

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

Advisors have made a very tangible difference in the lives of Canadian investors.

Building your wealth

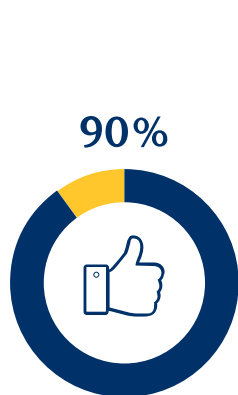
Investors who work with an advisor have been shown to have almost 4 times the assets of investors who don't work with an advisor over a 15-year period. And, despite the prevailing opinion that advisors only work with the wealthy, the majority of Canadian investors had investable assets of under \$25,000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

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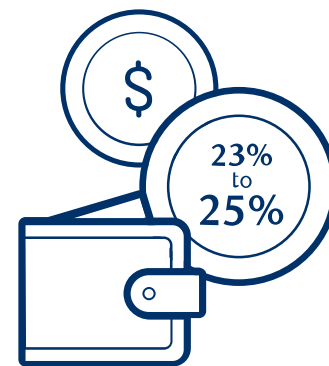
Advisors have made a very tangible difference in the lives of Canadians from all backgrounds and levels of wealth. Here are a few examples of what that difference can look like.



Number of Canadian mutual fund and ETF investors who are satisfied with their advisors¹



Increase in retirement savings that clients who work with an advisor could see²



Increase in retirement consumption that clients who work with an advisor could see³

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

² Source: Saving for the Future, IFIC, 2021

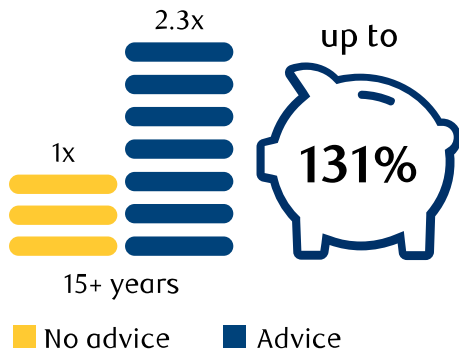
³ Source: Saving for the Future, IFIC, 2021

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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