

# The value of working with a financial advisor

A financial advisor can play an important role at any stage of your investment journey. Consider the broad range of services and benefits an advisor can provide:

- A wide variety of financial solutions for your investment portfolio that can accommodate your unique goals and risk tolerance.
- Detailed, step-by-step financial planning that's tailored to your individual goals and situation, and can evolve with your life stages.
- Education and context to help you understand and gain confidence in your financial plan.
- Guidance and support to instill good savings and investing habits and help you avoid common investing pitfalls.
- Other services beyond managing your investments, such as estate and tax planning.

## Canadians who work with an advisor have been more successful at building wealth and achieving their goals

### Building your wealth

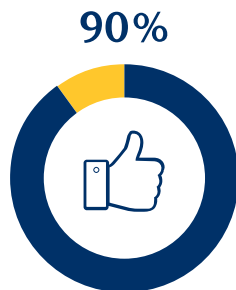
Investors who work with an advisor have been shown to have almost 4 times the assets of investors who don't work with an advisor over a 15-year period. And, despite the prevailing opinion that advisors only work with the wealthy, the majority of Canadian investors had investable assets of under \$25,000 at the beginning of the advisory relationship.

### Keeping your goals on track

Investment returns are important, but saving on a regular basis is equally important when it comes to reaching your financial goals. Many investors credit their advisor with helping them achieve better savings and investment habits.

## Advisors have made a very tangible difference in the lives of Canadians from all backgrounds and levels of wealth.

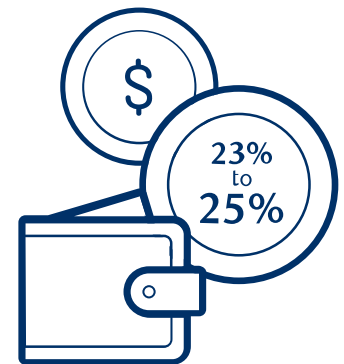
Here are a few examples of what that difference can look like.



Number of Canadian mutual fund and ETF investors who are satisfied with their advisors<sup>1</sup>



Increase in retirement savings that clients who work with an advisor could see<sup>2</sup>



Increase in retirement consumption that clients who work with an advisor could see<sup>3</sup>

<sup>1</sup> Source: Canadian Mutual Fund and Exchange-Traded Fund (ETF) Investor Survey, IFIC, 2022

<sup>2</sup> Source: Saving for the Future, IFIC, 2021

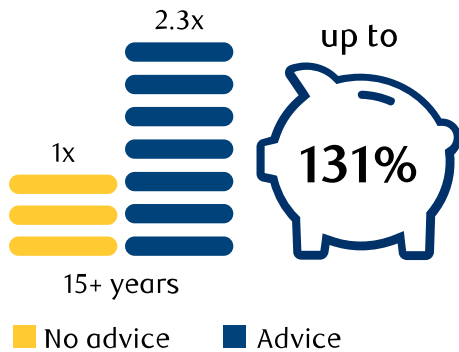
<sup>3</sup> Source: Saving for the Future, IFIC, 2021

**Putting more of your money to work**

Canadians working with an advisor invested more of their assets in non-cash investments, meaning more of their assets are working for them. They also saved more for their future and benefitted from the growth potential of their higher allocation to non-cash investments.

**Advised clients are more successful at saving**

Increase in savings the average household saw that worked with a financial advisor for 15 years or more – compared to a similar household without a financial advisor.



Source: Claude Montmarquette & Alexandre Prud'homme, 2020. "More on the Value of Financial Advisors," CIRANO Project Reports 2020rp-04, CIRANO.

**Having a positive sense of well-being**

Your advisor is your financial partner. They will answer your questions and help you understand how investing can help you achieve your goals. Their professional advice can play a vital role in giving you confidence in your plan and a positive sense of well-being with respect to your finances.

**Working with an advisor encourages savings and investing**

**76%** Number of investors using a financial advisor who report a positive sense of well-being.



Source: BlackRock Global Investor Pulse, 2019

**MORE THAN JUST INVESTMENTS**

Today's financial advisor can offer you a lot more than investment recommendations. Benefit from a range of financial planning services and resources that can help you guide your family through a lifetime of evolving financial needs. These may include:

- Investment management
- Retirement and estate planning
- Intergenerational wealth transfer
- Guidance setting financial priorities
- Tax planning
- Business building and succession

**Contact a financial advisor today for more information on how they can help you reach your financial goals.**

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