

What We Can Do for Physicians

WHO IS MD FINANCIAL MANAGEMENT?

MD Financial Management (MD) is the only national financial services firm dedicated exclusively to the financial well-being of Canada's medical students, residents and physicians and their families.

WHAT CAN MD DO FOR PHYSICIANS?

We help our clients reach their investment goals based on who they are as a person, not just as a client.

We administer \$50 billion* in assets on behalf of more than 100,000 clients with over 50 offices across Canada.

WHAT VALUE CAN MD PROVIDE PHYSICIANS?

At MD, we are invested in physicians. With 50 years of experience supporting physicians at every step of their

careers — from medical school through retirement and beyond — we anticipate physicians' needs, understand their challenges and appreciate their expectations.

Having the right options available means physicians can find the financial solutions that work best for them. Through the Scotiabank Healthcare+ Physician Banking Program, MD also offers tailored banking solutions to help meet their personal and professional needs throughout their entire career.

MD Financial Management is proud to partner with many leading Canadian medical associations. Together, we work to support Canada's physicians and to share expertise, resources and insights with the greater medical community.

WHAT PHYSICIANS SAY...

"I feel like my finances are all over the place."

"I need to start saving for my children's education."



Financial management

WHAT WE CAN DO

An MD Advisor can help physicians **establish personal financial goals** based on what is most important to them and develop a plan to help achieve those goals through MD's services and the Scotiabank Healthcare+ Physician Banking Program.

"I don't know the difference between RRSPs, TFSA's and RESP's — which is best for me?"

"I want advice but also want to do my own trading on the side."



Investment platform and solutions

An MD Advisor can guide physicians to **choose the best investment platform** and solutions for them. MD offers a range of services, including full-service advice for clients, a low-cost digital investment service, and a self-directed online investment and trading platform.

"How much permanent life insurance coverage do I need?"

"I've heard that corporate-owned life insurance can be more tax efficient."



Permanent life insurance

MD Insurance Consultants are committed to implementing **solutions to help you build, protect and share your personal and/or corporate assets** through various tax-advantaged strategies. A financial plan that integrates insurance strategies through your Professional Medical Corporation provides a powerful way to build, protect and share your wealth.

"How do I protect against the impact of unexpected illness or death?"

"What types of insurance do I need to consider?"

"Who do I call if health or financial difficulties arise?"



Lifestyle protection products

An MD Advisor is a physicians' first stop for **information and advice about combining insurance and wealth management solutions**. After assessing their needs, MD will work closely with provincial medical association insurance Advisors to ensure that the solutions in place are tailored to physician needs.

"How can I minimize the taxes I pay?"

"What tax strategies are there for physicians in my situation?"



Tax planning

An MD Advisor (along with your own tax and legal professionals) can help physicians **find ways to minimize tax**.

MD Financial Management: What We Can Do For Physicians

WHAT PHYSICIANS SAY...	LOOK TO MD FINANCIAL MANAGEMENT FOR	WHAT WE CAN DO
<p>"Should I incorporate my medical practice?"</p> <p>"How do I make the most of my medical professional corporation while practicing, in retirement, and as part of my legacy?"</p>	 <p>Medical practice incorporation</p>	<p>An MD advisor can provide guidance on whether incorporating your medical practice is right for you and/or how to optimize your outcomes by aligning personal and corporate components in your financial plan.</p>
<p>"I don't know how much I need to save for retirement."</p> <p>"I think I might need to work past 65..."</p>	 <p>Retirement planning</p>	<p>An MD Advisor can help physicians identify goals for retirement, determine whether their retirement savings are on track, and establish a plan to ensure they are achieved in the most tax-effective way.</p>
<p>"I don't have a will or power of attorney yet.² Do I need them?"</p> <p>"I have been appointed an executor.³ What do I do now?"</p>	 <p>Estate planning</p>	<p>MD's Estate and Trust Advisors help physicians focus on estate planning, a critical but often overlooked part of financial planning. Client objectives and beneficiary situations are considered before developing a plan to maximize the value of and distribute the estate. MD Private Trust Company offers trustee and executor services (including agent for executor).</p>

Scotiabank Healthcare+ Physician Banking Program

<p>"I need to borrow for medical school."</p> <p>"What are my debt repayment options?"</p>	 <p>Credit solutions</p>	<p>An MD Advisor understands the unique challenges that students, residents, and physicians face throughout their careers. An MD Advisor can help them access credit solutions with preferred interest rates on a line of credit for students, residents and practicing physicians.</p>
<p>"I'm looking for a more competitive credit card."</p> <p>"My bank's services haven't been meeting the cash flow needs of my practice."</p>	 <p>Banking solutions</p>	<p>Physicians can benefit from a complete range of preferred personal and business banking solutions, including bank accounts, premium credit cards with travel rewards, lines of credit, and Private Banking.</p>
<p>"Can I afford to buy a house?"</p> <p>"I don't understand the new down payment and mortgage rules."</p>	 <p>Home financing</p>	<p>An MD Advisor can help students, residents, and physicians determine what they can afford and create a payback schedule to ensure they can buy the home they want while paying down medical education debt. They can find flexible solutions with preferred rates and incentives for physicians.</p>

MORE RESOURCES

Online tools and calculators	https://md.ca/tools
MD blog	https://md.ca/md-blogs
Invested MD:	
News, analysis and tips to help clients get more from their money	https://invested.mdm.ca/home
onboardMD: Resource tool for pre-medical and medical students.....	https://en.onboardmd.com
MD app	https://md.ca/features/my-md-mobile
Scotiabank Healthcare+.....	http://www.scotiabank.com/healthcare/ca/en.html

Contact an MD Advisor today.

MD.CA | 1 800 267-2332

* MD Advisor refers to an MD Management Limited Financial Consultant (Investment Advisor in Quebec) or your MD Private Investment Counsel Portfolio Manager. • ¹ Banking and credit products and services are offered by The Bank of Nova Scotia "Scotiabank". Credit and lending products are subject to credit approval by Scotiabank. Private Banking is offered to clients with a minimum of \$1 million in investable assets. • ² In the province of Quebec, a "power of attorney" is called a "procuration" or a "mandate" and a "continuing power of attorney" is called a "protection mandate". • ³ An "executor" is called a "liquidator" in the province of Quebec and an "estate trustee" in the province of Ontario. • The information contained in this document is not intended to offer foreign or domestic taxation, legal, accounting or similar professional advice, nor is it intended to replace the advice of independent tax, accounting or legal professionals. Incorporation guidance is limited to asset allocation and integrating corporate entities into financial plans and wealth strategies. Any tax-related information is applicable to Canadian residents only and is in accordance with current Canadian tax law including judicial and administrative interpretation. The information and strategies presented here may not be suitable for U.S. persons (citizens, residents or green card holders) or non-residents of Canada, or for situations involving such individuals. Employees of the MD Group of Companies are not authorized to make any determination of a client's U.S. status or tax filing obligations, whether foreign or domestic. The MD ExO® service provides financial products and guidance to clients, delivered through the MD Group of Companies (MD Financial Management Inc., MD Management Limited, MD Private Trust Company, MD Life Insurance Company and MD Insurance Agency Limited). For a detailed list of these companies, visit md.ca. MD Financial Management provides financial products and services, the MD Family of Funds and investment counselling services through the MD Group of Companies. • Insurance products are distributed by MD Insurance Agency Limited. All MD employees dealing with clients regarding insurance products hold life licences. Estate and trust services are offered through MD Private Trust Company.