

# The Importance of Your Investment Policy Statement

ScotiaMcLeod's Pinnacle Program ("Program") was designed to provide investors with a disciplined, long-term investment process designed to minimize risk and increase the likelihood of performance consistency over the long-term.

Much of this is achieved through the ongoing manager research, selection and monitoring process that is performed by Northern Trust Global Advisors (NTGA), the third party investment management consultant for the Program. Their process ensures that managers are chosen because they are specialists in their management style, market sector and/or stock picking ability.

Having said this, third-party due diligence is only one of the many advantages of the Pinnacle Program. The core of the Program includes your Investment Policy Statement. At the onset of your commitment to the Program, you identified your investment objectives, time horizon, and tolerance for risk. This information was used to determine the appropriate asset allocation, manager selection and style diversification, customized for your personal portfolio, tailored for your individual needs. The information is also used for ongoing portfolio reviews and rebalancing that is done to help you move that much closer to achieving your long-term financial goals.

Your Investment Policy Statement can be considered in many ways as your financial roadmap. By having a clear written policy, you know where you're headed and know how you will get there. It also serves as a record for future reference that should be reviewed and adjusted as your circumstances change. One of the benefits of the Pinnacle Program is an annual review of Investment Policy Statement. This opportunity is your chance to discuss with your advisor whether there are any changes to your financial circumstances or risk tolerance that would warrant a change to the IPS and as a result, the asset allocation in your portfolio.

Adherence to a written plan adds a crucial disciplined component that many individual investors often lack or overlook. It is important to remember how this disciplined component will help to get you closer to achieving your long-term financial goals.

If there have been any changes in your circumstances which you feel would require adjustments to your Investment Policy Statement, please contact us.

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## The Pinnacle Program<sup>TM</sup>

