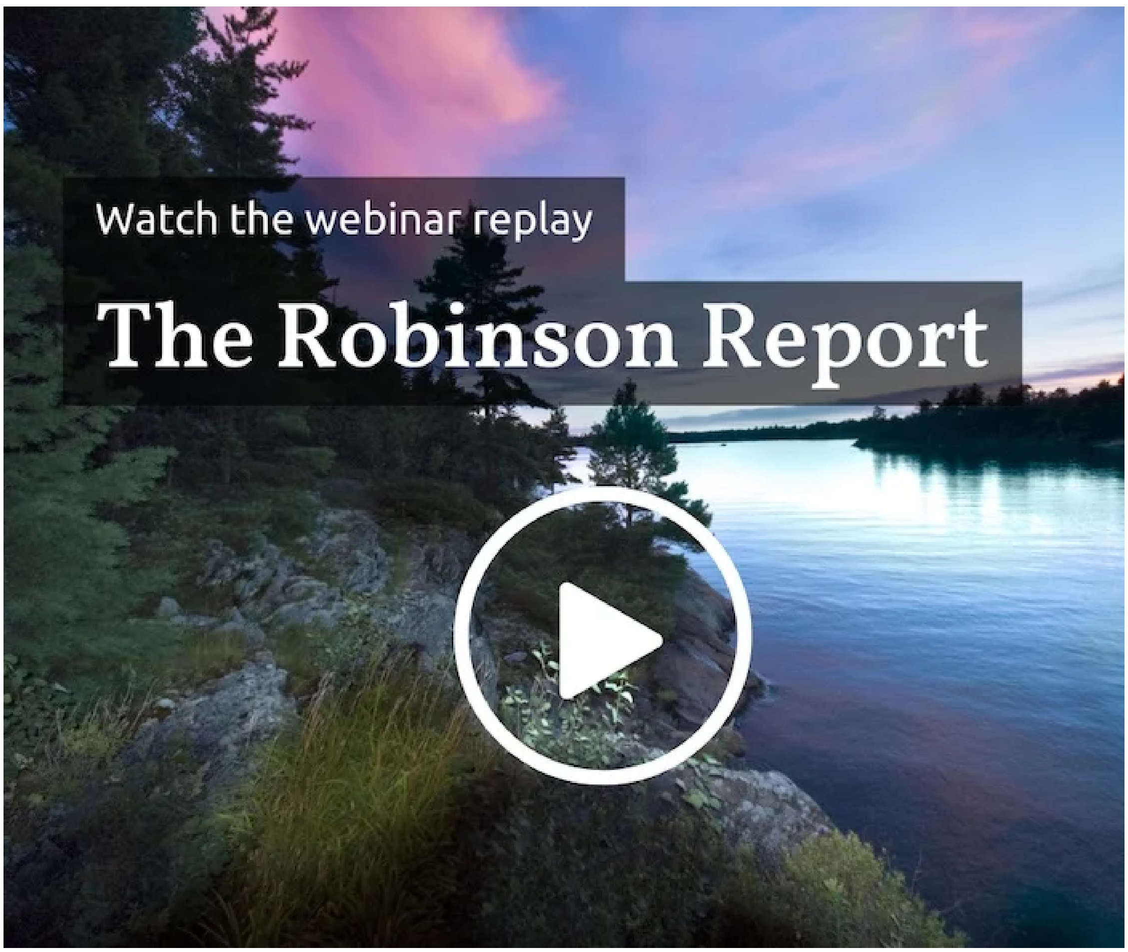
View in browser

W.A. ROBINSON ASSET MANAGEMENT LTD. Big Credentials. Small-Town Values.

Advisor Newsletter ***Summer 2022***

Mid Year Update: The Secret to the Frontenac MIC Success



Hello advisor,

Summertime at W.A. Robinson Asset Management means getting out in the great outdoors, spending time with family and friends, reflecting on where we've been—and where we are going.

That's why we hosted **The Robinson Report**, a brief webinar about how we're tracking at the midway point of 2022. We touched on the changing economic conditions, YTD performance, and outlined the secrets of success as the country's most conservatively-managed mortgage investment corporation.

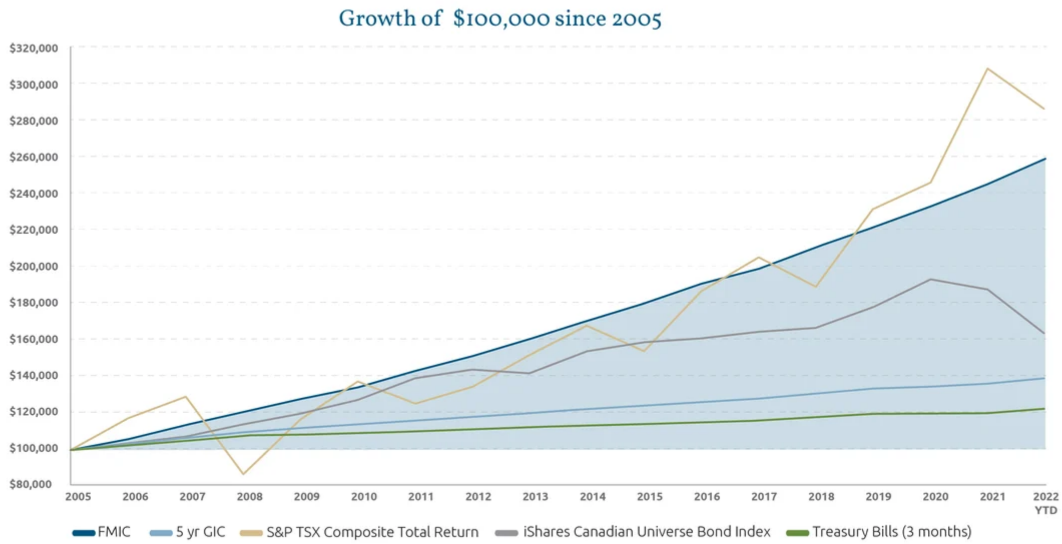
If you would like to learn more, we invite you to watch the webinar replay or read our blog post. Please get in touch if you have any questions about whether the Frontenac MIC is the right solution for your clients.

Gord

Read the full blog post

Gord Ross, CFP
Chief Sales Officer
W.A. Robinson Asset Management
gord.ross@robinsonsgroup.com
519-495-8682

YTD Frontenac MIC Performance Results



Frontenac MIC has consistently delivered annual returns between 5-6.5% *for decades*. This year will be no exception.

If you recall from our [Winter Advisor Newsletter,] we followed our management strategy and exited a large residential development when the time was right to do so, resulting in excess cash. We cautioned that, for a brief period, Frontenac MIC may dip below 5.0% in monthly returns while we found opportunities to reinvest the funds.

> *Large residential developments are no longer a part of our core investment strategy, and while we are pleased to be exiting another before the end of January, it means we are starting 2022 with monthly returns near or slightly below 5%. We expect continuous improvement on monthly returns throughout the remainder of the year as we redeploy this cash into high-quality, 1st residential mortgages in the form of new construction mortgages and/or purchases and refinances.*

Spoiler alert: It did dip, and we did reinvest according to strategy, and performance is on track once again. In fact, at mid-year, it has beat our growth expectations for 2022.

Download now

Additional Resources

The Opportunity Lens Widens for Alternative Investments

By Matt Brown, WealthManagment.com

At a time of muted expectations for more traditional assets, alternative investments provide individual investors a way to hedge against increased volatility and generate strong returns.

Read the full article

Pillar Financial on the rise of private and alternative lending

By Fergal McAlinden,
Canadian Mortgage Professional

Read an interview with Pillar Financial's Cory Thompson discussing why private lending solutions are becoming more popular among mortgage brokers.

Read the full article

In-person Events are Back — and Fun!

The W.A. Robinson Asset Management team had a terrific time at the WP Awards on June 1, where we presented the Award for top Advisor Team (under 10 people) to Travis Forman, Strategic Private Wealth Counsel from Harbourfront Wealth Management.

Next up: We are looking forward to presenting and exhibiting at the **IAFP Symposium**, taking place September 28 to October 1. We hope to see you there!

Register for IAFP Symposium

We launched the Frontenac MIC because we have a deep appreciation for the tangibility of real estate and identified an opportunity to offer investors a fixed-income solution providing a reasonable return by tapping into the value of rural real estate. Today, Frontenac MIC is a unique solution in the MIC space with a solid track record for delivering capital preservation and consistent returns.

Competency. Consistency. Care.®

W.A. ROBINSON ASSET MANAGEMENT LTD.

Website Contact

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