

## **TaxLetter**<sup>®</sup> **Articles by Mark Halpern** CFP, TEP, MFA-P



WEALTHinsurance.com provides special expertise and insurance strategies for business owners, entrepreneurs, corporate executives, high net worth families and professional athletes.

We also work closely with accountants, lawyers, bankers and financial advisors to provide their clients with customized insurance solutions to grow wealth and pass it along tax-free.

Please contact us to explore how we can help you.

**Mark Halpern**  
Certified Financial Planner  
Trust & Estate Practitioner  
Master Financial Advisor – Philanthropy

### **Sep 2020      The Family Cottage. It's Different Now**

This article explains the tax liabilities associated with vacation properties and describes seven strategies to deal with the problem.

READ: “**The Family Cottage. It's Different Now**” [HERE](#)

### **Aug 2020      Make A To Do List (Part 2 of 2)**

This article describes planning issues that require attention now as economies slowly re-open in the COVID-19 era.

READ: “**Make A To Do List**” [HERE](#)

### **July 2020      Make A To Do List (Part 1 of 2)**

This article describes planning issues that require attention now as economies slowly re-open in the COVID-19 era.

READ: “**Make A To Do List**” [HERE](#)

**June 2020      Tax Increases Ahead: Protect Yourself Now**

This article explains why governments will increase taxes and recommends planning strategies to preserve wealth and minimize taxes.

READ: “**Tax Increases Ahead: Protect Yourself Now**” [HERE](#)

**May 2020      A Fresh Look: 6 Strategies**

The current pandemic requires a fresh look at estate planning. This article explains 6 strategies to consider now.

READ: “**A Fresh Look: 6 Strategies**” [HERE](#)

**Apr 2020      COVID: This Too Shall Pass**

This article contains several important estate planning recommendations to implement right now.

READ: “**COVID: This Too Shall Pass**” [HERE](#)

**Mar 2020      Maximize & Preserve: Do Good. Do Well.**

This article explains 3 tax friendly philanthropic strategies - GiftMAXIMIZER™, PolicyPRESERVER™ and CPP Philanthropy™ - for generous donors to make transformational gifts to their favourite causes.

READ: “**Maximize & Preserve: Do Good. Do Well.**” [HERE](#)

**Feb 2020      No Limit TFSA**

This article explains how business owners and individuals can use Permanent Cash Value Life Insurance as a No Limit TFSA to grow money tax-exempt, access it tax-free during their lifetime and pass it along to family virtually tax-free.

READ: “**No Limit TFSA**” [HERE](#)

**Jan 2020      2020 Reality Check - Thinking Forward**

This article explains the importance of "thinking forward" when making financial decisions and examines 3 recent cases with successful outcomes.

READ: "2020 Reality Check - Thinking Forward" [HERE](#)

**Dec 2019      Back To The Future - Revisit Your Plan**

This article identifies the life events and changes in circumstance that trigger the need to review wills, powers of attorney and estate plans.

READ: "Back To The Future - Revisit Your Plan" [HERE](#)

**Nov 2019      Investing & Planning - Keep Your Money**

This article explains the difference between investing and planning and describes strategies to preserve wealth while minimizing taxes.

READ: "Investing and Planning – Keep Your Money" [HERE](#)

**Oct 2019      Preserve Your Wealth - Use Virtual Real Estate**

This article explains how to use tax-friendly Life Insurance to accumulate wealth, enjoy access to it, and transfer it tax-effectively to surviving beneficiaries.

Read: "Preserve Your Wealth – Use Virtual Real Estate" [HERE](#)

**Sep 2019      RESPs: Free Money for Higher Learning**

This article describes Registered Education Savings Plans (RESPs) and explains why they are ideal investment vehicles to finance post-secondary education.

Read: "Free Money for Higher Learning" [HERE](#)

**Aug 2019      Charitable Gift Annuities: A Gift That Gives Back**

This article explains the use of Charitable Gift Annuities and other tax-advantaged strategies to facilitate philanthropy.

Read: "Charitable Gift Annuities" [HERE](#)

**July 2019      Life Insurance Options: Borrow, Rent or Buy**

This article explains the most common reasons people want to obtain Life Insurance and examines 3 ways to acquire it.

Read: “**Borrow, Rent or Buy**” [HERE](#)

**June 2019      Family-Owned Business**

This article describes some of the unique planning goals in a family-owned business and explains tax-friendly strategies to facilitate business succession, family harmony and strategic philanthropy.

Read: “**Family-Owned Business**” [HERE](#)

**May 2019      Long Term Care Insurance**

This article explains the importance of Long Term Care Insurance with strategies to protect health and preserve wealth in the event of accident or illness.

Read: “**Long Term Care Insurance**” [HERE](#)

**Apr 2019      Planning Calendar, part 2 of 2**

This article, the second of two parts, contains financial reminders and recommendations to reduce taxes and improve financial security.

Read: “**Planning Calendar**” [HERE](#)

**Mar 2019      Planning Calendar, part 1 of 2**

This article, the first of two parts, contains financial reminders and recommendations to reduce taxes and improve financial security.

Read: “**Planning Calendar**” [HERE](#)

**Feb 2019      Plan to Prosper**

This article describes tax-friendly strategies used by business owners and incorporated professionals to accumulate and preserve wealth.

Read: “**Plan to Prosper**” [HERE](#)

**Jan 2019      Be Philanthropic, Improve Your Own Finances**

This article describes several giving strategies and explains the accompanying financial benefits available to generous people.

Read: “**Be Philanthropic, Improve Your Own Finances**” [HERE](#)

**Dec 2018      Passive Income Strategies – Get Proactive**

This article presents 4 ways an incorporated business can mitigate new tax rules, preserve the small business deduction and keep hard-earned money.

Read: “**Passive Income Strategies – Get Proactive**” [HERE](#)

**Nov 2018      Avoidable Problems – Get Organized Now**

This article describes essential “must-do’s” to preserve your estate and protect your family from the financial fallout that occurs upon the death of a spouse.

Read: “**Avoidable Problems – Get Organized Now**” [HERE](#)

**Oct 2018      Getting Married - Romance Meets Reality**

This article examines some of the issues to address when contemplating marriage that require the help and experience of knowledgeable tax, legal and estate planning professionals.

Read: “**Getting Married - Romance Meets Reality**” [HERE](#)

**Sep 2018      Hidden Treasures**

This article describes how overlooked assets can be put to good use with tax-friendly strategies for wealth preservation and strategic philanthropy.

Read: “**Found Savings, Hidden Treasures**” [HERE](#)

**Aug 2018      Defensive Decisions – Never Too Soon**

This article explains defensive strategies for people who have concentrated, until now, on building their wealth.

Read: “**Defensive Decisions – Never Too Soon**” [HERE](#)

**July 2018      Specialty Insurance – Unique Protection**

This article describes unique insurance products designed to protect assets and the ability to earn income.

Read: “**Specialty Insurance - Unique Protection**” [HERE](#)

**June 2018      You Sold Your Business. Now What?**

This article describes the financial challenges confronting former business owners and explains several available strategies for wealth preservation.

Read: “**You Sold Your Business, Now What?**” [HERE](#)

**May 2018      Corporate-Owned Life Insurance, Liberate your Profits Tax-Free**

This article explains why business owners buy corporate-owned life insurance, and how they use leverage arrangements to acquire it, allowing them to keep their own money working in their business or investment portfolio.

Read: “**Corporate-Owned Life Insurance**” [HERE](#)

**Apr 2018      Saving for Retirement**

This article explains several tax-effective strategies to grow and preserve retirement savings.

Read: “**Saving for Retirement, Protect Your Future**” [HERE](#)

**Mar 2018      Selling Your Business**

This article explains why business owners who are selling their business need help from specialists to achieve the most favourable results.

Read: “**Maximize The Sale**” [HERE](#)

**Feb 2018      You Live Once but Die Twice**

This article explains how to ensure your name lives on for generations, while preserving your money - that would have otherwise gone to the government - for your family and favourite causes instead.

**Read: “Don’t Be Forgotten” [HERE](#)**

**Jan 2018      Ten Planning Essentials**

This article describes ten key requirements for proper financial planning, tax planning and estate planning.

**Read: “Ten Planning Essentials” [HERE](#)**

**Dec 2017      Actuaries Add Value**

This article explains how actuaries improve the estate planning process for clients and welcomes Catherine MacRae to our professional team.

**Read: “Actuaries Add Value” [HERE](#)**

**Nov 2017      If not now, when?**

This article describes key estate planning considerations and explains why taxpayers need a defensive strategy to preserve their hard-earned money.

**Read: “Plan for your future - If not now, when?” [HERE](#)**

**Oct 2017      CPP Philanthropy™ - Charitable Giving and Tax Savings**

This article explains how to use government supplied funds to make large charitable gifts, eliminate taxes and leave more for your family.

**Read: “CPP Philanthropy™” [HERE](#)**

**Sep 2017      Tax Law Changes, Be Prepared**

This article discusses impending tax law changes and describes wealth preservation strategies made possible by the unique treatment of life insurance under Canada’s Income Tax Act.

**Read: “Tax Law Changes, Be Prepared” [HERE](#)**

- Aug 2017      The Family Cottage: Don't Forget The CRA**
- This article explains the often-overlooked tax liability attached to a family cottage, and describes seven strategies to deal with the problem.  
**Read: "The Family Cottage" [HERE](#)**
- July 2017      No Bad News If You Plan Properly**
- This article explains why changing demographics require people to take more personal responsibility for growing older, and provides six planning thought-starters to position yourself and your family for the best of times.  
**Read: "Just Do It" [HERE](#)**
- Jun 2017      Common Law Relationships**
- This article examines some of the often-overlooked issues faced by common-law couples that require the help and experience of knowledgeable tax, legal and estate planning professionals.  
**Read: "Common Law, Uncommon Considerations" [HERE](#)**
- May 2017      Take Control of Your Estate Plan**
- This article explains why 'control' is important and describes seven defensive strategies to consider in the estate planning process.  
**Read: "Your Estate Plan, Take Control" [HERE](#)**
- Apr 2017      Plan Ahead, Five Steps**
- This article describes key estate planning strategies for baby boomers who want to leave more to family and charity and less for the tax department.  
**Read: "Plan Ahead, Five Steps" [HERE](#)**
- Mar 2017      Maximize Giving, Minimize Taxes**
- This article describes cost-effective strategies for charitable giving that maximize the funds received by favourite causes while reducing taxes and enhancing estate values.  
**Read: "Maximize Giving, Minimize Taxes" [HERE](#)**

**Feb 2017      The Power of Planning: While the sun still shines**

This article explains the importance of planning early, while options are available, and describes strategies to minimize taxes along the way.

**Read: “The Power of Planning” [HERE](#)**

**Jan 2017      Options for Older People**

This article describes a unique insurance solution now available for people aged 80 to 90 and explains why annuities deserve consideration in the estate planning process.

**Read: “Live Long & Prosper” [HERE](#)**

**Dec 2016      Looking Ahead**

This article describes planning strategies for growing older in good health with financial security.

**Read “Enjoy A Secure Future” [HERE](#)**

**Nov 2016      Recent Cases**

This article describes several cases and how clients’ problems were solved.

**Read “Problems Get Fixed” [HERE](#)**

**Oct 2016      How and why Wealthy Canadians use Insurance**

This article describes how to use insurance products to preserve wealth and achieve desirable tax outcomes.

**Read “Ten things to know” [HERE](#)**

**Sep 2016      Tax-saving Strategies for Business Owners**

This article describes several legal strategies available now for business owners to pay less tax while growing their final estate value.

**Read “Save your Money” [HERE](#)**

**Aug 2016      Death & Taxes**

This article explains the importance of timely estate planning and describes the essential steps required “while the sun is shining” to minimize taxes and leave more for family and charity.

**Read “Death & Taxes” [HERE](#)**

**July 2016      Family Business**

This article describes the unique financial challenges of a family business and suggests several strategies to reduce taxes and enhance family harmony.

**Read “Family Business” [HERE](#)**

**June 2016      The Tax Grind**

This article explains how taxes impair investment portfolios, and can leave investors with less than they started with. It describes how people pay the equivalent of insurance premiums in income taxes while obtaining no benefit and suggests a strategy for individuals and corporations using tax-exempt insurance.

**Read “The Tax Grind” [HERE](#)**

**May 2016      Panama Perils**

This article explains why offshore life insurance should be approached with caution and describes legal and overlooked strategies available in Canada for taxpayers to use life insurance in unexpected ways.

**Read “Panama Perils” [HERE](#)**

**Apr 2016      An Uncharitable Budget**

This article explains why Canadians will pay higher taxes following the recent Federal Budget and describes defensive strategies available to minimize the effects of taxation.

**Read “A Bigger Bite” [HERE](#)**

- Mar 2016      How Immediate Financing Arrangements (IFAs) preserve cash**
- This article describes how to use IFAs to acquire life insurance at a fraction of the true premium cost without reducing cash available for business use or investment.
- Read “Leverage and Life Insurance” [HERE](#)**
- 
- Feb 2016      RRSPs, IPPs, PPPs and paying less tax**
- This article describes better alternatives to RRSPs that improve outcomes to minimize taxes, maximize retirement income and allow wealth transfer tax-free.
- Read “Less Tax” [HERE](#)**
- 
- Jan 2016      Create a safe haven for investment income in a corporation**
- This article explains how business owners can minimize the impact of tax rule changes on corporate investment income, and how to take advantage of the tax deferral opportunity available from the cash value growth inside an exempt permanent life insurance policy.
- Read “Safe Haven” [HERE](#)**
- 
- Dec 2015      Melt & Cascade: An effective way to stream wealth tax-free**
- This article describes strategies for high net worth taxpayers to minimize or eliminate taxes on their registered assets (RRIFs and RRSPs) and non-registered assets and explains how to stream wealth tax-free to children, grandchildren and favourite charities.
- Read “Melt & Cascade” [HERE](#)**
- 
- Nov 2015      New rules: The coming tax whammy for high-income Canadians**
- This article explains the coming tax hikes and outlines defensive steps available now through the use of insured annuities and tax-exempt life insurance.
- Read “New rules” [HERE](#)**

- Oct 2015**      **Divorce: Determining the best way forward**
- This article explains the important financial and tax considerations around divorce.  
**Read “Divorce” [HERE](#)**
- Sep 2015**      **P&C insurance is more than just cars and houses**
- This article explains the importance of Property & Casualty insurance and why it deserves professional attention.  
**Read "Beyond basics" [HERE](#)**
- Aug 2015**      **How Canadians with U.S. assets can reduce stateside taxes**
- This article describes the unique benefits of a U.S. ‘nexus’ and explains why to consider offshore life insurance products for higher limits and competitive pricing.  
**Read "Nexus" [HERE](#)**
- July 2015**      **Consider Participating Life Insurance policies before tax rules change in 2017**
- This article explains the unique tax benefits of Participating Life Insurance policies, how wealthy people use them as an investment and why to consider them before tax rules change in 2017.  
**Read “Tax-free” [HERE](#)**
- June 2015**      **Why employers should review their employee benefit programs**
- This article explains how companies can improve the value of benefits while reducing the costs.  
**Read “Benefits” [HERE](#)**
- May 2015**      **Why insurance policies are often worth more than expected and how to extract the added value tax-free**
- This article explains a time-tested strategy left untouched by the new Federal Budget with the potential to save significant tax dollars.  
**Read “Tapping Value” [HERE](#)**

- Apr 2015**      **Why Insured Annuities make sense when interest rates are low**
- This article explains the unique advantages of Insured Annuities and how these guaranteed financial instruments enjoy above-market returns in a low interest rate environment.  
**Read “Annuity+” [HERE](#)**
- Mar 2015**      **How to ensure harmony in family business succession**
- This article describes the challenges to family dynamics and the importance of preserving wealth through proper planning while the founder is still around.  
**Read “Harmony” [HERE](#)**
- Feb 2015**      **Accountants, lawyers, bankers and investment advisors share unique fiduciary obligations**
- This article explains how to ask clients the right questions and the need to refer them to appropriate and knowledgeable professionals.  
**Read “Whole Picture” [HERE](#)**
- Jan 2015**      **Incorporated professionals and business owners should consider an Individual Pension Plan (IPP)**
- This article explains why to use an IPP instead of a traditional RRSP to enjoy higher contribution limits, better returns, and wealth transfer to family members on a tax-free basis.  
**Read “IPP vs RRSP” [HERE](#)**
- Dec 2014**      **How to find, save and make money**
- This article describes simple and overlooked strategies to grow income, enhance estate values and reduce taxes payable.  
**Read “The New Year” [HERE](#)**

- Nov 2014**      **What to consider when a new baby is on the way**
- This article describes responsibilities and planning considerations for parents and grandparents when a new baby comes along.  
**Read “New Parents”** [HERE](#)
- Oct 2014**      **How to get insurance for people who don’t qualify for standard cover**
- This article describes insurance alternatives available to ‘uninsurable’ people who don’t qualify for standard coverage or require coverage amounts in excess of standard policy limits.  
**Read “Insurable”** [HERE](#)
- Aug 2014**      **What to consider when planning for kids with special needs**
- This article describes planning issues when a child or family member has special needs.  
**Read “Know Your Options”** [HERE](#)
- July 2014**      **How coaching improves outcomes for professional athletes and taxpayers**
- This article explains the importance of professional help to achieve financial goals and presents winning strategies to protect savings and grow estate values.  
**Read “Play to Win”** [HERE](#)
- June 2014**      **How to lower your tax bill while helping grandchildren and charities**
- This article presents strategies to reduce taxes payable while helping family members and favourite charities.  
**Read “Building a Legacy”** [HERE](#)
- May 2014**      **Why financial literacy is important**
- This article explains the importance of financial literacy and why parents have a duty to teach their children starting from a young age.  
**Read “Financial ABCs”** [HERE](#)

**Apr 2014      Why business owners need a good plan**

This article explains the importance of developing a plan for business owners to protect assets and reduce tax liabilities while healthy and when options are available.

**Read "A Good Plan" [HERE](#)**

**Mar 2014      Why RRSPs and RIFs need Protection**

This article describes tax liabilities and other threats to retirement savings and explains defensive strategies available now to eliminate taxes and preserve estate value.

**Read "Protect Your RRSP" [HERE](#)**

**Feb 2014      Why insurance companies don't want you to review your policies**

This article explains the importance of working with an experienced advisor when buying insurance products and the pitfalls of doing it on your own.

**Read "Buyer Beware" [HERE](#)**

**Dec 2013      Why people need Professional Advisors**

This article explains the important planning people should be doing and why professional life insurance advisors must ask disturbing questions to get the right planning into place for them.

**Read "Reflect and Protect" [HERE](#)**

**Nov 2013      How to use Life Insurance in Buy/Sell agreements**

This article explains why life insurance is the most efficient and least costly way to provide funding for Buy Sell agreements.

**Read "Life Insurance is the Best Way to Preserve and Protect Your Business" [HERE](#)**

- Oct 2013**      **How to avoid Double Taxation in a corporation with Post-mortem Planning**
- This article describes double taxation or possible triple taxation for business owners and how to avoid it.  
**Read "Proper Planning" [HERE](#)**
- Sep 2013**      **How to Reduce and Eliminate Taxes with Charitable Giving Strategies**
- This article explains charitable planned giving strategies with the added advantage of reducing taxes payable.  
**Read "Give and Receive" [HERE](#)**
- July 2013**      **How to use Life Insurance as an Asset, not an expense**
- This article explains why life insurance is a unique financial instrument, and how it should be used as an integral component of an investment portfolio.  
**Read "An Asset, Not an Expense" [HERE](#)**
- Feb 2013**      **Make medical expenses tax-deductible with a Health Spending Account**
- This article explains how to turn medical and related costs into tax-deductible expenses with a Personal Health Spending Account (PHSP).  
**Read "Reduce Your Tax Bill" [HERE](#)**
- Jan 2013**      **Planning for Aging Parents**
- This article explains financial strategies for aging parents.  
**Read "Coping with Care" [HERE](#)**
- Nov 2012**      **Get money out of a corporation tax-free with a Corporate Insured Annuity**
- This article explains how business owners can use a Corporate Insured Annuity to pay less income tax and leave a bigger estate for family and charity.  
**Read "Ideal Exit Strategy" [HERE](#)**

**Aug 2012      Get organized and save on taxes with this Estate Planning Checklist**

This article contains an Estate Planning Checklist that can be used to eliminate a tax bill.

**Read “Eliminate Your Tax Bill” [HERE](#)**

**Jun 2012      How Leverage can reduce the cost of Life Insurance**

This article explains why Life Insurance can be a wonderful investment and how leverage can maximize returns.

**Read “Maximize Your Returns” [HERE](#)**

**Apr 2012      How to reduce/eliminate corporate taxes with an Estate Bond**

This article explains the Estate Bond and how the tax benefits of life insurance can maximize estate values.

**Read “Multiply Your Savings” [HERE](#)**

**Feb 2012      How to Protect Wealth using Long Term Care and Critical Illness Insurance**

This article describes an asset preservation strategy using Long Term Care Insurance and Critical Illness Insurance.

**Read "Defensive Strategy" [HERE](#)**

**Nov 2011      Get protection and take money out of a company tax-free**

This article explains the S.O.S.™ Shared Ownership Strategy for Critical Illness Insurance: how company owners and executives can get important protection, enjoy guaranteed pre-tax returns in excess of 30% while getting money out of their company tax-free.

**Read “Guaranteed Returns” [HERE](#)**

**Oct 2011      How to use a Policy Transfer to get money out of your company tax-free**

This article explains how life insurance can be used to reduce tax bills while growing estate values.

Read "**Overlooked Strategy**" [HERE](#)

**NOTE: The 2016 Federal Budget eliminated this opportunity to pay less tax.**

**Mark Halpern CFP, TEP, MFA-P**

Certified Financial Planner  
Trust & Estate Practitioner  
Master Financial Advisor - Philanthropy

**Local**      416-364-2929

**Toll free**    866-566-2001

[Mark@WEALTHinsurance.com](mailto:Mark@WEALTHinsurance.com)

WEALTHinsurance.com

illnessPROTECTION.com