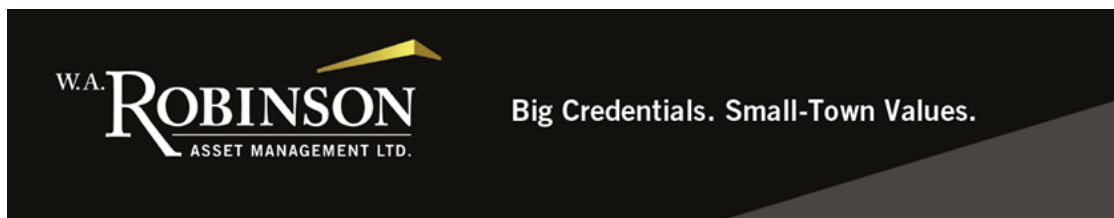


[View in browser](#)

Advisor Newsletter



Hello advisor,

Welcome to the latest W.A. Robinson Asset Management Advisor Newsletter. In this issue:

- Five things advisors should know about investors approaching their retirement years.
- Insight into Pillar Financial Services Inc., the company providing the mortgages in which we invest.
- Frontenac MIC's strong Q3 results and an updated Fact Sheet for download.

Please [get in touch](#) if you would like to know more about our offerings.

Gord



Gord Ross, CFP

Chief Sales Officer

W.A. Robinson Asset Management

gord.ross@robinsonsgroup.com

[519-495-8682](tel:519-495-8682)

Advisor Resources



Investors planning retirement on the near horizon have unique financial needs.

Retirement plans, for many, are a moving target. Those who wish to stop working in the near future bring uncertainty, worries and shifting perspectives to conversations with their advisors. It's a big step and one that needs the kind of support only a professional can offer.

We've assembled some useful facts, figures and trends about this large and diverse group of clients that may help you serve them better.

[Read the full article](#)



Q: How does Pillar Financial factor into the Frontenac MIC?

A: In perfect harmony

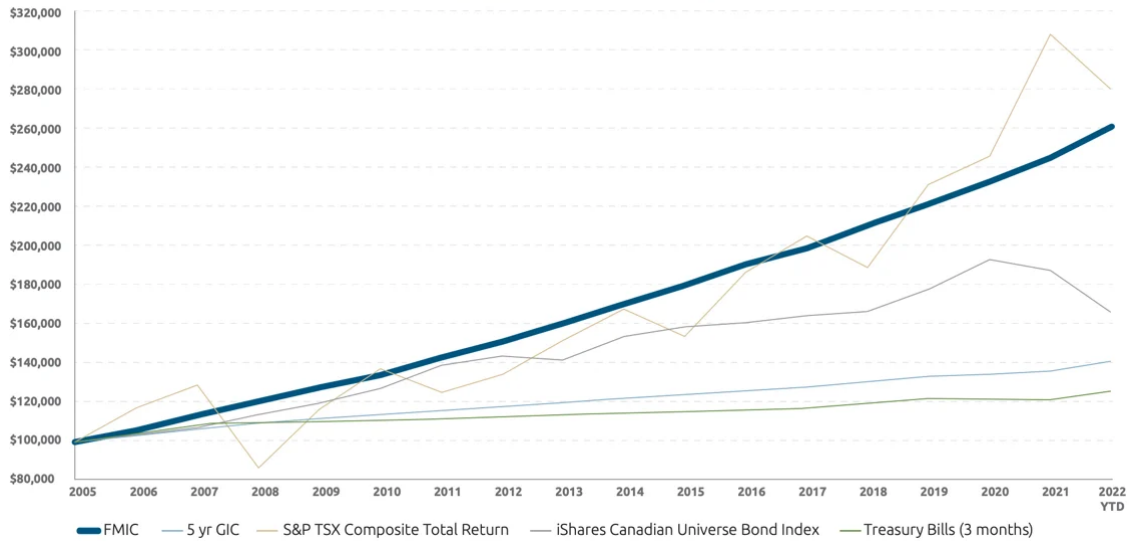
Advisors are often curious about the mortgage side of their Frontenac MIC investment. It's a good news story we enjoy telling in these economic times, and the ending just keeps getting better for investors.

For those seeking a reliable, conservative, uncorrelated performer to help insulate their clients' portfolios, we invite you to read about our finely-tuned investment model.

[Learn more](#)

Q3 2022 Performance Results

Growth of \$100,000 since 2005



Another strong quarter for Frontenac MIC

Annualized Monthly Rates of Return:

- July 2022: **6.41%**
- August 2022: **6.64%**
- September 2022: **6.55%**

Annualized YTD Rate of Return:

- **5.98%**

[Download Frontenac MIC Fact Sheet](#)

Alternative Investment News



Mortgage funds are reliable foot soldiers in hostile markets

Slow but steady, mortgage investments provide monthly income and negligible link to public markets.

Read the full article



The Pillar Channel Presents: Appraisals in a New Market

Canadian Appraiser Dan Brewer joins Pillar Financial Services' Cory Thompson to talk about the rapidly changing market, demand, values, and so much more.

Watch the video

From Sharbot Lake HQ



Advisor due diligence days, W.A. Robinson-style

We enjoyed hosting groups of advisors this summer at Sharbot Lake. While the lake is one of our favourite places to discuss the advantages of the Frontenac MIC, we're also open to a phone call. Please [contact us](#) if you would like to learn more about what we do, and how we do it.

Competency. Consistency. Care.®



[Website](#)

[Contact](#)



WA Robinson Asset Management, 14216 Road #38, PO Box 208, Sharbot Lake, ON K0H 2P0,
1-877-279-2116 x 2

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