



**January 2023**

Welcome to our Liahona Capital Q4, 2022 newsletter!

### **Real Estate Market View**

Recently, we have noticed an increasing number of analysts state that the real estate market is “dynamic”, which is code for we can predict in this market.

We have also seen new phrases warning of the volatility in appraisals such as, due to a global pandemic, a war in Eurasia, interest rate increases, and inflation fears, it is difficult to accurately predict the real estate market.

While this creates fear for property owners and those wishing to enter the market, unless they need to sell when the price is low, we believe we have little to fear.

There is no question that industry volume has slowed, but values are still higher than pre-pandemic prices and the lack of adequate housing decreases the likelihood of a pricing collapse.

For the past few years, Liahona has been following a growth strategy and continues employing conservative underwriting to build a valuable portfolio of properties which has allowed us to increase Assets Under Management (AUM) by 30% in 2022.

As we continue with this strategy into the new year, we anticipate conservative underwriting which will provide continued growth and protection to the portfolio throughout 2023.



### **3 Ways Life Insurance Can Protect Your Small Business**

As a small-business owner or partner, you may wonder what would happen to your business

should anything happen to you. How would your family cope with the loss of income? What about your employees and their families? What happens when a business has debts that are backed by assets like the family home?

Three important ways that life insurance can protect your small business include:

1. **Key person insurance.** This is a life insurance policy purchased by the business on the life of a key employee and payable to the business. When a key person dies, insurance can help make up for lost sales or earnings and cover the cost of finding and training a replacement.
2. **A buy-sell agreement** funded with life insurance. This allows remaining business owners to buy the company interests of a deceased owner at a previously agreed-upon price, which helps guarantee that surviving family members will be fairly and promptly compensated for their share of the business.
3. **An Individual Life Insurance Policy.** A policy that you own individually can provide your family with additional money to pay off personal debts, cover ongoing living expenses, and fund future needs such as college or retirement.

Working with an insurance professional can help you find the right policy for your situation. Contact us today at [clientrelations@liahonainsurance.ca](mailto:clientrelations@liahonainsurance.ca)

## Did you Know?

For 2023 the TFSA contribution limit was increased to \$6,500. If you have been eligible to invest through a TFSA since it's inception, your total lifetime contribution amount is \$88,000.00.

Also, don't forget about your RRSP! The contribution deadline this year is March 1<sup>st</sup>. Contact your Liahona Dealing Representative today if you want to take advantage of utilizing your registered accounts!

## Fund Updates

To keep you informed about the various investments Liahona Capital offers, we are happy to share some recent Fund updates with you. This quarter we will highlight Invico Diversified Income Fund and Newlook Dental Fund.

**Invico Capital Corporation** was pleased to declare an additional distribution for Invico Diversified Income Fund (IDIF) unitholders of record as at September 30, 2022, which was paid on November 4, 2022. This announcement marks the third additional distribution announced by IDIF this year and is representative of the Fund's strong performance through the third quarter, led in part by substantial deployment in private debt opportunities.

Great job Invico!

**Newlook Dental** was pleased to announce the addition of yet another practice to their portfolio located in Mississauga on Nov 1<sup>st</sup>, 2022. This now brings their total clinics to 27.

Well done Newlook Dental!

For information on our products, or to make any investment, please contact your Liahona Dealing Representative!

Robert Rumley



Brandon Renault



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## Summary

We appreciate your continued interest and investment with us. For additional information visit our website at [www.liahona.ca](http://www.liahona.ca)

As always, we welcome your feedback.

Sincerely,

## The Liahona Team

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