Insurance

Hi all, hope everyone is keeping safe out there! As you are aware by now, the key to controlling the spread of the virus appears to be some mix of social distancing, screening and travel restrictions. Furthermore, it is helpful when nations have universal health care, provide a coordinated public health response and communicate well with the public.

Not every country has succeeded in the same way. However, as the caseload grows, it is unlikely to be sufficient to simply close borders, though that may be a necessary condition. Similarly, the virus could soon become too widespread to make comprehensive tracking and testing feasible, though this will undoubtedly remain helpful where possible. Quarantining seems like the best bet, with evidence already mounting that going half way doesn't work.

Following another volatile week in the markets, Eric Lascelles, Chief Economist, RBC Global Asset Management provided an update on the Covid-19 virus and how it has impacted our economic outlook.

Below is the full article and access to the webcast:

https://www.rbcgam.com/en/ca/article/economic-update-conference-call-with-eric-lascelles/detail

Accessed on this link - https://www.rbcgam.com/en/ca/insights/economic-webcast

Staying focused is what counts

The one thing we know for sure is that the future is uncertain. While developments surrounding Covid-19 will likely continue to dominate market movements, at times like these it's important for you to help clients focus on the principles of successful investing that have long served them well. Perspective provided within the comfort of a financial plan can help ensure they don't *move out* of their well-diversified portfolio just because the value has dropped.

Please feel free to reach out to myself and my team, if you need any further clarification or assistance with your client conversations or any other business.

Thank you!

Charu Mathur | Senior Sales Consultant - Wealth Solutions | **RBC Life Insurance Company** |**Cell: 647-281-1685**| **charu.mathur@rbc.com**

In partnership with:

Hailey Josephs | *Inside Sales Consultant, Wealth | RBC Life Insurance Company* ***| Tel: 416-777-4567 | hailey.josephs@rbc.com*** *|483 Bay Street, 10th Floor - North Tower, Toronto, ON M5G 2E7*

Kelly Neves | *Sales Support Representative****,*** *Wealth | RBC Life Insurance Company |* ***T: 416-777-5294*** *|* ***kelly.neves@rbc.com*** *|483 Bay Street, 10th Floor - North Tower, Toronto, ON M5G 2E7*

Check out our low MERs & GIFs fund profiles here.