

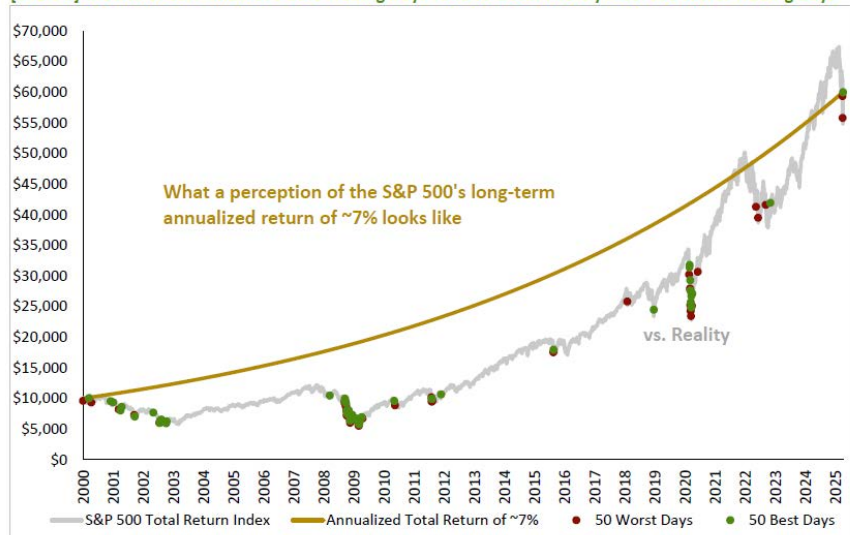


# WERNER MAYBURY WEALTH MANAGEMENT

## Resisting the Sell-Off Urge: Lessons in Long-Term Investing

In light of the broad equity selloff we saw in April, we want to take this opportunity to highlight the importance of staying invested and resisting the instinct to sell when it seems like everyone else is. Emotion plays a large part in investing and it is natural to feel unnerved during times of volatility, as short-term swings make it difficult to maintain a long-term focus. However, it is important to make sure that emotion is not driving your financial decisions, especially when the data shows us that this gut reaction to sell on weakness is not the right play. History has proven time and again that it pays to stay invested, even in market downturns. How could this be? Below, we have included two charts to demonstrate our point that you lose out if you bail out of stocks in a downturn.

[Chart 1] Growth of 10K - Market's Best Trading Days Tend to Occur Shortly After the Worst Trading Days



In Chart 1, the green dots show the 50 best days of the S&P 500 equity index's performance, while the red dots show the 50 worst days. They are so close together because the market's best trading days tend to occur within one month after the worst trading days. Therefore, if you exited your equity positions to try to avoid further downside, you risk missing

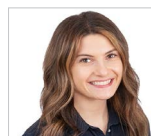


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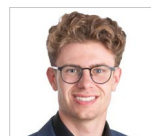


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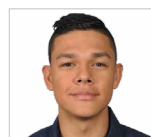


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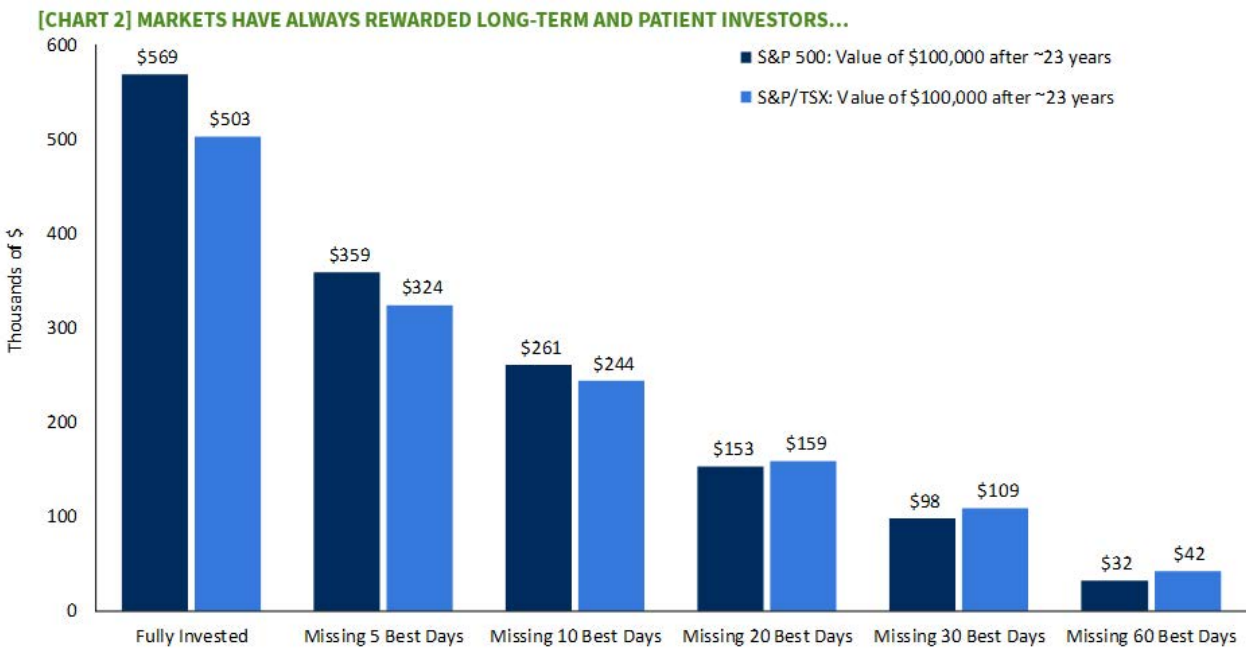
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the market rebound, which has a long-lasting impact on your return. We can also draw the conclusion from Chart 1 that although we imagine the smooth consistent brown line when we think of the 7% average annual return of the S&P 500, the reality actually looks a lot different (grey line). When the markets normalize, you want to be invested to smooth out your long-term returns.

Chart 2 reinforces the fact that a relatively small number of good trading days are responsible for a significant portion of long-term gains. The financial impact of missing these good days has a large bearing on your returns. If you try to trade around short-term volatility rather than staying invested, you risk missing these good days. Navigating market turbulence will test the most seasoned investors, but as history has shown us, staying the course positions you to participate in the market’s eventual recovery and, therefore, supports progress toward your financial goals.



Source: FactSet; Raymond James Ltd.; Data as of May 31, 2024; For illustration purposes only. Start investing on January 1, 2000 with an initial investment of \$100,000.

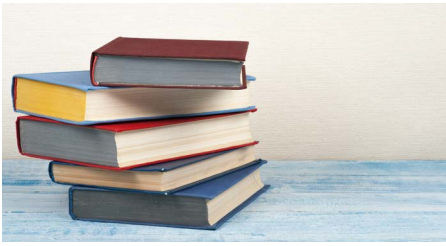
### An Update From Our Team

We are welcoming Kaelan Cooke, who is a 3rd year BCom student joining us as a co-op student for the summer term. Kaelan is looking forward to meeting you; please don’t hesitate to reach out and welcome him to the team!



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## Featured Articles:



### Income Taxes for Students

Students often don't make enough money to have to pay taxes, and don't see the point of filing their tax returns. There are many potential deductions and benefits available that students can use if they file. Here is a guide that simplifies the tax filing process for students and answers common questions. ([link](#))



### Missed some tax credits or deductions you think you may be eligible for?

Tax returns from the past 10 years can be amended to claim any of these missed benefits. Check out the full article [here](#) that outlines credits and deductions that are commonly missed.



### A Shift is Happening!

Historically, women have invested significantly less than men and face unique challenges in financial well-being. [This article](#) outlines some eye-opening statistics and differences for female investors. Recently, this has started to shift, and more women are investing than ever before! As a female-led advisory team, we are here to help.

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## In the News:

1. Bank of Canada held rates at 2.75% at their April 16<sup>th</sup> announcement. Read perspectives from Raymond James Strategists [here](#).
2. Canada has cancelled the proposed capital gains tax hike increase. Read the full article [here](#).
3. We want to remind everyone to be aware of potential voice and online scams that are out there. If you are unsure or suspicious of a call you have received, hang up, and call the organization they are impersonating directly. Here is a [link](#) to a release from Saanich PD about frauds impersonating police officers.



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