BANNATYNE WEALTH
ADVISORY GROUP

Passionately Client Focused

WELLINGTON-ALTUS
PRIVATE WEALTH

We support clients through good times and bad, helping them achieve more than they ever thought possible.

At Bannatyne Wealth Advisory Group, our primary goal is for you to feel confident and assured, knowing your financial well-being is in good hands and that you can focus your energy on the things that matter most to you.

This is why we do what we do. Don’t take our word for it.

I’ve been dealing with Bannatyne Wealth Advisory Group for over 20 years. They are the genuine article. They’ve delivered on everything and more. What I appreciate most about them is the way they work with me as a client. When we first started our relationship, they listened very carefully to what my investment goals were, then developed a plan to achieve those goals. As my needs changed over the years they continued to listen and adjust the investment plan as needed. It’s not just about the money and finances for them. It’s about developing and engaging in a life-long relationship. That’s what I value most about them.

— Robert B.

We have worked with Dave for over 25 years. From growing our portfolio to transitioning to de-accumulating our investments, Dave and his team have provided a seamless experience. We know that they are looking after us. The value they have added in the management of our portfolio has been immeasurable. From minimizing volatility and taxes, to maximizing our income and growth, we wouldn’t be where we are today financially without the stewardship from Bannatyne Wealth Advisory Group. We couldn’t recommend them highly enough!

— Don + Marjorie S.

When Dave and his team left TD it was a bit of a shock, but we didn’t realize the enormity of how we would feel until days later. We interviewed another TD advisor thinking we would like to stay with TD but that did not work out. We transferred to RBC after interviewing a couple of other big bank advisors and soon found out that the service, care, and attention Dave and his team provide were unparalleled. We couldn’t transfer back to Bannatyne Wealth Advisory Group fast enough. We are grateful to be working with them again and can honestly say that the experience and service they provide is exceptional.

— Dawn + Adam B.

WHAT WE OFFER

The relationship we establish with you is the key to offering tailored wealth strategies that help meet your short and long-term needs. This all starts with our team gaining a deep understanding of your values and vision of success. A key component of this process is reviewing the financial decisions you have made over the years, the goals you have set for yourself in the years to come, and the ways in which these goals reflect what is important in your life.

Our Process

- Review all facets of your current financial picture and identify opportunities for wealth preservation and growth, tax-efficiency, income generation, and estate planning
- Create a custom, robust wealth plan that is accompanied by an action plan and timeline
- Present and implement investment strategies that align with your wealth plan, investment objectives, time horizon, and risk appetite
- Collaborate with the Advanced Wealth Planning Group to ensure everyone on your professional team is on the same page with regard to your goals
- Monitor your portfolio on an ongoing basis and rebalance as necessary
- Keep you informed of your financial progress through regular meetings/touch-points

You + Your Family

Your Personal Relationships	Cash Flow Planning
Saving For Large Purchases	Children's Education

Lifestyle Protection

Longevity Solutions	Critical Illness Insurance
Life Insurance	Disability Insurance
Survivor Income	Managing Your Investments
Powers Of Attorney	Tax Planning
Creditor Protection	Company Pension Options

Wealth Planning

Estate Planning	Wills And Trusts
Charitable Giving	Buying Or Selling A Business
Family Wealth Conversations	Vacation Property Succession

David Bannatyne, BA Hons., CIM
Senior Portfolio Manager, Senior Investment Advisor

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- I'm a Chartered Investment Manager (CIM®)
- My industry experience dates back to 1997
- I believe in practice management over product and sales
- Football is my other passion
- I'm married and a proud father to three boys (and two Dachshunds, Hugo + Tilly)
- A key element of my business is listening first, and communicating openly and honestly with clients

Susannah Law, B.Comm, CFP®
Investment Advisor

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- I'm a CERTIFIED FINANCIAL PLANNER® professional among other industry designations
- I joined the industry in 2010 fresh out of the University of Victoria with my B. Comm degree
- I take a special interest in educating and empowering our female clients to be in control of their financial future
- I studied in France for a semester in university and nurtured my love for fashion and finance
- I also love reading and have a passion for travel
- Outside of work you can find me walking my two English bulldogs (Samantha + Tudor), golfing, or skiing

Sarah Keller, BBA
Associate

403.230.6863
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- I earned my BBA degree from Mount Royal University
- I've been in the industry since 2015 and started on the front lines as a bank teller in 2010
- In my spare time, I enjoy wining and dining with friends and family, gardening, or watching a binge-worthy TV series
- When I need a break from the weather in Calgary, I head for the sunny south with my husband
- My husband and I are expecting our first baby in June 2023!

Becky Forth
Associate

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- I have been in the finance industry since 2003 where I started in banking as a teller, and have gained experience in different facets of the industry over the years
- I have two amazing rescue dogs and a passion for animals
- I love to run (with my dogs, Dasha + Kyla!), play softball, golf, and go camping in the summer
- I love to watch the Blue Jays and go to games whenever possible while I'm visiting family back in Ontario
- I've been in the customer service industry for a long time and always want to make sure I do my best to answer your questions and help with your needs – I'm here for you!

Knowing that your investments are being managed by a professional who truly understands your financial goals means you can devote more time to what's important to you.

Our discretionary portfolio management offering allows you to devote more time to what matters most to you by handing the day-to-day investment decision making to our team.

As a Chartered Investment Manager, David is qualified and responsible for building and managing your investment portfolio while upholding an obligation to put your interests first. Your portfolio will be actively managed based on your Investment Policy Statement and asset allocation while focusing on effective risk management. The benefit of discretionary portfolio management is that our team can act quickly to sudden opportunities without waiting for your approval.

Your Investment Policy Statement (IPS) is the foundation that outlines our investment relationship and serves as a reference to help ensure you're on track to achieve your goals.

Investor profile

Exactly what type of investor are you?
We take into account your age, financial circumstances, investment goals and experience, time horizon and most importantly, how much risk you feel comfortable taking.

Risk/return parameters

What can you expect your long-term rate of return to be? This will be impacted by the amount of risk you're willing to take on.

Asset allocation

What percentage of your investment portfolio should be allocated to cash, fixed income, equities, and alternative investments?

Accountability

How does your portfolio return compare to your Investment Policy Statement?

The key to managing a contemporary portfolio in the current environment is in the clarity of the investment process.

Let us help you establish yours.

Our investment approach

- Adhere to an asset allocation methodology grounded strategically but managed tactically when required
- Leverage diverse thought leadership from internal and external sources
- Invest in dividend growth companies which not only can add to your overall investment return, but have the potential to outperform the broad market in the long term
- Incorporate alternative investments which can help enhance diversification through reduced correlation to equities, bonds, and cash, while reducing market volatility

The outcome

01 Focused on client goals

02 Reduced volatility

03 Consistent returns

04 Enhanced asset allocation

05 Proper diversification

Our client's well-being is our highest priority. We thoughtfully and consistently work hard to elevate your experience and strongly believe in doing the right thing as opposed to the easy thing. Our strength lies in the fundamental principal of "good enough, is never enough."

Our clients can expect:

- Same day guaranteed return call during business hours (7:00 am - 4:00 pm)
- Regular service calls to provide market updates and share any pertinent account-related information
- Annual meetings (at minimum), to review your portfolio and wealth plan, ensuring you're on the right track
- Monthly statements
- Regular email communications including market updates, deadlines + reminders, and account and investment related updates
- Invitation to webinars and client events
- Annual tax package including Realized Gains & Losses report, Foreign Property report, tax slip checklist, and any other necessary documents to assist with your tax filing
- Liaison with your professional team (i.e. Accountant, Lawyer, Banker) to provide documents and communications, upon request
- Registration for online account access to MyPortfolio+
- Facilitate movement of funds to/from your bank account
- Ensure client confidentiality and security by verbally confirming all instructions

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