



A Peek into the PRIME QUADRANT®

We are pleased to announce two new speakers who will be joining us for this year's Prime Quadrant Conference.



Heather Reisman is the founder, Chair and CEO of Indigo, and co-founder of Kobo, a leading global eReading company. She has served on many North American boards and continues to serve as a Director on the board of Onex Corporation, and as an Officer of Mount Sinai Hospital.



Rai Sahi is Chairman and CEO of Morquard Corporation. Mr. Sahi is also Chairman and CEO of TWC Enterprises Limited (formerly ClubLink), Canada's largest owner and operator of member golf clubs. Mr. Sahi is CEO of Temple Hotels.

Upcoming Investor IQ Series

April 6, 2016:
Financial Fees

May 18, 2016:
Revisiting Risk

June 7, 2016:
Investment Mistakes

July 14, 2016:
Investment Lessons From Fraud

August 15, 2016:
Manager Selection Workshop: Part 1

September 20, 2016:
Manager Selection Workshop: Part 2

SAVE THE DATE: NOVEMBER 2, 2016

STORIES OF INTEREST

Are There Inefficiencies in the Markets?

According to Michael Mauboussin, if market inefficiencies didn't exist there would not be a market to speak of.



The Distorting Power of Incentives

"The rabbit runs faster than the fox, because the rabbit is running for his life while the fox is only running for his dinner." - R. Dawkins

The Pitfalls of Benchmarking

There is another culprit hurting managers' performance. Oddly enough, it's the one that is supposed to keep them sharp.

Why Don't Investors Stay True to Their Principles?

Investors (and their advisors) just don't realize that they are breaking their own rules.

THE WAY WE SEE IT

Below is a summary of an essay on succession planning by Jeremy Rosmarin, CFA.

The STEPs of Succession:

We are often asked: "What is the best way to ensure that our children become responsible stewards of our wealth?" Succession is not easy. To illustrate the point, we often use the Vanderbilt family as an example. Cornelius Vanderbilt's railroad empire ranked among the top three fortunes in American history. Adjusted for inflation, it was a staggering

What is the PQ?

In financial terms, the Prime Quadrant is the optimal zone in which you achieve the highest return per unit of risk.

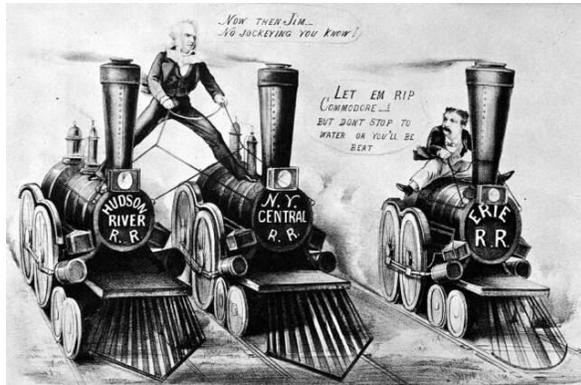


Being in the Prime Quadrant requires seeing the big picture and making intelligent choices, from among all investment options and strategies, to best meet your goals.

Prime Quadrant is an investment research and consulting firm that helps high-net-worth Canadians make better investment decisions.

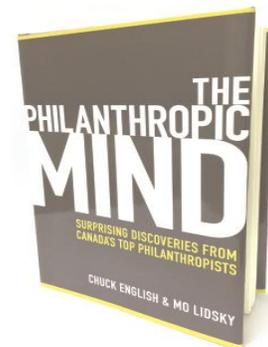
[In Search of the Prime Quadrant: The Quest for Better Investment Decisions](#) is now available at Amazon, Barnes & Noble and Indigo.

\$200 billion. At the 1973 Vanderbilt family reunion, however, not one of the 120 Vanderbilt descendants present was a millionaire.



[The Philanthropic Mind](#) is also available on Amazon, Indigo and Barnes & Noble.

There is no silver bullet for good succession planning. For some people, full succession will never be possible and a professional trustee with discretion over bequeathed assets will be necessary. However, those who plan to have their children oversee their estate must, at a minimum, employ the following STEPs (Specifying, Teaching, Empowering and outlining Principles & Values)



1. Specifying: The first step starts with you. Specify what you want to accomplish and how you want to get there in a detailed investment plan. It is much easier for a new generation to work from an existing blueprint than to start with a blank slate (even if they change the plan later).

2. Teaching: Many individuals lack the basic information to be responsible for inherited wealth. It may take a few years to create the building blocks of an investing foundation, so it is better to start early – before inheritance takes place.

3. Empowering: One day, your children will need to make investment decisions without you. It is better to start their autonomy, even in a limited way, while they can benefit from your guidance and support. Many of the best investors were given the freedom to make errors when the stakes were lower.

4. Principles & Values: Great succession goes beyond accumulating wealth for its own sake. Whereas some children are motivated by financial gain, others may be

motivated by supporting social causes and philanthropy. An investment plan centered on principles and values will be much more resilient than one based exclusively on financial goals.

“An investment in knowledge pays the best interest.”

- Albert Einstein



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