



MACKENZIE
Investments

INVESTOR GUIDE

MACKENZIE
PRIVATE WEALTH
COUNSEL



A complete wealth management service



As a high net worth investor,
we appreciate that you have
complex needs.

Mackenzie Private Wealth Counsel
is dedicated to serving affluent
individuals and their families by
providing a deeply personalized
wealth counselling service to
households with \$500,000 and
more in investable assets.

Your wealth management team

A specialized team of professionals, Mackenzie Private Wealth Counsel is uniquely familiar with the needs of affluent investors.

We support your advisor's efforts to create an optimal wealth management solution specifically tailored to meet your needs.

Effective, comprehensive wealth management

Asset management solutions, tailored to you

We offer a choice of two different managed portfolio services:

Portfolio Architecture Service

In the Portfolio Architecture Service, you and your advisor establish your investment objectives, attitude towards risk and your time horizon.

We then work with your advisor to craft a tailored portfolio solution for you, and monitor and rebalance your portfolio, as necessary, to ensure your financial strategy stays on track.

Open Architecture Service

In the Open Architecture Service, you and your advisor work solely together to construct your portfolio.

We then implement those portfolio decisions and provide administrative services, including:

- Monitoring based on parameters established by you and your advisor
- Quarterly consolidated reporting and performance measurement

Tax and Estate Planning

As a Mackenzie Private Wealth Counsel client, you have access to a complimentary, personal Tax and Estate Summary Report*. This comprehensive report contains information on the tax implications of investment activities, potential strategies to reduce your tax bill, preparing a will, creating a power of attorney, a general discussion of your insurance needs, and much more.

Philanthropic Planning

Many high net worth investors consider philanthropy to be an integral part of their wealth management plan. We can help you meet your philanthropic goals through the Mackenzie Charitable Giving Fund, a donor advised charitable giving program that combines potential tax benefits with the ability to support your favourite charities now and in the future.

*This should not be construed to be legal or tax advice, as each client's situation is different. Please consult your own legal and tax advisor.

Consolidated household solutions

Your investment solution can be developed at the individual or consolidated account level. Consolidation allows asset allocation, tax planning, monitoring and client reporting to be performed on a household level. Most household accounts are considered in aggregate and a coordinated strategy is developed across family accounts.

Once your overall asset mix is determined by your advisor, Mackenzie Private Wealth Counsel will make suggestions to your advisor as to how the asset mix could best be allocated across individual family accounts to help minimize taxes and build family wealth.

Your consolidated portfolio is monitored at the household level to manage risk across eligible family accounts. On a quarterly basis, households receive a single statement which presents a family's entire Mackenzie Investments' portfolio at a glance.

Institutional style investment management

Assets in Mackenzie Private Wealth Counsel are managed using rigorous techniques similar to those employed by institutional investors such as pension funds.

A successful institutional investor has a clear definition of what they are trying to achieve, and a means to assess if those objectives are being met.

Mackenzie Private Wealth Counsel uses a similar approach to benefit investors.

The table below outlines the techniques of successful institutions, and describes how Mackenzie Private Wealth Counsel applies similar practices, on behalf of private investors.

	Institutional Investors	Mackenzie Private Wealth Counsel
Determine Investment Objectives	Have clearly defined goals, setting forth exactly what they are trying to achieve and how they plan to go about doing it.	Determines a strategic asset allocation for each individual account or across consolidated family accounts to match your stated investment objectives.
Clearly Documented Strategy	Document investment strategy in a formal Investment Policy Statement to define the asset mix and identify the responsibilities of various parties that make investment decisions.	Clearly documents the guidelines covering the management of your account in a comprehensive Investment Policy Statement to govern the overall investment strategy.
Asset Allocation	Build a multi-manager asset allocation model based on the investment goals of the investor.	Creates asset allocation models to meet the broad range of investor's needs, risk tolerance and circumstances.
Monitoring	Establish investment committees who decide when to rebalance.	Monitors portfolios according to established parameters to manage risk.
Performance Measurement and Reporting	Implement standards and practices to measure and report investment performance.	Provides quarterly reports including market commentaries, transactions, portfolio holdings and performance reporting with comparison to industry benchmarks.

Eight reasons to consider Mackenzie Private Wealth Counsel

1 Completely tailored portfolio solutions

While many wealth managers offer limited, off-the-shelf investment solutions, Mackenzie Private Wealth Counsel helps your advisor develop portfolio solutions that are specifically tailored to meet your unique needs and objectives.

2 Professional money management

Our team of professional investment managers have been objectively selected and recommended to your advisor based on their expertise and strong track record of performance. Mandates cover most major asset classes, geographical regions and investment styles.

3 Risk management

We know that investors have a wide range of attitudes towards risk and reward, and construct each individual and family portfolio to correspond to their personal risk profile. Portfolios are monitored on a regular basis to help make sure your asset mix continues to reflect your objectives and, most importantly, your risk profile.

4 Lower costs

Mackenzie Private Wealth Counsel clients have access to special series of Mackenzie Investments' funds reserved for high net worth families and institutions – at preferred pricing. And all else equal, lower costs mean higher returns.

5 State-of-the-art reporting & communication

We keep you well informed every step of the way with clear, easy-to-understand reporting. Each quarter you'll receive a comprehensive report that includes market commentaries, a record of transactions, portfolio holdings and performance, available on an individual account or consolidated household basis.

6 Comprehensive & convenient tax reporting

At year end, we provide a comprehensive tax package to clients with non-registered accounts. The Mackenzie Private Wealth Counsel tax package contains household tax information conveniently in a single envelope.

7 Web Account Access

Mackenzie Private Wealth Counsel provides secure and easy web access to account information, where you can verify daily valuations and view transactions, account activity, quarterly performance and quarterly statements. Accounts can be viewed on an individual or consolidated basis.

8 Superior tax efficiency

A key element of building and retaining wealth is tax-efficient investing – minimizing taxes. Wherever possible, both the Portfolio Architecture Service and Open Architecture Service make use of Mackenzie Corporate Class funds to minimize the tax you pay.

Take the next step

Your financial advisor is the key to a successful wealth management program.

Talk to your advisor about how Mackenzie Private Wealth Counsel can help you and your family.

Each corporate class fund constitutes one or more separate classes of shares of Mackenzie Financial Capital Corporation or Multi-Class Investment Corporation. Each corporate class fund issues shares and uses the proceeds to invest in a portfolio of securities based on its investment objectives. However, it is the corporation as a whole that is liable for the expenses and liabilities of its corporate class funds. Therefore, if a particular corporate class fund was unable to pay its expenses or satisfy its liabilities, then the corporation of which it is a part would be required to pay those expenses or satisfy those liabilities from the assets of its other corporate class funds, causing the value of an investment in these other corporate class funds to decline.

Mackenzie Investments developed the Mackenzie Charitable Giving Fund program with the Strategic Charitable Giving Foundation, a registered Canadian charity. Donations under the program are irrevocable and vest with the Foundation. The information is general in nature and is not intended to be professional tax advice. Each donor's situation is unique and advice should be received from a financial advisor. Please read the program guide for complete program details, including fees and expenses, before donating.

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments and the use of an asset allocation service (such as the Portfolio Architecture Service or Open Architecture Service). Please read the prospectus of the mutual funds in which investment may be made under the asset allocation service before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.



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