. COMMODITIES – similar to FOREX. Challenges: Forecasting future global demand for specific commodities; unpredictability of weather patterns; geo-political challenges etc.
8. OTHERS: Black Box Computer Programs that trade penny stocks; Options; Day Trading Software; Futures etc. – nothing more than gambling based on some "PROPRIETARY" system.

What about Stock Trading?

The typical stock trader in the market today is totally at the mercy of forces beyond their control. They are subjected to biased advice, computer-based software gimmicks, hundreds of investing web sites, thousands of books, an unending barrage of media-based financial 'sound-bites' and a host of other 'expert' opinions that make stock market investing a pure GAMBLING exercise.

To be a SUCCESSFUL investor - (*successful investor is defined as one that is consistently recording positive returns*) - you need:

- KNOWLEDGE & EDUCATION (which we provide) and
- DISCIPLINE & MOTIVATION (which you provide).

You cannot invest with CONFIDENCE & CONSISTENCY in the stock market by:

- Reading books (including Mr. Buffet's methodology)
- Listening to sound bites from 'experts' on TV and/or radio.
- Buying into 'magic' software packages that recommend 'picks.'
- Attending 3-7 'full-day' seminars held in various cities.
- Watching some technical analysis 'guru' trade on his computer.
- Reading specialists (read BIASED) Newsletters.
- Buying the latest NEW trend (e.g., IPO or some exotic new stock).
- Going on an 'Investment Cruise' with 'experts.'

Only KNOWLEDGE & EDUCATION with the aid of a tool (usually charting software) can help you achieve the CONFIDENCE & CONSISTENCY required to be successful in stock market investing.

Suggested Charting Tool: Bar Chart (www.barchart.com)

The SECRET OF SUCCESSFUL investing begins with CONFIDENCE in the methodology that you are pursuing and the DISCIPLINE to 'CONSISTENTLY apply the RULES established.

- Rules that you CANNOT or WOULD NOT follow will not help.
- Rules must be followed & be applied CONSISTENTLY (regardless of the situation).

What prevents the average person from taking advantage of the stock market?

1. Fear - Of starting anything NEW (i.e., of attempting things that society has generally deemed impossible.)

2. Greed - Instant gratification (i.e., having a 'get-rich-quick' mind-set).

3. The rapid PACE of change - NOT understanding the technological advances that takes place EVERY few years!

Most people understand what FEAR & GREED are but are ignorant about 'the **RAPID PACE of Change**' taking place in the world!

Billions of people can now afford technology. It took more than a century to populate the planet with 1 billion telephones. The second billion took only five years. By the end of this decade 5 billion people will own - not just phones, - but phones with Web browsers. That means 5 billion people will shortly have a ticket into the global economy.

Cell Phones by Country

In general, the number of cell phone users per country is relatively proportional to that country's population compared to other countries. Some people have multiple cell phone lines for various reasons, including one for personal use and one for business use. The following countries have the highest number of cell phones users:

1. China (1.6 billion)
2. India (1.28 billion)
3. Indonesia (386 million)
4. United States (327 million)
5. Brazil (284 million)
6. Russia (256 million)
7. Nigeria (167 million)
8. Bangladesh (166 million)
9. Pakistan (165 million)
10. Japan (147 million)

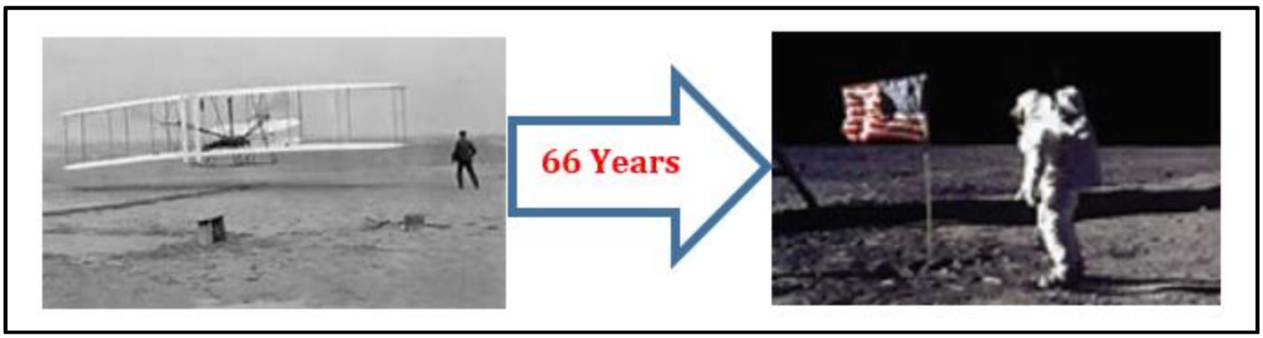
Internet search and transparency. A decade ago, if I wanted to do competitive research on the operating models and economics of any industry and business, I might have gone to McKinsey & Co. or Goldman Sachs**.** (The research would have cost tens of thousands of dollars). Today Grade 12 students in front of computers with access to ***Google*** can get the research faster and for free. Now billions can imagine opportunity from trading on the stock market!

The pace of change is accelerating. Rewards are going to those companies that are exceedingly fast, clever, and capital efficient. There is no mystery here, no conspiracy, no abstract villain.

Globalization is **not** the problem. Change--that's our challenge.

Change?

Year	**1903**	The Wright brothers made the first flight
Year	**1966**	Man landed on the moon
Difference	**66 Years**	One Generation - from flight to moon



WHY IS THIS?

By the time the average adult begins his career, he has completed almost 16 years of education in numerous disciplines. However, his knowledge of money management and wealth creation is extremely limited for many reasons – for example, the educational system is geared to train one to get a job – regardless of the college or university degree, the aim of that degree is to train you in a profession which ultimately leads to 'landing' a job! Preferably one with a pension!

Result – living from pay-check to pay-check is the norm for the majority of citizens in the world. However, the wealthy have been trained to:

a. Firstly, to excel in educational pursuits (i.e., to have a disciplined mind)
b. Secondly, to treat living life as a 'business' (i.e., ensuring a solid work ethic).
c. Finally, to learn the principles of becoming wealthy (i.e., to make their savings/investments work for them).

What are you going to change?

Albert Einstein's definition of Insanity:

"……doing the same thing over and over again and expecting different results."

*"Based on in-depth interviews with numerous MILLIONAIRES, the study found the following factors vital in their (*wealthy individuals/families*) financial success:*

- *INTEGRITY – honesty in all relationships*
- *DISCIPLINE – self-control in every area of life*
- *SOCIAL SKILLS – friendly relations with people*
- *HARD WORK – a willingness to work harder than most people*
- ***SPOUSE – a supportive spouse "***

Thomas J. Stanley: The Millionaire Mind

A SUPPORTIVE SPOUSE?

Usually, the following scenarios are played out in MILLIONS of households across the nation (if not around the world):

1. INDIFFERENCE – 'I really don't care what you do (i.e., DON'T ASK, DON'T TELL) – just show me the money, honey!' OR
2. DISTRUST – 'I am tired of your many 'hare-brained' schemes that have not worked. I will NOT let you make anymore 'independent' decisions (i.e., I WILL have the final say!). OR
3. INDEPENDENCE – You keep your money & I will keep mine (i.e. WE ARE NOT A FAMILY - We just exist for …….whatever the excuse they have conjured up to really fooling themselves, their children, the neighbors, their relatives…. etc.).

END RESULT?

In all these cases, the solution would seem to be to seek OUTSIDE 'experts' to 'advice' them on how they should manage their savings/investments.

RISK TOLERANCE

Unless the family is on the SAME page, there will be dissention in the camp. Ultimately, the CHILDREN will be totally confused & the NEXT GENERATION will live from pay-check-to-pay-check!

Tell me and I will forget
Show me and I will remember
Involve me and I will learn
(Anonymous)

Over the last few decades, the average person's interest in the stock market has grown exponentially. What was once a toy of the rich has now turned into the vehicle of choice for growing individual wealth. This demand coupled with advances in trading technology has opened up the markets so that nowadays nearly anybody can own stocks.

Despite their popularity, however, most people don't fully understand stocks. Much is learned from conversations around the water cooler with others who also don't know what they're talking about. Chances are you've already heard people say things like, "COUSIN BOB made a killing in XYZ

Company, and now he's got another hot tip..." or "Watch out with stocks--you can lose your shirt in a matter of days!"

So much of this misinformation is based on a get-rich-quick mentality, which was especially prevalent during the amazing dotcom market in the late 1990's. People thought that stocks were the magic answer to instant wealth with **no risk**. The ensuing dotcom crash proved that this is not the case. Stocks can (and do) create massive amounts of wealth, **but they aren't without risks**. **The only solution to this is education**. The key to protecting yourself in the stock market is to understand where you are investing your money.

Risk

It must be emphasized that there are no guarantees when it comes to individual stocks. Some companies pay out dividends, but many others do not. And there is no obligation to pay out dividends even for those firms that have traditionally given them. Without dividends, an investor can make money on a stock only through its appreciation in the open market. On the downside, any stock may go bankrupt, in which case your investment is worth nothing.

Although risk might sound all negative, there is also a bright side. Taking on greater risk demands a greater return on your investment. This is the reason why stocks have historically outperformed other investments such as bonds or savings accounts. Over the long term, an investment in stocks has historically had an average return of around 10-12%.

STOCK MARKET INVESTING IS NOT FOR AMATEURS!

You need a comprehensive approach to managing wealth productivity where synergies come from careful planning and leveraging existing investment reserves in purposeful ways for the next generation(s).

Key Components:

- Defining family values
- Establishing investment goals
- Time horizon planning
- Asset/Liability/Cash Flow Management

Points to Note:

- FUTURE wealth management decisions and strategies must be based on CORE family & individual VALUES

- FIRST course of action – restructure your investments to meet YOURS and YOUR FAMILY GOALS – **NOT** someone else's idea of what those goals should be!

WHAT IS SELF-DIRECTED INVESTING?

It is the buying and selling of shares directly from the stock exchanges through an on-line broker.

Self-directed investors are willing to make choices on their own, but also know how to use resources to make those choices.

HOW DO YOU BECOME A SELF-DIRECTED INVESTOR?

Normal questions/challenges/excuses that come up with novice (first time) investors include:

1. Where do I start?
2. I only have Grade 12 education.
3. It was ions ago since I studied anything.
4. I am not computer savvy.
5. I wasn't good at math in school.
6. I don't have the time.
7. Etc. etc.

And so, the lists go on and on! But in reality, individuals are fearful when change is required and pay a price for COMPLACENCY.

"Knowledge will forever govern ignorance…" James Madison.

I don't have the time to learn2invest

The typical mind-set of the average person: People who really are not interested in whether they leave an inheritance to their children or NOT!

A major **difference** exists between

- **the poor and the powerful**, &
- **the pauper and the prosperous.**

TIME MANAGEMENT!

SOWING THE 'SEED OF TIME':

TIME consciousness is the greatest difference between the poor and the prosperous.

Time is the CURRENCY of earth – think about it: it is the greatest and most significant gift you have received on earth.

- You have TRADED time for everything **that you have**.
- You have been unwilling to trade time for everything **that you do not have.**

A major difference exists between the poor and the powerful, the pauper and the prosperous.

The difference is the MANAGEMENT OF TIME!

1. An impoverished person is **never** conscious of time.
2. A prosperous person is **always** conscious of time.

   An INDIFFERENT attitude towards time is a PREDICTION of a person's life! The mystery of excellence is always locked in the seed called "TIME"!

The poor often get hurried. Some want to get rich quickly – OVERNIGHT! Many will stand in line for hours waiting to buy a lottery ticket, but FEW will sit in the classroom for two hours each week to receive WISDOM and UNDERSTANDING that they need! Some spend MORE money on lottery tickets than they INVEST in books each month. These lack WISDOM for they do not know the miracle seed called "TIME".

Where do you spend most of your time each week? The ANSWER to this question reveals what you LOVE most!

- Uncommon friendships require uncommon time
- Uncommon marriages require uncommon time
- Uncommon businesses require uncommon time
- Uncommon investment results require uncommon time.

Some important questions to consider:

- How much time are you willing to invest in order to build a great dream for your future?
- How much time are you willing to invest to do the research about your dream?
- How much time are you willing to invest in planning each day of your life to fulfill that dream?
- How much time are you willing to spend to develop an understanding of those around you?

(NB: More time is required to build a skyscraper than a log cabin)

TIME IS THE SECRET OF THE WEALTHY

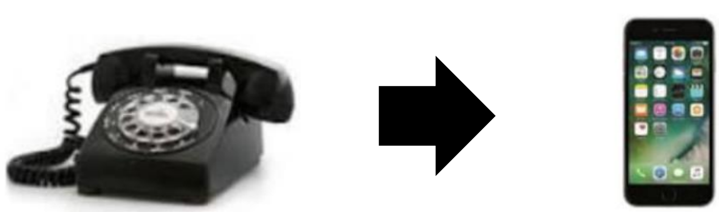
They think **GENERATIONALLY**, leaving a legacy for their children's children – an ability to think beyond the present.

"A good man leaves an inheritance to his children's children...."
Proverbs 13:22

TIMES HAVE CHANGED!

GLOBAL CHANGES	
YESTERDAY	**TODAY**
Book Keeping	Quick Books Software
Personal Tax	Ufile Tax Software
Real Estate - Realtors	For Sale By Owner (FSBO)
Bank Teller	Mobile Banking
Take Out Food	Uber Eats/ Door Dash
Taxi	Uber Drive
International Calls	WhatsApp
Letters	Email
Email	Testing
Conference Calls	Skype/ZOOM
Social Gathering	Facebook
Research	GOOGLE
Photo Album	Facebook/Instagram
Movies	Netflix
Landline/Pagers/Beepers	Cell Phones
Cameras/Video	Cell Phones
Board Games	PC/XBOX/Cell Phones
Music - CD/Cassette	Cell Phones/PC
Maps - Driving	GPS technology
Travel Agency	Expedia

Recognise the above changes?



What's holding you back?

It's not what you are, that holds you back.......

……………it's what you think you're not!

Some very famous people:

Thomas Edison, Cher, Walt Disney, Richard Branson,
Jay Leno, Whoopi Goldberg, Ted Turner and Sir Winston Churchill.

What do they all have in common?

Can you guess?

.... they were all dyslexic!

The role that made each of them famous also required a lot of reading. **Do you know how hard it is for a dyslexic person to read?**

But not a single one of those great people above let dyslexia keep them from being all they were created to be.

"It's not what you are that holds you back; it's what you think you're not."
Dennis Waitley

It's a MIND-SET that prevents individuals from moving ahead.

WHAT IS IT THAT YOU NEED TO KNOW
- THAT WOULD TRANSFORM YOUR FINANCIAL POSITION?

Let's first look at what you have achieved in terms of letting your money 'work' for you….

If you had invested in GIC investments, you probably achieved a return of anywhere between 2 – 4% in the last little while.

If you invested in mutual funds, you would have achieved about 5% in the last few years (excluding any LOSSES that you were given).

Using the rule of 72, your GIC's would take approx. 20 to 30 years to double in value and mutual funds would have taken you about 10 to 15 years. (Note, if you lost money in your mutual funds, it may take you 30 to 40 years!).

ASSUMPTION: If you were to achieve 30% per year, your capital will DOUBLE within 5 years.

Before you say 30% is IMPOSSIBLE – ask yourself WHY IS IT IMPOSSIBLE?

- Did man fly?
- Did man reach the moon?
- Did man invent television? Cell Phones? Internet? DVD's?

CHALLENGE THE ASSUMPTION – Write down your thoughts/arguments:

____
____
____
____
____

THERE ARE **NAY SAYERS** IN EVERY GENERATION

- *"640K ought to be enough for anybody." - Bill Gates, 1981*
- *"Everything that can be invented has been invented." Charles H. Duell, Office of Patents, 1899*
- *"We don't like their sound. Groups of guitars are on the way out." Decca executive, 1962, after turning down the Beatles*
- *"We don't need you. You haven't got through college yet." Hewlett Packard's excuse to Steve Jobs, who founded Apple Computers instead.*

Let's look at a SINGLE company that we all can agree would not go BANKUPT!

ROYAL BANK OF CANADA (RY)

If RY goes bankrupt, the Canadian Dollar will be worthless! Why? Because the world will have NO CONFIDENCE in Canada as it let its largest bank collapse – the implication is: What else is going to collapse?

Royal Bank:

Royal Bank of Canada is one of the largest banks in Canada. It is a diversified financial services company, offering personal and commercial banking, wealth-management services, insurance, corporate banking, and capital markets services. The bank is concentrated in Canada, with additional operations in the U.S. and other countries. Mkt Cap: $ 163.98 Billion

20 YRS (Feb 2022)

Assumption: Every February, 500 shares of RY was purchased at the Average Price (see below), the investment in Royal Bank would have grown to :

Share Appreciation	$ 848,263
Dividend Income	$ 25,122
Total	$ 873,386 (ROI 126%)

DATE (February)	Open	High	Low	Close	Average	Shares	Cost	YEAR	Annual Dividends	Total Dividends
02/02/2022	$ 146.85	$ 147.55	$ 146.30	$ 146.76	$ 146.87	500	$ 73,432.50	**2022**	**$ 1.20**	$ 600.00
02/02/2021	$ 105.18	$ 106.11	$ 105.03	$ 105.66	$ 105.50	500	$ 52,747.50	**2021**	**$ 4.32**	$ 2,160.00
02/03/2020	$ 104.80	$ 105.30	$ 104.74	$ 104.76	$ 104.90	500	$ 52,450.00	**2020**	**$ 4.29**	$ 2,145.00
02/04/2019	$ 100.67	$ 100.85	$ 100.24	$ 100.54	$ 100.58	500	$ 50,287.50	**2019**	**$ 4.07**	$ 2,035.00
02/02/2018	$ 104.24	$ 104.97	$ 103.50	$ 103.55	$ 104.07	500	$ 52,032.50	**2018**	**$ 3.77**	$ 1,885.00
02/02/2017	$ 93.55	$ 93.90	$ 93.25	$ 93.76	$ 93.62	500	$ 46,807.50	**2017**	**$ 3.48**	$ 1,740.00
02/02/2016	$ 70.14	$ 70.37	$ 69.45	$ 70.08	$ 70.01	500	$ 35,005.00	**2016**	**$ 3.24**	$ 1,620.00
02/02/2015	$ 72.52	$ 73.28	$ 72.16	$ 72.91	$ 72.72	500	$ 36,358.75	**2015**	**$ 3.08**	$ 1,540.00
02/03/2014	$ 68.81	$ 68.88	$ 67.65	$ 68.50	$ 68.46	500	$ 34,230.00	**2014**	**$ 2.84**	$ 1,420.00
02/01/2013	$ 62.50	$ 62.72	$ 62.28	$ 62.54	$ 62.51	500	$ 31,255.00	**2013**	**$ 2.53**	$ 1,265.00
02/02/2012	$ 53.03	$ 53.23	$ 52.45	$ 52.93	$ 52.91	500	$ 26,455.00	**2012**	**$ 2.28**	$ 1,140.00
02/02/2011	$ 54.33	$ 54.34	$ 53.96	$ 53.98	$ 54.15	500	$ 27,076.25	**2011**	**$ 2.08**	$ 1,040.00
02/02/2010	$ 52.85	$ 53.98	$ 52.73	$ 53.80	$ 53.34	500	$ 26,670.00	**2010**	**$ 2.00**	$ 1,000.00
02/02/2009	$ 30.00	$ 30.37	$ 29.20	$ 30.24	$ 29.95	500	$ 14,976.25	**2009**	**$ 2.00**	$ 1,000.00
02/04/2008	$ 51.47	$ 51.76	$ 50.53	$ 50.70	$ 51.12	500	$ 25,557.50	**2008**	**$ 2.00**	$ 1,000.00
02/02/2007	$ 54.51	$ 54.51	$ 54.30	$ 54.40	$ 54.43	500	$ 27,215.00	**2007**	**$ 1.82**	$ 910.00
02/02/2006	$ 44.58	$ 44.90	$ 44.42	$ 44.70	$ 44.65	500	$ 22,325.00	**2006**	**$ 1.44**	$ 720.00
02/02/2005	$ 31.52	$ 31.77	$ 31.50	$ 31.73	$ 31.63	500	$ 15,815.00	**2005**	**$ 1.18**	$ 587.50
02/02/2004	$ 31.60	$ 31.88	$ 31.48	$ 31.75	$ 31.68	500	$ 15,838.75	**2004**	**$ 1.01**	$ 505.00
02/03/2003	$ 27.77	$ 27.85	$ 27.42	$ 27.61	$ 27.66	500	$ 13,831.25	**2003**	**$ 0.86**	$ 430.00
02/04/2002	$ 25.05	$ 25.05	$ 24.35	$ 24.35	$ 24.70	500	$ 12,350.00	**2002**	**$ 0.76**	$ 380.00
						10,500	**$ 692,716.25**		**Total**	**$ 25,122.50**
				10,500 shares sold @ $ 146.76			**$ 1,540,980.00**			
				LESS: 10,500 shares bought at cost			**-$ 692,716.25**			
				Share Appreciation (net)			**$ 848,263.75**			
				Add Dividend Income			**$ 25,122.50**			
					GAIN		**$ 873,386.25**	**126%**		

REF:

https://nifty-tips100.blogspot.com/p/truth-behind-mutual-fund-returns.html

APPENDIX:

MUTUAL FUNDS

A. Fact: The first mutual fund was created by Harvard University in 1924! Nothing has changed since then (with the exception of some 'bells & whistles') – mantra: BUY & HOLD!

The idea of pooling resources and spreading risk using closed-end investments soon took root in Great Britain and France, making its way to the United States in the 1890s. The Boston Personal Property Trust, formed in 1893, was the first closed-end fund in the U.S. The creation of the Alexander Fund in Philadelphia, Pennsylvania, in 1907 was an important step in the evolution toward what we know as the modern mutual fund. The Alexander Fund featured semi-annual issues and allowed investors to make withdrawals on demand.

The Arrival of the Modern Fund

The creation of the Massachusetts Investors' Trust in Boston, Massachusetts, heralded the arrival of the modern mutual fund in 1924. The fund went public in 1928, eventually spawning the mutual fund firm known today as MFS Investment Management. State Street Investors' Trust was the custodian of the Massachusetts Investors' Trust. Later, State Street Investors started its own fund in 1924 with Richard Paine, Richard Saltonstall and Paul Cabot at the helm. Saltonstall was also affiliated with Scudder, Stevens and Clark, an outfit that would launch the first no-load fund in 1928. A momentous year in the history of the mutual fund, 1928 also saw the launch of the Wellington Fund, which was the first mutual fund to include stocks and bonds, as opposed to direct merchant bank style of investments in business and trade.

Why would you use a 1920's idea in 2022?
Do you still use a quilt pen? A type-writer? An out-house?

INDUSTRIAL AGE IDEAS DO NOT WORK IN THE DIGITAL AGE

B. Fact: **Survivorship Bias and Creation Bias**: *"The Journal of Finance (Mar '97) reports a comprehensive study by Mark Carhart on mutual funds over the period from 1962 to 1993. He states, "by 1993 fully one-third of all mutual funds had disappeared." Furthermore, in 1997 the Wall Street Journal reported that during 1982-1992 mutual funds reported average returns of 18.1%, but after calculating in survivorship bias, the report found that this return was whittled down to 16.3%, lower than the 17.5% return on the S&P 500 during the same period. In other words, when we take survivorship bias into account, the average mutual fund under performs the market."* INVESTOPEDIA.COM

The Truth Behind Mutual Fund Returns

Investopedia.com

(FYI – This article has been since removed – no details were provided)

You might not have noticed it, but you've probably never seen an advertisement for **a mutual fund that reports a failing return.**

It's an impossibility that every fund could perform so well all the time. **But what happens to those inevitable lemons if the mutual fund industry denies any are falling?**

This is where survivorship bias steps in.

Welcome to the Biased World of Survivorship

A mutual fund company puts survivorship bias into action when distorting the true performance of its mutual funds, making the funds look more attractive than they really are. This bias is created when poor performing funds are liquidated or merged into better performing funds. As a result, these substandard performers, and their corresponding substandard metrics, simply disappear.

When these so-called "losers" are purged from their respective categories, their statistical records are no longer included in the category performance data. This makes the category averages creep higher than they would have if the losers were still in the mix.

Example: The Survivorship Effect

Let's say that there are three funds (A, B and C) in a given category.

- Fund A has a five-year annualized total return of 12%.
- Funds B and C have five-year annualized total returns of 8% and 4%, respectively.

The average annual total return for the fund category would be 8%. But, if the loser, Fund C, were to be liquidated or merged into either Funds A or B, it would disappear from the data radar screen.

The five-year average annual total return for the fund category would become a more impressive 10%.

The March 1997 *Journal of Finance* reported a comprehensive study by Mark Carhart on mutual funds over the period from 1962 to 1993. He states that "by 1993 fully one-third of all mutual funds had disappeared."

Furthermore, in 1997 *The Wall Street Journal* reported that between 1982 and 1992, mutual funds reported average returns of 18.1%, but after calculating in survivorship bias, the report found that this return was whittled down to 16.3%, lower than the 17.5% return on the S&P 500 during the same period. In other words, when we take survivorship bias into account, the average mutual fund underperforms the market.

Hedge funds also fall into perils of survivorship bias. Many research and database firms, however, didn't start collecting data on retired hedge funds until 1994, so research on this area has yet to come to a definite conclusion. Just be careful when looking at any hedge fund returns reported before 1994 because there is a good chance survivorship bias skews the numbers significantly.

A "Get out of Jail Free" Card

Fund companies argue they shouldn't have to include dead funds in return calculations because the funds are transferred to different managers. But think of it this way: When a person buys a new car he or she doesn't get to erase all accidents and speeding tickets, so why is it - that mutual fund companies virtually get to erase their past mistakes?

The CFA Institute (formerly the Association for Investment Management and Research (AIMR)) has attempted to place restrictions on how past performance is reported. However, this disclosure isn't a requirement for mutual fund companies. ***They follow the restrictions only if they choose.***

Even companies that do comply usually only need to publish their true performance in the fine print on the prospectus or other promotional material that most investors don't read. The Financial Industry Regulatory Authority (FINRA) and Securities and Exchange Commission (SEC) have also made decisions on how funds report their returns, but there is still a gray area that can be (and often is) exploited by many companies.

Don't Forget Creation Bias

Creation bias is a form of survivorship bias.

A fund company will implement the creation bias to launch a fund. Creation bias works by giving a handful of investment managers a small amount of money to incubate their own funds. After a couple years, the fund company chooses the manager who has performed the best. The successful funds are then made available to the public and marketed aggressively, **while the losing funds get silently discontinued and "disappear".** Many investment professionals believe that creation bias is becoming a bigger problem than survivorship bias, particularly because it is much more difficult to detect.

John Bogle, founder and former chairman of the Vanguard Group often cited the survivor bias phenomenon as one of the reasons for favoring index funds, which don't play the survivorship game. Bogle is quoted as saying that *"what we are really looking at here are "juiced" managed fund performance numbers, which create a misleading picture that actively managed funds are competitive with indexing."*

Conclusion

Survivorship bias is a kind of grade inflation for mutual funds that occurs when the funds with the worst performance are made to disappear from the database while strong performers survive another day. The result of this mutual fund Darwinism results in skewed performance numbers that make the remaining active managers look better as performers vanish before they can drag down the overall performance numbers of the category index.

The issues of survivorship and creation bias demonstrate the importance of being skeptical of mutual fund performance claims, particularly when the claims are coming from the company itself. The key, as in so many cases in investing, is to do your research.

To find out the performance of the Fund that you have invested in (and what they charged you for that performance), please check out www.globefund.com

Expense Ratio - also known as "management expense ratio" (MER).

What Does *Expense Ratio* Mean?
A measure of what it costs an investment company to operate a mutual fund. An expense ratio is determined through an annual calculation, where a fund's operating expenses are divided by the average dollar value of its assets under management. Operating expenses are taken out of a fund's assets and lower the return to a fund's investors.

Depending on the type of fund, operating expenses vary widely. The largest component of operating expenses is the fee paid to a fund's investment manager/advisor. Other costs include recordkeeping, custodial services, taxes, legal expenses, and accounting and auditing fees. Some funds have a marketing cost referred to as a **12b-1 fee**, which would also be included in operating expenses. A fund's trading activity, the buying and selling of portfolio securities, is not included in the calculation of the expense ratio. Costs associated with mutual funds but not included in operating expenses are loads and redemption fees, which, if they apply, are paid directly by fund investors

Don't Be Fooled By Mutual Fund Ads
Perhaps you've noticed all those mutual fund ads that quote their amazingly high one-year rates of return. Your first thought is "wow, that mutual fund did great!" Well, yes it did great last year, but then you look at the three-year performance, which is lower, and the five years, which is yet even lower.

What's the underlying story here?

Let's look at a real example. These figures came from a local paper:

1 year	3 year	5 year
53%	20%	11%

Last year, the fund had excellent performance at 53%. But in the past three years the average annual return was 20%. What did it do in years 1 and 2 to bring the average return down to 20%? Some simple math shows us that the fund made an average return of 3.5% over those first two years: 20% = (53% + 3.5% + 3.5%)/3. Because that is only an average, it is very possible that the fund lost money in one of those years.

It gets worse when we look at the five-year performance. We know that in the last year the fund returned 53% and in years 2 and 3 we are guessing it returned around 3.5%. So, what happened in years 4 and 5 to bring the average return down to 11%? Again, by doing some simple calculations we find that the fund must have lost money, an average of **-2.5%** each year of those two years: 11% = (53% + 3.5% + 3.5% - 2.5% - 2.5%)/5. Now the fund's performance doesn't look so good!

It should be mentioned that, for the sake of simplicity, this example, besides making some big assumptions, doesn't include calculating compound interest. Still, the point wasn't to be technically accurate but to demonstrate how misleading mutual fund ads can be. A fund that loses money for a few years can bump the average up significantly with one or two strong years.

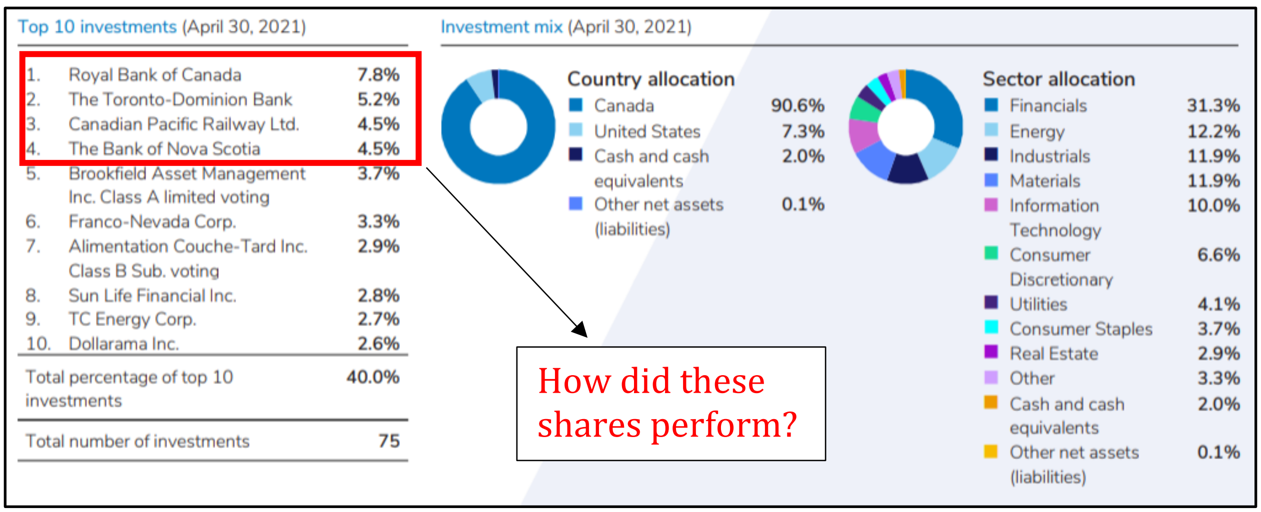
Example: TRUTH IN ADVERTIZING

IG FI Canadian Equity - Series B

https://fundexpressweb.dfsco.com/investorsgroup/files/en/T105_CFCEFB.pdf

What does the Fund invest in?

The Fund aims to provide long-term growth by investing primarily in the equity securities of Canadian companies in the same sectors and in approximately the same proportion as the S&P/TSX Capped Composite Index, although the Fund's investments may or may not be included in this index. Generally, the Fund will not invest more than 30% of its assets in foreign securities.



Top 10 investments (April 30, 2021)

1.	Royal Bank of Canada	7.8%
2.	The Toronto-Dominion Bank	5.2%
3.	Canadian Pacific Railway Ltd.	4.5%
4.	The Bank of Nova Scotia	4.5%
5.	Brookfield Asset Management Inc. Class A limited voting	3.7%
6.	Franco-Nevada Corp.	3.3%
7.	Alimentation Couche-Tard Inc. Class B Sub. voting	2.9%
8.	Sun Life Financial Inc.	2.8%
9.	TC Energy Corp.	2.7%
10.	Dollarama Inc.	2.6%
	Total percentage of top 10 investments	40.0%
	Total number of investments	75

Investment mix (April 30, 2021)

Country allocation

Canada	90.6%
United States	7.3%
Cash and cash equivalents	2.0%
Other net assets (liabilities)	0.1%

Sector allocation

Financials	31.3%
Energy	12.2%
Industrials	11.9%
Materials	11.9%
Information Technology	10.0%
Consumer Discretionary	6.6%
Utilities	4.1%
Consumer Staples	3.7%
Real Estate	2.9%
Other	3.3%
Cash and cash equivalents	2.0%
Other net assets (liabilities)	0.1%

IG FI Canadian Equity Class - Series B

1. Sales charges

You can only buy this series of the Fund under the following sales charge purchase option.

Sales charge option	What you pay		How it works
	in per cent (%)	in dollars ($)	
No load	0.0%	$0	• There is generally no redemption fee payable when selling securities acquired under the no-load purchase option. • When you buy this series of the Fund, IG Wealth Management may pay your IG Consultant a sales bonus of up to 2.50%. IG Wealth Management may pay your IG Consultant an additional payment of up to 40% of the sales bonus if they are in their first four years with us.

2. Fund expenses

You don't pay these expenses directly. These expenses reduce the annual return of the Series.

As of March 31, 2021, the Series expenses were 2.62% of its value. This equals $26.20 for every $1,000 invested.

	Annual rate (as a % of the Series' assets)
Management expense ratio (MER) This is the total of the Series' management fee (including the trailing commission) and operating expenses (including the service fee and administration fee).	2.56%
Trading expense ratio (TER) This is the Series' investment trading costs.	0.06%
Fund expenses	2.62%

Effective June 28, 2021, the annual management fee of this series was reduced by 0.05%. The above MER does not reflect this reduction.

The above MER does not fully reflect any management, administration, trustee and/or service fee reductions that have occurred within the past 12 months for this series.

More about the trailing commission

The trailing commission is an ongoing commission. It is paid for as long as you own the Fund. It is for the services and advice that your IG Consultant provides to you.

IG Wealth Management pays the trailing commission to your IG Consultant. It is paid in whole or in part from the Fund's management fee and is based on the value of your investment. The rate ranges between:

- 0.41% to 0.70% per year ($4.10 to $7.00 per year for every $1,000 invested).

If your IG Consultant has been with us for more than four years, he or she may receive an additional annual payment of 0.06% to 0.09% of your investment ($0.60 to $0.90 for every $1,000 invested).

3. Other fees

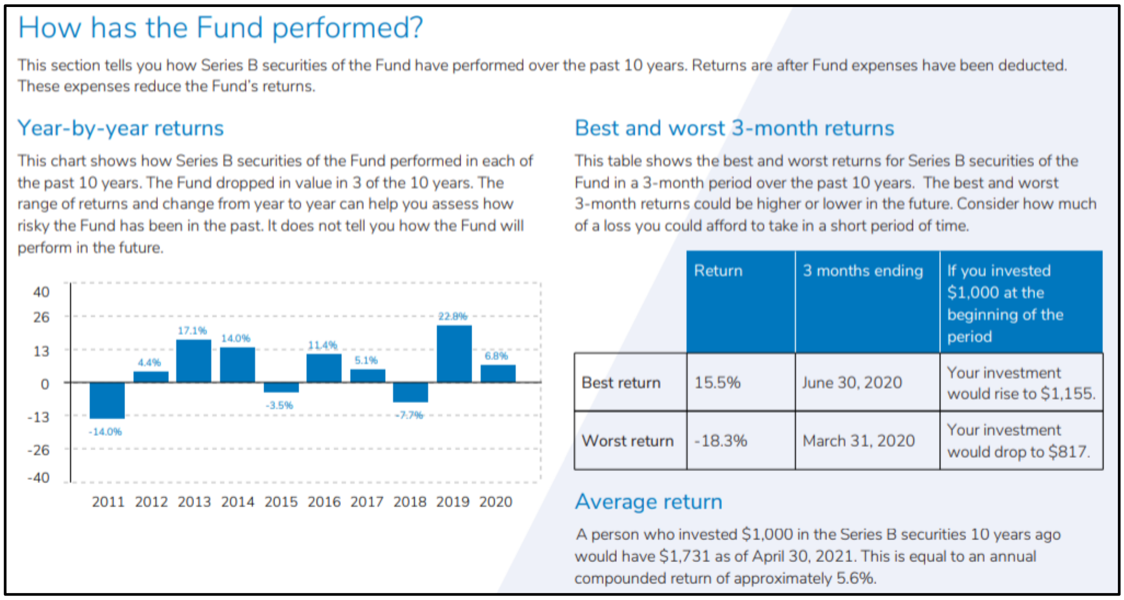
You may have to pay other fees when you buy, hold, sell or switch securities of the Fund.

Fee	What you pay
Inappropriate Short-term trading fee	If you initiate a combination of purchases and redemptions, including switches into, or out from, the Fund within 30 days, your switches could have a detrimental effect on other Fund investors, and that may take advantage of Funds with investments priced in other time zones or illiquid investments that trade infrequently. We may charge you 2.00% of the amount you switch. This fee is payable to the Fund.
Excessive Short-term trading fee	If you initiate a combination of purchases and redemptions, including switches into, or out from, the Fund within 30 days, your switches could have a detrimental effect on other Fund investors, and we may charge you up to 2.00% of the amount you switch. This fee is payable to the Fund.

1. DO YOU KNOW HOW MUCH YOU ARE PAYING?

2. WHAT WAS THE RETURN THAT YOU GOT?

https://www.nerdwallet.com/article/investing/mutual-fund-calculator



How has the Fund performed?

This section tells you how Series B securities of the Fund have performed over the past 10 years. Returns are after Fund expenses have been deducted. These expenses reduce the Fund's returns.

Year-by-year returns

This chart shows how Series B securities of the Fund performed in each of the past 10 years. The Fund dropped in value in 3 of the 10 years. The range of returns and change from year to year can help you assess how risky the Fund has been in the past. It does not tell you how the Fund will perform in the future.

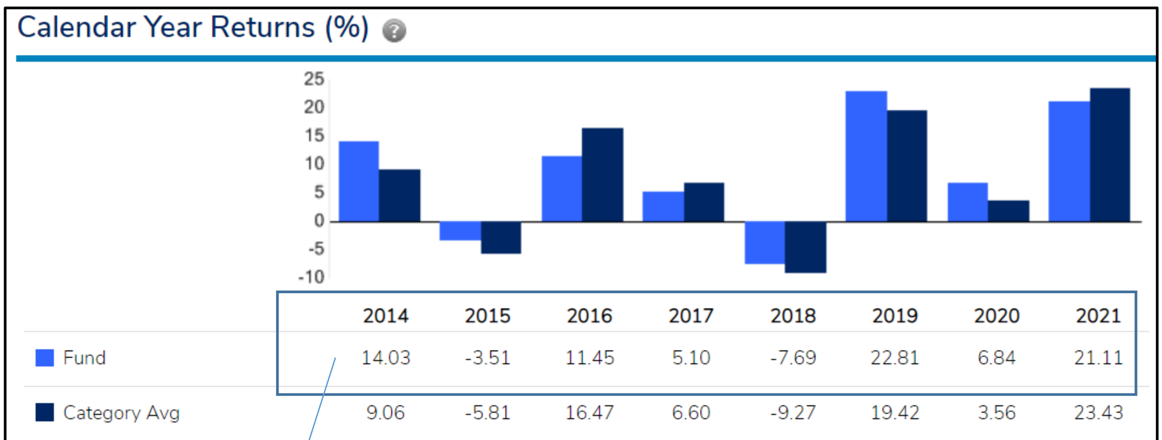
Best and worst 3-month returns

This table shows the best and worst returns for Series B securities of the Fund in a 3-month period over the past 10 years. The best and worst 3-month returns could be higher or lower in the future. Consider how much of a loss you could afford to take in a short period of time.

	Return	3 months ending	If you invested $1,000 at the beginning of the period
Best return	15.5%	June 30, 2020	Your investment would rise to $1,155.
Worst return	-18.3%	March 31, 2020	Your investment would drop to $817.

Average return

A person who invested $1,000 in the Series B securities 10 years ago would have $1,731 as of April 30, 2021. This is equal to an annual compounded return of approximately 5.6%.



Calendar Year Returns (%)

	2014	2015	2016	2017	2018	2019	2020	2021
Fund	14.03	-3.51	11.45	5.10	-7.69	22.81	6.84	21.11
Category Avg	9.06	-5.81	16.47	6.60	-9.27	19.42	3.56	23.43

YEAR	Return (%)	Investment	$ Gain	Fee	$ Cost	Net $ Gain
2014	14.03%	$ 10,000.00	$ 1,403.00	2.65%	$ 265.00	$ 1,138.00
2015	-3.51%	$ 10,000.00	-$ 351.00	2.65%	$ 265.00	-$ 616.00
2016	11.45%	$ 10,000.00	$ 1,145.00	2.65%	$ 265.00	$ 880.00
2017	5.10%	$ 10,000.00	$ 510.00	2.65%	$ 265.00	$ 245.00
2018	-7.69%	$ 10,000.00	-$ 769.00	2.65%	$ 265.00	-$ 1,034.00
2019	22.81%	$ 10,000.00	$ 2,281.00	2.65%	$ 265.00	$ 2,016.00
2020	6.84%	$ 10,000.00	$ 684.00	2.65%	$ 265.00	$ 419.00
2021	21.11%	$ 10,000.00	$ 2,111.00	2.65%	$ 265.00	$ 1,846.00
8 YRS	**8.77%**	$ 80,000.00	$ 7,014.00		$2,120.00	**$ 4,894.00**

What if you only invested in Royal Bank?

RY

Buy Price Jan 3, 2014.	$ 75.45
Sell Price Dec 39, 2022.	$ 135.00
Gain	**$ 59.55 (75% ROI)**

Not including the DIVIDENDS earned!

Investor's bitterness rose when his portfolio didn't

Earned only $440 after a decade of contributions

By: Paul Delean
31/05/2009 1:00 AM

MONTREAL -- Any idea what the rate of return has been on your investments over the years?
It may come as a shock, and not in a good way. Many investment companies still don't post rates of return on their regular statements, and the monthly and quarterly totals can be misleading if you make regular contributions or withdrawals.
For Montrealer Bruce Harris (not his real name), the painful truth became obvious only after he sat down and tallied up what he had contributed to his RRSP, and compared it with current worth. Over a 10-year period, he contributed $53,241, most of it in monthly installments ranging from $100 to $240. The total value after a decade was $53,681.

He had earned all of $440 for 10 years of saving, while the mutual-fund companies whose products he purchased collected thousands of dollars in management and redemption fees.

"I was really upset for a very long time," Harris said. "I get the impression sometimes they don't want you to know (how you're doing). You see it going up and you don't take into account the money you're putting in. I could have done as well just leaving it in a bank account."

Harris admits to being an aggressive investor but didn't try to manage his own affairs. He entrusted the money to financial advisers, of which he has had a half-dozen so far. They picked the investments. "The first adviser left and I got passed on to another, and so on," he said. "I didn't have a million, so you never felt anyone really cared about my little investment."

Frustrated by the indifference, he instigated a switch two years ago to another adviser who called him out of the blue, just in time for the recent stock-market meltdown and an 18 per cent loss in 2008. "I realize the recession is not their fault, but this is my last shot at the stock market," he said. "I'm at a point in my life where I really have to be careful."
Two advisers asked to take an independent look at Harris's current portfolio gave it mixed reviews. Martin Garneau of Majesta Financial Partners noted that it contained funds whose annual management fees would be lower if they had been purchased directly from the issuers rather than in a variation offered by the company now managing his money. The fixed-income content was significantly lower than the proportion indicated on the client statement, and the equity portion over-diversified in its Canadian content with five different funds, Garneau said.

Still, he cautioned against pulling out of the market entirely, because the investor "needs inflation-adjusted income for the next 30 years or more," and with that kind of time frame, "being out of the stock market altogether seems extremely risky and potentially disastrous."
Steven Wheeler of Freedom 55 Financial said recent performance of the chosen funds was average or better, but they came with above-average management expenses and back-end loads, meaning redemption fees if sold before a set period of time. For someone nearing retirement who may need or want to access funds sooner than later, it's not the ideal scenario, he said. "I personally don't like to sell back-ended fee-based investments. There

isn't anything you can do right now, but don't compound your issues by putting new money into these types of investments."

For Harris, the one consolation at this point is that he isn't relying solely on financial investments for his future. He has a company pension he'll start collecting from his longtime employer when he retires at 55 this year. He also owns his home, worth more than triple what he paid 25 years ago. So at least diversification into real estate and a company pension plan paid off.

Investing, however, has proved a major disappointment. "I would do it again, but not as passively. **I should have educated myself earlier,** not relied on advisers," he said. "I'm smarter now, but I'm 54." **And nowhere near freedom 55.**

-- CanWest News Service

QUESTION

COULD YOU NOT BUY & SELL ROYAL BANKS SHARES BY YOURSELF?

ANSWER

YES, YOU CAN
BUT YOU NEED TO LEARN "HOW TO DO IT".

IT IS CALLED SELF-DIRECTED INVESTING!

REF
https://myfinanceinstructor.com/what-is-self-directed-investing/

FOR JUNIOR – "I have NO savings."

OK, here's an example of a university student that has NO savings.

If he/she was able to SAVE $ 5,000 in the first year beginning in 2018 (i.e., approx. $ 400 per month – stop buying NIKE shoes etc.)

Buying ENB Shares

YEAR	Shares	Buy (P/S)	Total	Div Per Sh.	Sell(P/S)	Total	Div Inc
2019	119	$ 42.00	$ 4,998.00	$ 2.95			$ 351.05
2020	97	$ 51.50	$ 4,995.50	$ 3.24			$ 314.28
2021	122	$ 41.00	$ 5,002.00	$ 3.34			$ 407.48
2022	338				$ 54.00	$ 18,252.00	
			$ 14,995.50			$ 18,252.00	
					Dividend Income		$ 1,072.81
			$ 18,252.00 - $ 14,995.50		Share Appreciation Gain		$ 3,256.50
						Profit	$ 4,329.31
						ROI	29%

TAX – FREE INCOME?

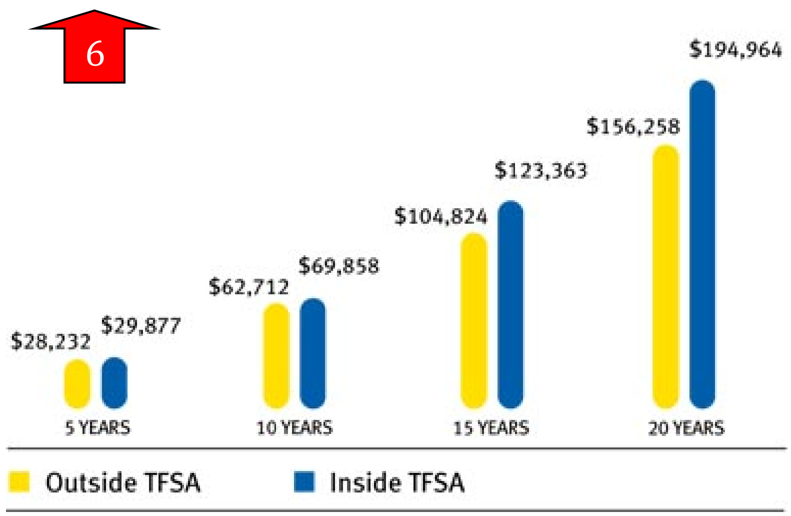
TFSA Overview

A Tax-Free Savings Account (TFSA) is a flexible investment account that can help you meet both your short- and long-term goals. Investment income in a TFSA—whether you're earning interest, dividends, or capital gains—**are not taxed**, even when withdrawn.

This tax-free compound growth means that your money grows more quickly inside a TFSA than in a taxable account .

Tax-Free Savings can add up faster

The chart below shows how $5,000 contributed annually, earning 6% interest per year can grow within a TFSA vs. outside of a TFSA.



Assumes tax rate of 32% outside TFSA, with interest income taxed annually. All contributions made at beginning of year. Annual compound rate of return of 6%. For illustration only and not indicative of future returns. Actual tax rates and rates of return will vary.

Information about the Tax-Free Savings Account is based on what is currently available from the Canadian government and can be subject to change.

Source: Royal Bank

Hypothetical Question:

Can you live on your RRSP(retirement) savings based on the returns?

Assumption: After working for 25 years, the RRSP account has $ 150,000

Accumulated RRSP on Retirement:					
			$150,000		
Cummulative Capital based on Returns (%)					
Year	3%	8%	25%	Most Likely	
1	$ 154,500.00	$ 162,000.00	$ 187,500.00	8%	$ 162,000.00
2	$ 159,135.00	$ 174,960.00	$ 234,375.00	12%	$ 181,440.00
3	$ 163,909.05	$ 188,956.80	$ 292,968.75	17%	$ 212,284.80
4	$ 168,826.32	$ 204,073.34	$ 366,210.94	10%	$ 233,513.28
5	$ 173,891.11	$ 220,399.21	$ 457,763.67	22%	$ 284,886.20
6	$ 179,107.84	$ 238,031.15	$ 572,204.59	18%	$ 336,165.72
7	$ 184,481.08	$ 257,073.64	$ 715,255.74	16%	$ 389,952.23

Income Based on Returns (%)					
1	$ 4,500.00	$ 12,000.00	$ 37,500.00		$ 12,000.00
2	$ 4,635.00	$ 12,960.00	$ 46,875.00		$ 19,440.00
3	$ 4,774.05	$ 13,996.80	$ 58,593.75		$ 30,844.80
4	$ 4,917.27	$ 15,116.54	$ 73,242.19		$ 21,228.48
5	$ 5,064.79	$ 16,325.87	$ 91,552.73		**$ 51,372.92**
6	$ 5,216.73	$ 17,631.94	$ 114,440.92		**$ 51,279.52**
7	$ 5,373.24	$ 19,042.49	$ 143,051.15		**$ 53,786.51**
	$ 34,481.08	$ 107,073.64	$ 565,255.74		$ 239,952.23

The *"most likely"* scenario will generate about $ 50,000 in year 5.

Mutual Funds on average generate about (8% Return less 3% Fees) 5% per year, giving you between $ 4,000 to $ 5,000 per year – pays your coffee bill😊

If you had $ 250,000 in RRSP/TFSA

Accumulated RRSP on Retirement:					
			$250,000		
Cummulative Capital based on Returns (%)					
Year	**3%**	**8%**	**25%**	**Most Likely**	
1	$ 257,500.00	$ 270,000.00	$ 312,500.00	8%	$ 270,000.00
2	$ 265,225.00	$ 291,600.00	$ 390,625.00	12%	$ 302,400.00
3	$ 273,181.75	$ 314,928.00	$ 488,281.25	17%	$ 353,808.00
4	$ 281,377.20	$ 340,122.24	$ 610,351.56	10%	$ 389,188.80
5	$ 289,818.52	$ 367,332.02	$ 762,939.45	22%	$ 474,810.34
6	$ 298,513.07	$ 396,718.58	$ 953,674.32	18%	$ 560,276.20
7	$ 307,468.47	$ 428,456.07	$ 1,192,092.90	16%	$ 649,920.39

Income Based on Returns (%)					
1	$ 7,500.00	$ 20,000.00	$ 62,500.00		$ 20,000.00
2	$ 7,725.00	$ 21,600.00	$ 78,125.00		$ 32,400.00
3	$ 7,956.75	$ 23,328.00	$ 97,656.25		$ 51,408.00
4	$ 8,195.45	$ 25,194.24	$ 122,070.31		$ 35,380.80
5	$ 8,441.32	$ 27,209.78	$ 152,587.89		**$ 85,621.54**
6	$ 8,694.56	$ 29,386.56	$ 190,734.86		**$ 85,465.86**
7	$ 8,955.39	$ 31,737.49	$ 238,418.58		**$ 89,644.19**
	$ 57,468.47	$ 178,456.07	$ 942,092.90		**$ 399,920.39**

The *"most likely"* scenario will generate about $ 85,000 in year 5.

Here's a family that already had $ 150,000 in their RRSP(s) and based on the traditional mutual fund route (assuming that they get 8% p.a.!) their retirement future looks BLEAK!

But if they get 15% on average (see most likely scenario above), they will have an ANNUAL INCOME $ 52,000!

30% will definitely get us going….

…………But how do we get there WITHOUT taking excessive risks?

It begins with the MIND-SET

Are you investing to build your family's inheritance or are you trying to get-rich-quick?

CONFIDENCE & CONSISTENCY IS THE KEY
TO SUCCESSFUL INVESTING!

This achieved through KNOWLEDGE!

Philosophy:

By understanding
The process of gaining 1% within 14 days
(Targeted Time Frame)
Achieving approximately 30% per year
(On a compounded basis)

1% within 14 days eliminates FEAR & GREED while protecting your capital.

Here's an example of achieving 1%

Let's look at EXXON MOBIL. *Why?* Does the world require oil? So, let's pick a company in the energy sector & trade its shares.

Research: www.globeinvestor.com (stock symbol: XOM)

Fundamental Analysis:
Exxon Mobil Corporation's principal business is energy, involving exploration for, and production of, crude oil and natural gas, manufacturing of petroleum products and transportation and sale of crude oil, natural gas and petroleum products. Exxon Mobil is a major manufacturer and marketer of basic petrochemicals, including olefins, aromatics, polyethylene and polypropylene plastics and a wide variety of specialty products. Exxon Mobil is engaged in exploration for, and mining and sale of coal, copper and other minerals.

ANNUAL FINANCIALS	Dec 31, 2008 12 Months US$	Dec 31, 2007 12 Months US$	Dec 31, 2006 12 Months US$	3Yr. Growth % Change
Total Revenue ($000):	**477,359,000**	**390,328,000**	**377,635,000**	**8.80**
Earnings before Interest & Tax ($000):	81,750,000	70,874,000	68,056,000	10.91
Profit/Loss ($000):	**45,220,000**	**40,610,000**	**39,500,000**	**7.77**
Earnings per Share:	8.69	7.36	6.68	14.69
Total Assets ($000):	228,052,000	242,082,000	219,015,000	3.06
Dividends Per Share	1.55	1.37	1.28	
Return on Com. Equity:	38.53	34.47	35.11	

Exxon made $ 45 billion in profits!
Based on its financials, it's a great company to place your capital in.

BUT how did it do in the OCT/2008 stock market melt-down

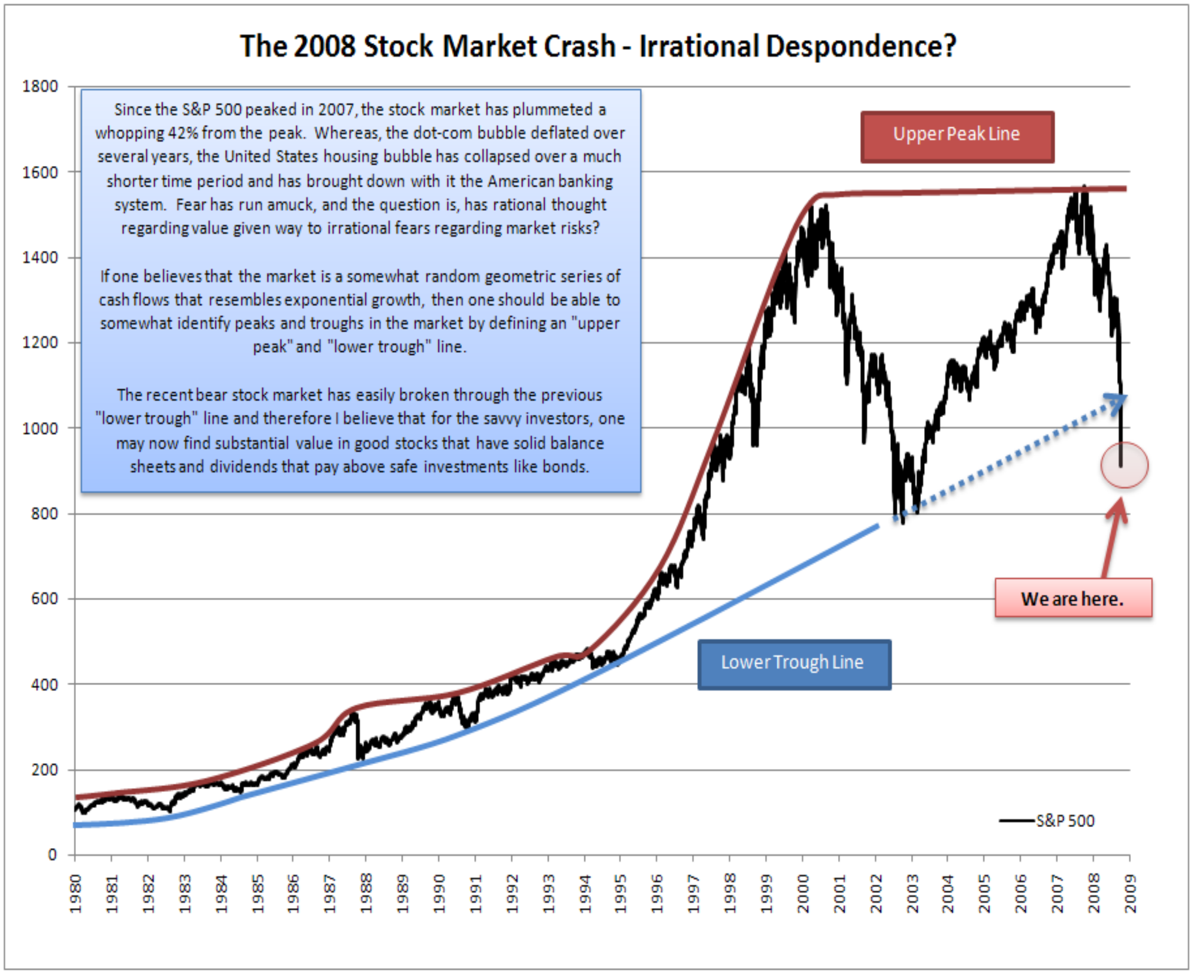
DO YOU RECALL THE HEADLINES………?
…….the world has ended & it is a repeat of 1929!

How did your fund perform? What was their explanation?

Did you know that if your fund lost 50%, it would have to generate 100% to break-even?

How much did it cost you?

THE 2008 STOCK MARKET CRASH (42% Decline)



Let's look at our performance DURING the mayhem of OCT – NOV 2008!

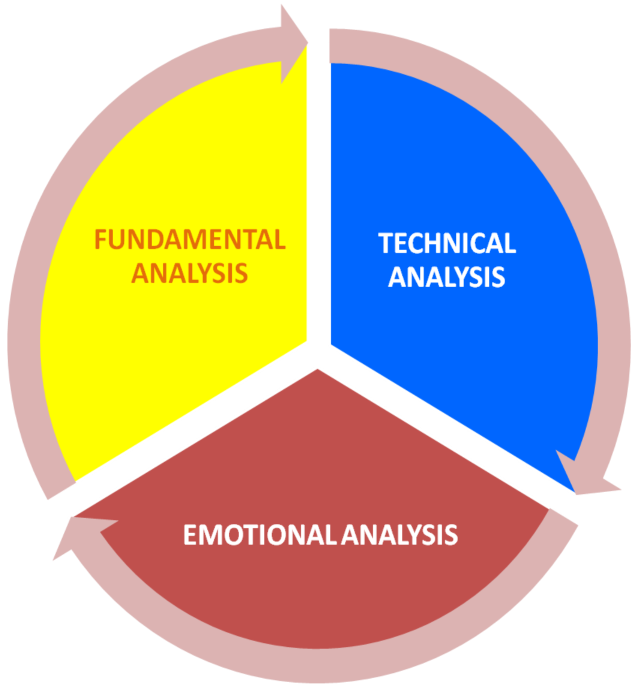
OCT 16th to Nov 24th, 2008, we recorded a 10% return in approx. in ONE month on Exxon during a MAJOR meltdown!

Price History: XOM-N Oct 15, 2008 - Nov 26, 2008								
Date	Open ($)	High ($)	Low ($)	Close ($)	Buy Price	1%	Sell Price	Gain $ 500 Shares
26-Nov-08	$ 77.38	$ 81.03	$ 76.58	$ 80.89				
25-Nov-08	$ 78.39	$ 79.56	$ 75.39	$ 78.11				
24-Nov-08	$ 76.82	$ 80.23	$ 75.31	$ 78.80				
21-Nov-08	$ 69.78	$ 76.20	$ 69.15	$ 75.81	$ 75.81	$ 0.76	$ 76.57	**$ 379.05**
20-Nov-08	$ 71.84	$ 75.42	$ 68.30	$ 68.51				
19-Nov-08	$ 76.20	$ 77.13	$ 73.05	$ 73.42				
18-Nov-08	$ 73.50	$ 76.99	$ 73.03	$ 76.33				
17-Nov-08	$ 73.50	$ 76.46	$ 73.00	$ 73.38	$ 73.38	$ 0.73	$ 74.11	**$ 366.90**
14-Nov-08	$ 73.80	$ 77.75	$ 71.90	$ 73.68				
13-Nov-08	$ 69.54	$ 76.50	$ 67.54	$ 75.41				
12-Nov-08	$ 71.35	$ 72.22	$ 68.70	$ 68.93	$ 68.93	$ 0.69	$ 69.62	**$ 344.65**
11-Nov-08	$ 72.65	$ 74.16	$ 71.59	$ 72.65				
10-Nov-08	$ 75.10	$ 75.84	$ 72.80	$ 74.02				
07-Nov-08	$ 70.48	$ 75.59	$ 70.48	$ 73.95				
06-Nov-08	$ 73.12	$ 73.88	$ 69.40	$ 69.96	$ 69.96	$ 0.70	$ 70.66	**$ 349.80**
05-Nov-08	$ 76.25	$ 77.34	$ 72.84	$ 73.69				
04-Nov-08	$ 75.13	$ 77.96	$ 75.07	$ 77.49				
03-Nov-08	$ 73.45	$ 75.18	$ 72.50	$ 74.29				
31-Oct-08	$ 74.37	$ 77.36	$ 73.25	$ 74.12	$ 74.12	$ 0.74	$ 74.86	**$ 370.60**
30-Oct-08	$ 75.00	$ 75.75	$ 71.44	$ 75.05	$ 75.00	$ 0.75	$ 75.75	**$ 375.00**
29-Oct-08	$ 74.87	$ 77.99	$ 73.06	$ 74.65				
28-Oct-08	$ 68.87	$ 75.45	$ 67.06	$ 74.86				
27-Oct-08	$ 67.58	$ 70.98	$ 65.00	$ 66.09	$ 66.09	$ 0.66	$ 66.75	**$ 330.45**
24-Oct-08	$ 64.01	$ 70.98	$ 64.00	$ 69.04	$ 69.04	$ 0.69	$ 69.73	**$ 345.20**
23-Oct-08	$ 65.88	$ 70.39	$ 64.39	$ 70.39				
22-Oct-08	$ 68.74	$ 69.36	$ 63.90	$ 64.57	$ 64.57	$ 0.65	$ 65.22	**$ 322.85**
21-Oct-08	$ 72.45	$ 74.33	$ 69.21	$ 71.50				
20-Oct-08	$ 70.37	$ 75.00	$ 69.74	$ 74.99				
17-Oct-08	$ 67.05	$ 72.44	$ 65.60	$ 68.04	$ 68.04	$ 0.68	$ 68.72	**$ 340.20**
16-Oct-08	$ 63.31	$ 69.68	$ 59.17	$ 69.45	$ 69.45	$ 0.69	$ 70.14	**$ 347.25**
15-Oct-08	$ 70.76	$ 70.76	$ 61.33	$ 62.35				
					GAIN	**$ 7.74**		**$ 3,524.70**

Every time it shows yellow, we bought and every time it shows green, we sold for 1%. Imagine if you made 10% per month for 5 months!

Why won't you do that?

INVESTING REQUIRES KNOWLEDGE in 3 AREAS:



Fundamental Analysis – The SCIENCE of investing
Technical Analysis – The ART of trading
Emotional Analysis – Risk Management & risk tolerance

- FIRSTLY, you are an **INVESTOR**
- SECONDLY, you only '**TRADE**' those companies that you ***will*** invest in.
- THIRDLY, only invest the amount that your risk tolerance will allow.

IN A NUTSHELL – only with KNOWLEDGE, you can be successful…………

THE TRAIN2INVEST COURSE

Train2Invest offers **A COMPLETE SOLUTION** in taking a novice investor (i.e. without any prior knowledge of investing or trading or computers) to achieve a skill set that empowers them to trade with **CONFIDENCE & CONSISTENCY.** The model is based on conveying a simple and proven approach of attaining small gains (1%) within a targeted time frame (14 days) to achieve a specific return on invested capital within a year (30% p.a. on a compounded basis).

The Train2Invest Program

Creating Educated Investors

www.train2inves.com

About Us

TRAIN2INVEST INC (2004) is an education and training organization providing a new way for individuals, families, and communities to think about wealth management. By empowering people to take an active role in managing their money we are able to change lives and help create financial peace of mind for current and future generations.

We provide a hands-on, practical learning and mentoring environment enabling our students to develop a comprehensive knowledge and understanding of investing in the stock market. Our TEACH, TRAIN, and COACH education process is delivered in such a way that people from all backgrounds, education levels, professions or adult age groups can participate. The aim is to take novice or inconsistent experienced investors and develop a level of confidence such that they will attain the desired results on a consistent basis. We teach a philosophy of achieving small consistent gains of 1% within 14 days that when compounded will generate a 30% annual rate of return.

CURRENT SITUATION

All too often, individuals who are very successful at their careers or at running their business remain intimidated at the thought of managing their own investments. They feel inadequate in their abilities to understand what is required and subsequently rely almost solely on "experts" to make the decisions for them. Even though most people are highly capable of making informed, intelligent choices, they abdicate their most important resource (hard earned savings and investments) to third parties who may not share the same goals as the individual. They follow the advice of outdated investing philosophies that limit the growth of their portfolios, and they pay significant fees to the financial services industry. Returns are usually mediocre at best and quite costly at worst resulting in real challenges for families as they age towards retirement.

At TRAIN2INVEST we focus on changing that inherited mindset by teaching people to follow a strategy and philosophy that produces sound results and by building their confidence through action.

THE EDUCATION PROCESS

When it comes to the management of investments, you don't need a PhD in finance or economics to consider taking on this responsibility. The skill-set of investing, just like any other skill-set we learn, can be successfully attained through education, practice, and ongoing improvement over a period of time. No one expects you to be an "expert" in a weekend.

TRAIN2INVESTwas founded on the concept of providing a superior financial and investment education through a 'student-centered' approach. The student's success is our number one priority.

The TRAIN2INVEST program is a comprehensive 6 month hands-on learning experience delivered in 3 unique phases. The time factor is important because we cannot change old habits or develop new ones with any degree of success within a few weeks.

The **TEACH, TRAIN, and COACH** approach delivers complex issues in bite-sized modules eliminating information overload and targeting critical information analysis for decision making. We follow a complete step-by-step learning process supported by knowledgeable coaches and mentors so each student can confidently learn, practice, and develop the necessary skills required to manage their investments.

Because no two people learn the same way or at the same pace, we encourage individuals to repeat areas they don't understand. We encourage spouses to participate together because wealth is about family not just money. We focus on the principles of capital preservation and mitigating some risk through knowledge.

Our education is delivered online, and our students participate in a virtual classroom. All of the education is instructor-led, and we encourage interactivity. This geographic-independent delivery method provides accessibility to anyone who has high speed internet. (We were doing this long before COVID introduced ZOOM).

Knowing that most people lead busy lives, we have structured the classes in a manner that provides flexibility for most schedules. Classes are delivered weekly with some requirement for homework and practice in between. Our students progress at a pace that is both comfortable and compatible with their individual goals and circumstances.

Our integrated approach provides our students with the knowledge, tools, and techniques required to achieve financial independence and build long-term, sustainable wealth.

THE PHILOSOPHY

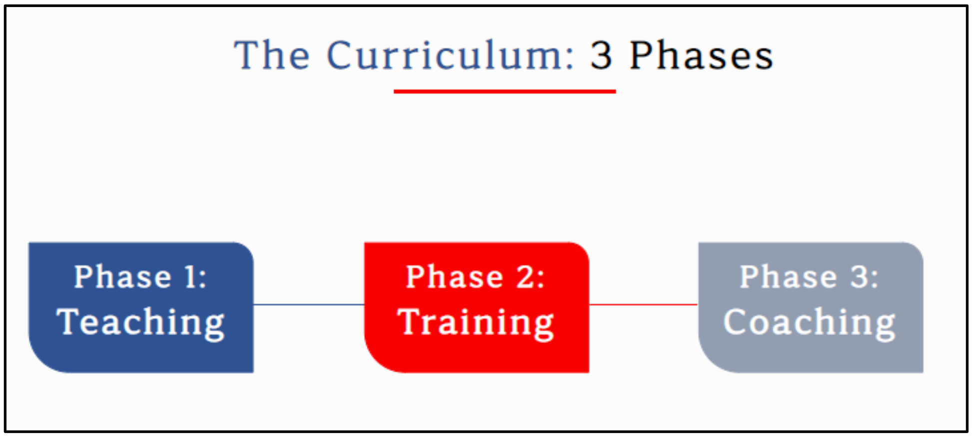
Our philosophy is simple. We believe anyone can learn wealth building and money management skills through a curriculum of reality-based training that can be applied in real-world situations. Through a systematic progression of training, coaching, and mentoring, students acquire higher levels of wealth intelligence that they can use to improve the quality of their lives. Naturally the education gives anyone the potential to generate both cash flow and capital growth, but this potential can only be transformed into real wealth through motivation and discipline.

The model is based on conveying a simple and proven approach of attaining small gains (1%) within a targeted time frame (14 days) to achieve a specific return on invested capital within a year (30% on a compounded basis).

Since most people look at investing from a long-term buy and hold perspective, it is difficult for them to grasp a 30% rate of return. However, with the application of a new philosophy (shorten the hold cycle and be satisfied with a small gain every time) we can change the way people make decisions and subsequently build wealth.

The program is about investing in solid, blue-chip companies by trading their individual shares. Students learn how to analyze sectors and companies, how to establish trading ranges, when to buy their shares, how to monitor their positions, how to protect their capital and how to sell their shares for profit.

THE CURRICULUM



Details: https://www.train2invest.com/the-program/

Does It work?

Let our clients do the talking

TESTIMONY

From: Ma[redacted]@yahoo.ca>
Sent: November 15, 2021 3:56 AM
To: jchandran train2invest.com <jchandran@train2invest.com>
Subject: Re: Update

Hi Jonathan,

I hope all is well. Just wanted to briefly update you on my journey with Train2Invest. I started with you guys around July 2010. I was generating approx. 17% per year until 2014.
I then, decided that I had learnt enough & did not renew. In fact, if you remember, you were very calm when I told you that I had learned enough & would possible do pretty well on my own.
You were kind enough to thank me for my business & told me that if at any time I needed help to shoot you an email.
I did very well in 2015 & 2016. I wanted to see your response & I emailed you on a number of occasions – you were very gracious & responded with 2 days. I was impressed. However, in 2017, I became as you often say 'brilliant in my own mind' – and failed to keep the rules. In 2017, I lost 40% of my portfolio – details of which you know about. I got the Platinum package & recovered my spunk & have been generating about 15% per year on the total portfolio (some are dividends only). Excluding the buy & pick div portion, I get about 22% per year.
I am really blessed to have connected with you guys – awesome men of character.

Please share this with your staff with many thanks

[redacted]

By the way, if you keep my name/email private, you can put this on your website

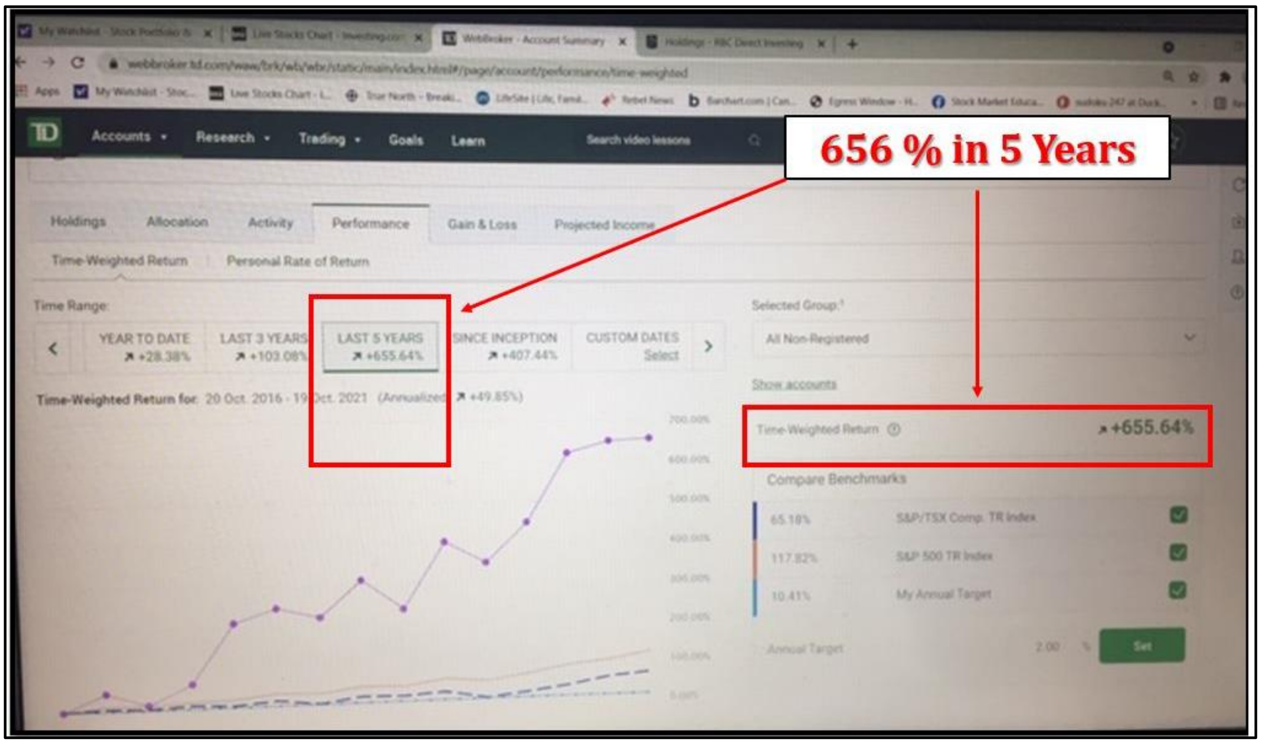
Sent: October 20, 2021 10:06 AM
To: jchandran train2invest.com <jchandran@train2invest.com>
Subject: RE: Update

Jonathan

A copy of my trading account.

Since I retired from work in Nov. of 2017, I've been able to focus more on my investments and have done fairly well. I still mess up occasionally, (ie; fear & greed). I feel very fortunate to have done as well as I have.
None of this would have happened if I had not taken the Train 2 invest course.

I'm very thankful
Dave



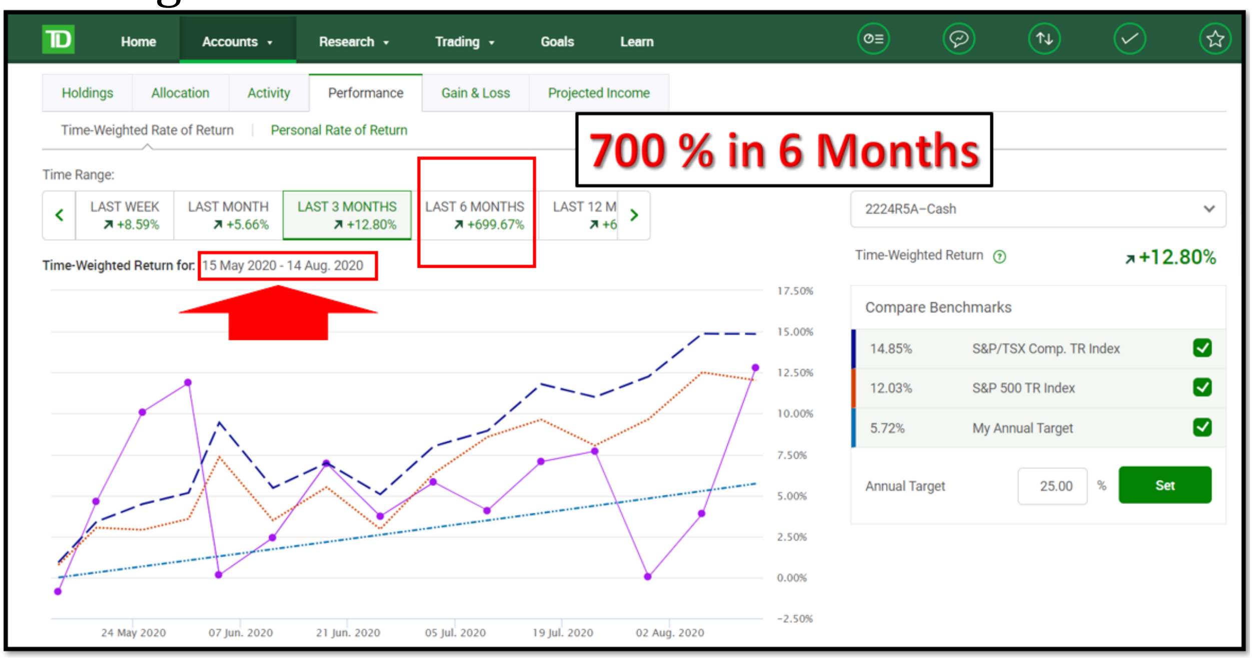
From: To[redacted]sasktel.net>
Sent: August 30, 2021, 10:55 AM
To: admin train2invest.com
Subject: Re: Feed Back
Hello,

I am a happy customer of Train2Invest, and I can honestly say that your program has changed my life for the better.

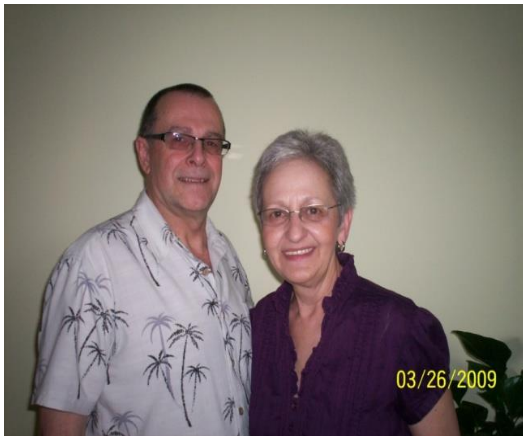
For many years I have worked to build a nest egg and the rate of return that I am able to achieve with your program has allowed me to move toward retirement many years ahead of schedule.

Thank-you from the bottom of my heart. ....I really like both the fundamental and technical sessions that you provide on a weekly basis. .... I will still be a happy customer. :)

Trading Account

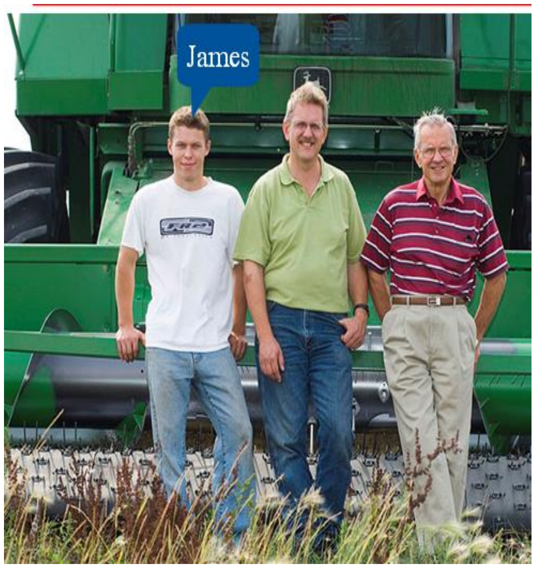


Paul & Phyllis Gazdewich , Yorkton



Train2invest's claim is that you can make at least 30% profit in one year. Since the beginning of 2009 until now (May, 2009) we have achieved **47%** in our trading. WOW!!!! They were right; you can make 30% and more in one year. We still have seven more months to go this year.

A Family Affair….



Three Generations of Stock Investors

Gary Karlowsky - a 75 year old farmer who never owned a computer or traded stocks -started the course in the fall of 2005. For 2007, his return was 74%!

Paul Karlowsky says that his portfolio has doubled in 2007 & his wife Erna helps him with trading decisions. My teenage daughters have signed up as well!

James Karlowsky says that 'the turning point for me came the instant I did my first trade and made money. Farming is gambling for all intents and purposes. This isn't. The course is worth the price, by far!".

Marcel Dorge (80 years) & Mariette Collette, Winnipeg, MB

Dad and I could never have done this without the extensive training from the staff at Train2Invest. ***We had no knowledge of computers*** or the stock market.

I achieved 66% in 2008 & we have achieved more than 30% this year.

Merv & Betty Fehr
Portage la Prairie,
Manitoba

"We also have made approximately $30,000.00 profit from trading this last year."

DYSLEXIC
NO COMPUTER KNOWLEDGE
DROPPED OUT OF HIGH SCHOOL

"Dear Bert:
1.5 years ago we started taking your class. We were computer illiterate, had no stock experience and I was a dyslexic high school drop out to boot. We heard you were going to have an info meeting in Portage la Prairie. That night I took my wife along to hear more about it.

THE SECRET OF SUCCESS

"The true secret of success are not degrees from universities, associations with the wealthy, applause from others, or wise business opportunities. The true, everlasting secrets to success are sorrows, disappointments, tears, frustration, and failure. Without these hurtful experiences, no man can honestly know himself, recognize his courage, or respects others. The pillars that support a man's character, stabilize his spirit, and strengthen his determination develop from adversities and heartache. Without enemies, how can a man cherish his friends? If a man's dreams are not obtained then how can he understand risk, or face suffering? All men have within them a talent that, when found, creates a boldness that attracts and encourages all, but to find in that gift from God, a man must explore, touch the fires of doubt, and sip from the cup of pity. He must build on sand, be foolish, and scar the soul with pride. Then, when all is lost, all is found through a tried consciousness that has grown weary. It is at this point that a man silently reaches out, touches the fingers of hope, and acknowledges that his mansion of success is built on single blocks of stone carved with compassion and cut from quarries only God blesses with power and love." Anonymous

BE YOURSELF.
LEARN ALL YOU CAN, & LET THE WORLD KNOW THAT YOU EXIST!

Thank you for reading & Our very best wishes to you & yours!

THE END