



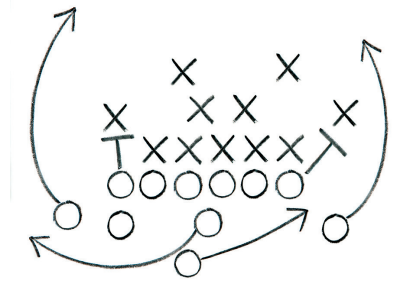
Helping
dentists
build
wealth

Be Successful —
Set Realistic Goals

Real Estate vs.
Capital Markets

TMFD Practice
Coaching

BE SUCCESSFUL - SET REALISTIC GOALS



For many of us, the start of a new year marks an annual ritual as we resolve to improve life for both ourselves and our families. It is part of our human nature to want to be better and achieve more, whether that means eating healthier, getting more exercise or saving more money.

Once specific goals have been set, it quickly becomes clear that follow-through requires some degree of change to our current personal lives or business routines. Sadly, it's at this very early stage that many plans fail to thrive. The mere thought of altering habits or routines can seem overwhelming, or the desired change too dramatic to achieve. However, success lies in setting attainable and realistic goals. When approached in this manner, little victories lead the way to big results.

While everyone's goals may be different, we are all striving towards self-improvement that requires change. Simply getting started may be the biggest obstacle. Sometimes the path seems clear; at other times it doesn't. Sometimes, help is needed to stay on track. Sharing goals with another person can increase the likelihood of success; much like a fitness or business coach can provide guidance and direction along the path of change.

Identify Your Goals

Goal setting is as important in the business of dentistry as it is in our personal lives. Over the years, we've had dentists share many of their financial goals with us. Some of the most common and measurable examples include:

- increase hygiene production to 40%
- achieve open hygiene time of 10%
- increase lab production to 10%
- improve case acceptance for pre-determination by 25%
- improve ability to get meaningful management reports from the dental software
- reduce monthly bank fees and receive better service
- complete the financial statements within three months instead of waiting until the six-month deadline
- pay-off debt faster than the original term
- identify how much savings are required to achieve my retirement goal

Share Your Goals

It has been said that ‘procrastination is the thief of time’, so it is important to take the first step towards change. At TMFD Financial, we prepare comprehensive financial plans, which include a set of written goals that span the combination of both

business and personal elements. We develop the road map that allows issues to be tackled, one at a time, to avoid the feeling of being overwhelmed. By setting realistic goals in manageable steps, we can truly ensure a higher degree of success.

Our mission is to enrich the lives of dentists by providing an integrated set of accounting, financial planning and coaching services through one point of contact. Let us work alongside you to identify your goals and help achieve success for you and your family.

Please don't hesitate to contact our office at 1-844-311-8633 or info@tmfd.ca to set-up a complementary initial assessment at any of our offices in Ontario.

IN THIS EDITION

Our Senior Financial Advisor, Josh Belliveau addresses a long-standing and passionate debate between investing in real estate versus a traditional diversified portfolio of stocks and bonds.

TMFD Financial continues to expand our dental coaching services. We wish to welcome the newest members of our team, Kim Mizener, Mari Lepa and Varun Korgaonkar. In this edition, we profile each team member with their unique strengths and contributions towards our successful coaching program.



MIKE LAKHANI B.Comm, FCCA, CPA, CGA, CFP, R.F.P.

Mike is the CEO & Founder of TMFD Financial, formerly Tax Matters for Dentists. Since 1987, Mike has been providing expertise in tax planning, accounting and personal financial planning to dental clients. He has created a 'Multi-Family Office' for dentists geared to align their dental practices with their personal lives. With accessible, seasoned professionals all under one roof, each client's unique needs are considered with regard to tax planning, accounting, cash management, practice issues, retirement planning, structured portfolios, estate planning and insurance.

REAL ESTATE vs. CAPITAL MARKETS

As a dentist, you go to school and then finally graduate after many years of hard work and study. Next, you enter the workforce as an associate, striving to hone your skills while struggling to pay off student debt and navigating the tax system to pay as little as reasonably possible. Eventually, you may decide to buy a practice or start new, and suddenly, you have a huge practice loan to repay on top of everything else. In the meantime, you might start a family or purchase a home, causing personal expenses to soar. Sooner or later though, your hard work begins to pay off. Cash flow improves, loans

decrease, and you see savings for your future beginning to build. Now, what to do with these savings?

We are often asked, “Should I invest in real estate, capital markets, or both?” Before you even reach a decision, the first thing we recommend is a strategy or planning discussion with your advisor regarding the best place to put your savings for short or

long-term means. For this scenario, let’s assume your short-term planning needs have been taken care of and you’d like to focus on investing for long-term savings.

Regarding Real Estate

There are two elements to consider with real estate investment. First, there is the decision of whether you want to be a landlord or not.

At the end of the day, every investor wants to see that the return on their hard-earned savings is the best it could have been and that they are making the right decisions.



*All tax and accounting services provided by TMFD Professional Corporation, Chartered Professional Accountants

The demands of being a landlord are often overlooked, and real estate investors should be very aware of the amount of work this role entails before purchasing a property. In most situations, rental income covers the mortgage and property expenses; essentially, someone else is paying for your investment while it appreciates in value. However, net cash flow remains break-even or worse for many years until the mortgage is greatly reduced or gone.

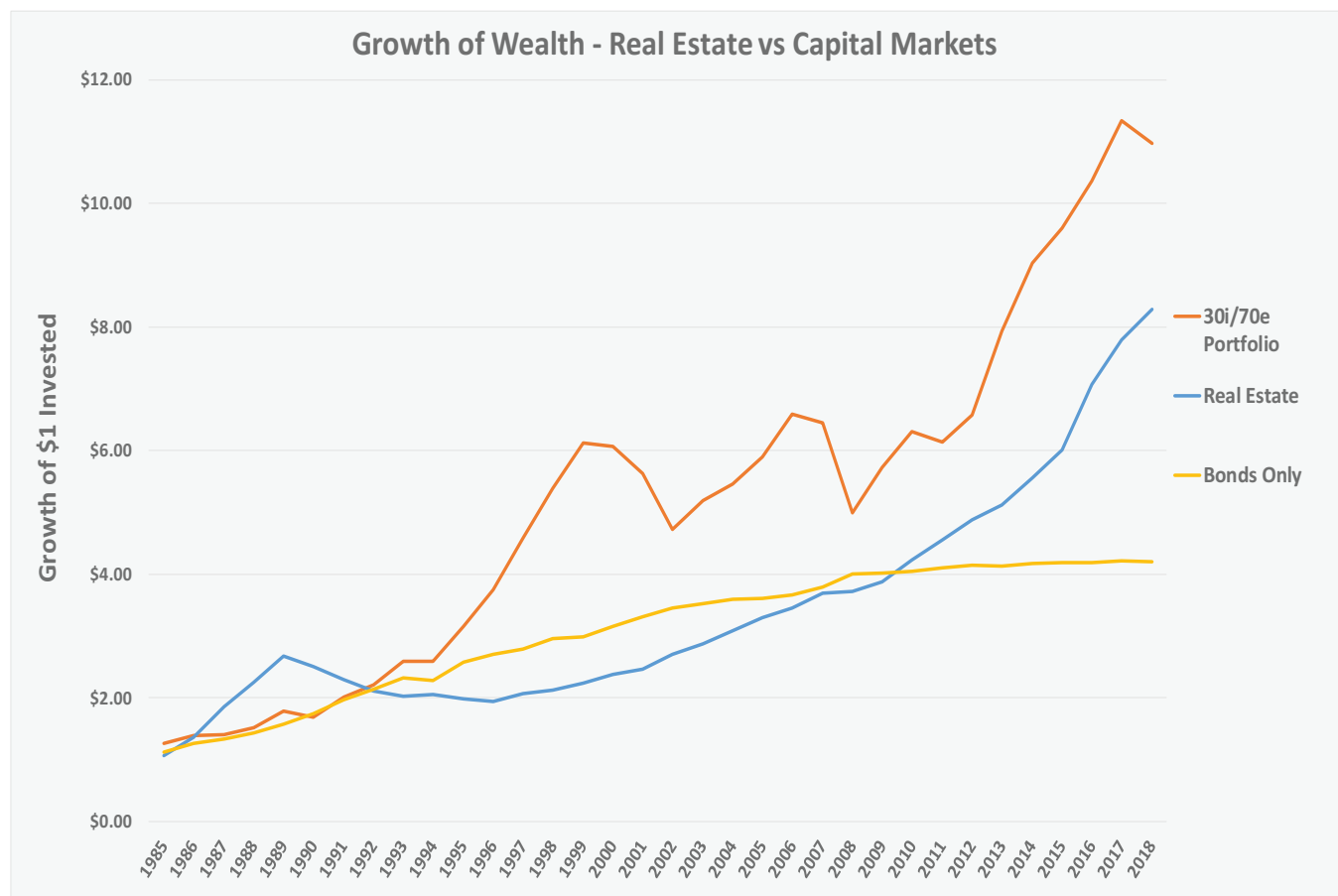
The other element is lack of liquidity. Real estate should be purchased with the intention to hold on for quite a few years. In the end, it can take weeks or months to sell property, and the transaction costs can significantly erode any gains. Therefore, real estate should be viewed as a long-term investment.

Considering Capital Markets

Capital markets offer an investment arena that requires far less work, capital, or down payment.

However, the variety of investment options in the marketplace can be overwhelming. It's difficult to be sure you are making the right investment choice without a trusted advisor to help navigate the different options available and select the best course of action.

At the end of the day, every investor wants to see that the return on their hard-earned savings is the best it could have been and that they are making the right decisions. The graphic below compares the performance of a balanced portfolio



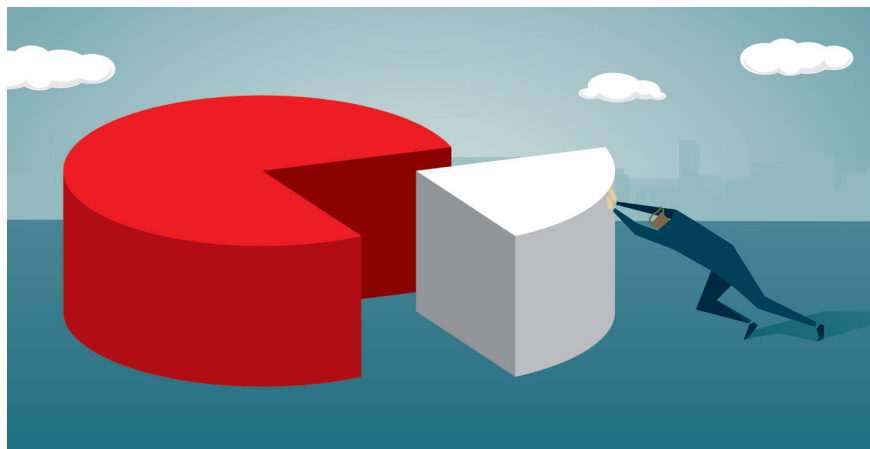
The above 30% income 70% equity portfolio is a blend of the following indices: FTSE World Gov't Bond Index 1-5 years (hedged to CAD \$), MSCI EAFE plus Emerging Markets Index (gross div.), S&P/TSX Composite Index and Russell 3000 Index. Real Estate prices from Toronto Real Estate Board (www.treb.com).

in the capital markets vs. real estate in the Greater Toronto Area (GTA) from 1985 to 2018.

History shows the returns from both real estate and a balanced capital portfolio have done very well, certainly much better than a bond portfolio (which demonstrates that being too conservative can limit overall growth). At times, one has outperformed the other. However, the results show that between 1985 and 2018, capital markets have clearly outperformed GTA real estate.

Coming to a Decision

If one had been lucky enough to invest in capital markets from 1985 to 2000, then switch to real estate from 2000 to 2009, then back to capital markets until 2018, it would have maximized investment returns. However, an accurate guess on these wholesale changes in advance would be nearly impossible. The best advice we can give to build net worth in a smart and controlled



The best advice we can give to build net worth in a smart and controlled manner is to avoid putting all eggs in one basket.

manner is to avoid putting all eggs in one basket. Instead, diversify across all investment selections, both real estate and capital markets. Further, broaden your horizons with each type of investment, such as holding stocks and bonds across many countries, or buying real estate in multiple geographic

locations.

Finding the right investment solution will vary depending upon individual circumstances. Ensure you have conversations with your advisor about the best options for your hard-earned savings towards short and long-term goals. Contact us anytime at info@tmfd.ca.



JOSH BELLIVEAU CFP

A member of the TMFD Financial team since 2009, Josh believes in providing sound financial advice to clients by taking in their entire personal and professional picture. This includes investment analysis with a focus on proper risk exposure, tax minimization strategies, retirement planning, and estate planning centered on minimizing estate tax and transfer to next generation. Josh's commitment is defining and achieving client goals in the best way possible while growing a lasting and beneficial relationship.

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TMFD PRACTICE COACHING

TMFD Financial provides a framework for broad-based service delivery--accounting, financial planning, insurance and dental coaching--that best meets the needs of dentists and their families. As the lives of dentists become more complex, they look for collaboration and advice from our diverse group of professionals. Over the years, our dental coaches have proven to be a valuable addition to TMFD's integrated services, demonstrating a history of success.

RECRUIT YOUR REPLACEMENT

By Dale Tucci



"TMFD Financial offers a Recruit Your Replacement (RYR) service for dentists looking to

transition. Our service is tailored to achieve the client's succession plan. This TMFD Financial service offering is designed to recruit a purchaser who shares the philosophy and values of the transitioning dentist, as well as, the agreed upon sale price, transition plan and time line of the owner. Call us to discuss your transition."

Coaching Success

TMFD's Coaching team offers decades of experience in increasing hygiene and doctor productivity, controlling downtime by managing clinical supply and demand, increasing case acceptance and new patient flow, managing supplies and related costs as well as developing necessary and effective HR protocols. Our team has developed a cost effective and efficient IPAC program designed to simplify the implementation of the current infection control standards and to assist practices in becoming compliant.

As our financial team monitors the business health of your practice, we continually see opportunities to increase cash flow. TMFD's proprietary *Dashboard Analysis* allows us to tap into your practice data to analyze the key drivers of your business against industry norms. A dental coach can provide invaluable outside perspective, to identify weak spots, outline a vision, set tangible goals and give dentists the tools to increase their cash flow and subsequently the overall value of their practice.

TMFD Financial is proud to introduce our team of Practice Management Coaches, who will guide your team through significant development to increased success.

Kimberley Mizener



Dental Practice Management Coaching Leader

Kim Mizener joined TMFD as the lead

coach after 15 years of experience managing and growing dental practices. Previously, Kim served as Director of Human Resources and Administration, and holds a BA Honours degree as well as a post-graduate diploma in Human Resources Management.

Kim is highly motivated, results driven, and a creative problem solver. Her focus is on developing growth strategies in the dental market. Her varied dental background includes all aspects of business including policy/procedural development, marketing and business strategies, staff recruitment/training, and budgeting/fiscal management.

Meghan Savoie RDH



Dental Practice Management Coach

Meghan is a Registered Dental Hygienist and the clinical expert on our practice management team. Meghan has practical experience working in offices as a Dental Hygienist throughout Ontario and is skilled in both the clinical and business aspects of a dental practice.

Meghan excels in leading clinical teams to optimal patient care, superior customer service and increased treatment acceptance. She possesses a keen understanding of technology in dentistry and is constantly researching the most current science and products available to improve her clients'



Dashboard Analysis

1. Production: Hygiene Visits \$110,000

(Potential increase in revenue.)

practice. Meghan has designed and implements our cost effective and efficient Infection Prevention and Control ("IPAC") Program. The IPAC Program simplifies implementation of current infection control standards and will assist your practice in becoming compliant with the requirements of Ontario Public Health.

Mari Lepa



*Dental Practice
Management Coach*

Mari has almost four decades of experience in growing dental practices to their full potential, by organizing and streamlining operations for optimal productivity and patient satisfaction. Under her leadership, each practice she managed grew and maintained positive community and online reputations and significantly increased production and new patient flow.

Mari understands that successful practices are built on successful relationships and that clear communication is key to growing these relationships. Mari has mastered verbiage and protocols designed to empower the team

while allowing the patient to confidently accept treatment and make referrals.

Tracy Klander



*Dental Practice
Management Coach*

Tracy Klander supports the coaching division and continues to

provide a wealth of experience to dental professionals. With more than 20 years of consulting in Canada and the United States, her knowledge of dental practice management software is a proven asset in facilitating the implementation of practice enhancement strategies. Dentists and team members enjoy her calm, friendly demeanour and she continues to meet or exceed client expectations.

Varun Korgaonkar BE MS



*Dental Practice
Management Systems
Analyst*

Varun completed his master's degree in User-Centered

Design Engineering from the Florida Institute of Technology,

and has worked in the field of human-computer interaction, to better design systems that effectively convey the meaning of the information presented.

Varun develops and prepares the TMFD *Dashboard Analysis*, an effective tool at retrieving data from practice software and analyzing it for growth opportunities. As free practice cash flow increases, so does practice profitability and practice valuation, creating greater financial gains for the dentist and family.



TMFD Practice Coaching

At TMFD Financial, we believe that by working together, it is possible to achieve extraordinary results. Our practice coaches provide the insight and confidence to boost your practice and your bottom line. Please contact us at info@tmfd.ca for an initial no-obligation consultation to find out how the TMFD Practice Coaching team can improve the success of your dental practice.

TMFD **Financial**

Helping dentists
build wealth

Accounting* | Planning | Coaching

*All Tax and Accounting services provided by TMFD Professional Corporation, Chartered Professional Accountants

Tax* and Financial Planning
Incorporation and Practice Transition
Practice Management
Payroll and Accounting*
Insurance Planning
Retirement Planning
Wealth Management
Estate Planning

For over 30 years, TMFD Financial has been providing dentists and dental specialists with complete tax* and financial solutions. We work with new graduates, associates, established dentists and dentists transitioning or in retirement.

We are proud to be leaders in the industry, but our client's satisfaction is our truest measure of success. To all of our clients,

“THANK YOU FOR PLACING YOUR TRUST IN US.”

*All tax and accounting services provided by
TMFD Professional Corporation, Chartered Professional Accountants

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Dr. Tony Mancuso, D.D.S. (Welland)

TMFD has given me a comprehensive plan all under one roof — very detailed with tax efficiencies for both my Canadian and my US holdings. It was nice to have both the accounting and investment strategies all under one roof with one point of contact. TMFD is working with the dental team to increase the efficiency of the hygiene department and also better track our treatment acceptance. This overall benefits cashflow.

TMFD has amalgamated both the personal and professional sides of my life especially my exit strategy—making it more crystallized with wills, insurance and estate planning strategies.

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Dr. Michael Diston, D.D.S. (St. Catharines)

I wish I had been introduced to the specialists at TMFD years ago. A self-proclaimed do-it-yourselfer, I was happy to struggle with the learning curve to understand tax strategy, incorporation, partnerships and cost sharing schemes, amalgamations, mergers and more. After-all, who was I to trust with my business and livelihood? Who was as invested to look out for me, but me? Well, the answer is the team of specialists associated with TMFD.

TMFD is an organization, built around understanding the needs of dentists, and committed to mutual satisfaction and success of dentists; their practice life, their financial health and their families. I have been a client of TMFD for just over a year. It feels a lot longer than that. It is because I feel like I have a coach in my corner, and team-mates who want the best for me, my practice and my family. Make the call.

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Book your complimentary consultation today | www.tmfd.ca | info@tmfd.ca | (844) 311-8633