



# Efficient Wealth & *How to Achieve It.*

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Our Mission: to maximize our client's economic wellbeing through the attainment of **Efficient Wealth**.

# Efficient Wealth & How to Achieve It

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This whitepaper outlines the building blocks that are necessary to achieve Efficient Wealth. Before outlining how to achieve Efficient wealth, it is necessary to take a moment to define it.

## Let's start by breaking the term apart into two words:

Efficient is an adjective that means something is being utilized effectively while minimizing time, effort and expense.

The word wealth likely means different things to different people. For some, Wealth may mean significant financial fortune, prosperity and affluence. For others, wealth may mean the happiness that is drawn from being surrounded by family, friends, children or grandchildren. Others may see wealth as privileges or power achieved through status. Granted, all of these views have merit and they may be contributors to a person's overall wealth. For the sake of simplicity, this document will define wealth with an emphasis on the economics. We'll define wealth within the constraints of possessions and material resources.

Efficient Wealth is the art of ensuring that a person's financial resources and valued possessions are managed in a way that considers all practical options towards achieving the best possible short-term and long-term results.

It is worth noting that most wealthy people do not consider themselves wealthy. They are most often humble about their achievements and feel that their success is a modest result of their efforts. The truth is that the vast majority have taken significant risks, they have worked long hours and they have gone through some turbulent times to get where they are. The successes they enjoy come from hard work and heavy lifting.

That is one of the reasons we believe so strongly in helping them achieve Efficient Wealth. They have earned it.

## Step 1: The Right Focus

“The hardest thing in the world to understand is income tax”  
- Albert Einstein

At Vantage Wealth we believe the right focus is on tax driven strategies. Strategies that not only reduce or eliminate tax personally or corporately but work in conjunction with our investment plan for the creation of Efficient Wealth. At Vantage Wealth we pride ourselves on our unique ability of developing plans which utilize both time tested as well as new and creative tax strategies to assist you not only today but in the future. These strategies include but are not limited to the following:

- **Tax efficient distribution of profit:**

Since profits are sourced from either an operating or holding company, the tax implications can often be harsh. This burden can often be lessened by giving full consideration to available investment structures, corporate design, tax breaks or relevant financing.

- **Retirement planning for owners and shareholders:**

Our retirement strategies help business owners efficiently diversify assets, which creates a better balance and reduced financial risk for both the shareholder and the business. We help business owners at various stages of the business and life cycle build effective and efficient retirement strategies. In our experience, the earlier that is done, the better the options at retirement.

- **Contingency planning:**

Preparing for the unexpected helps ensure shareholders or their families receive fair value in the event of their disability or death while helping to ensure the survival of the business for the surviving owners.

- **Succession and Intergenerational transfer planning:**

Because most successful entrepreneurs have built their businesses from the ground floor up through their talents, drive, and determination they

tend to believe no one can run their business as well as they do. They also tend to be very involved in the day to day operations and take little time to consider the inevitable transition that will occur down the road. Part of our process involves working with the client to develop a strategy for the future transitioning or sale of the business. The process involves analyzing the financial, lifestyle and personal side of selling a business. Although this process typically evolves, the process gives the client and their family a sense of comfort.

- **Creditor Protection:**

Building and owning a business involves taking certain risks, both financial and personal. While some of these risks cannot be mitigated, some can be greatly reduced or eliminated through proper planning.

## Step 2: The Right Stuff

Having the proper mix of assets within your personal and corporate investment portfolio is essential in achieving Efficient Wealth. Bringing creative investment strategies to the table, ones that combined with the tax efficiencies created in our early planning in step one, can work to create a formidable weapon in the achievement of Efficient Wealth. Our creative investment approach is enhanced by our years of experience and the wisdom gained over those years.

## Step 3: The Right Team

For years Vantage Wealth has worked diligently on the development of strategic relationships. We partner with exceptional tax specialists to assist in the achievement of Step 1 - The Right Focus. We consult and gather insights and advice from leading money managers throughout the world leading to the actualization of a plan to achieve Step 2 - The Right Stuff. When these steps are combined with our professional collaborations at banks, insurance companies and with leading edge lawyers we have created a powerful team. This collaboration reinforces the professionals at Vantage Wealth in helping you achieve Efficient Wealth. When The Right Team works in conjunction with our client's existing advisors, a circumstance we have both encouraged and fostered, an environment is created that ensures that any decisions made will complement each other and produce the desired results.



## Step 4: The Right Process

As is the case with any professional, having the right tools is only part of the solution, in order to be truly efficient in the work that we do on behalf of our clients we need to ensure that these tools are applied correctly through the use of a proper process. A process that is both interactive and unique to each individual client. A process without time constraints allowing you to clearly articulate what you want to achieve. At Vantage Wealth our process is ongoing as we look to build client relationships for life. There are no cookie cutter solutions. Each client situation is looked upon with the objective to clearly understand their unique set of circumstances and what they are trying to achieve. We believe financial planning is an ongoing and ever evolving process. Our commitment to the planning process and the resulting follow-through is one we know is unique in the world today.

## Summary

Four essential steps are necessary to help achieve the most out of the wealth you have worked hard to achieve.

These strategies are:

- The Right Focus: Tax Driven Planning and Creative Tax Solutions
- The Right Stuff: Maximizing Investment Returns
- The Right Team: Professional Collaborations
- The Right Process: Planning for Life

The first step is to define your future goals and aspirations. They can be anything from building a cottage retreat, an annual vacation, making charitable contributions, estate planning or leaving a legacy. Once the target is set, the best way to achieve those goals is to “set the compass” on the path to efficient wealth through the above 4 steps.

At Vantage Wealth, we welcome the opportunity to help you set your compass and create your roadmap to getting there.



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