



**TD Wealth**  
Private Investment Advice

Helping you achieve  
your vision of success

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## Our Commitment

We're committed to fully understanding your vision and values, and providing what you need to help you feel confident and in control when it comes to your complete wealth picture

When you work with us, you'll receive:

- ▶ The opportunity to participate in a proprietary online and in-person that will help us understand what truly matters to you
- ▶ Exceptional services delivered by a dedicated TD Advisor who can connect you to specialists with the expertise to help design your custom wealth plan
- ▶ Goals-based planning that ensures your wealth plan reflects your individual vision of success – and changes as you do
- ▶ Competitive fees and easy-to-understand information about our fee structure



A professional photograph of three individuals: a man on the left with a beard, a woman in the center, and a man on the right wearing glasses. They are all smiling and dressed in business suits. A semi-transparent dark grey rectangle is overlaid on the center of the image, containing text and a logo. A solid green horizontal bar is at the bottom of this rectangle.

TD Wealth

# Private Investment Advice

Our people: Your team



# Your Team

Let's get started

TD Wealth Private Investment Advice  
79 Wellington Street West, 10<sup>th</sup> Floor  
Toronto, ON M5K 1A1  
Toll free: 1 (800) 563-5095



**Mario Barbaro**, CFP®, CIM®, FCSI®

Vice President,  
Portfolio Manager & Investment Advisor

mario.barbaro@td.com  
(416) 308-4192

<http://advisors.td.com/mario.barbaro/>

Mario Barbaro values building client relationships based on trust and integrity by striving to provide focused attention to your wealth considerations. Since joining TD Wealth Private Investment Advice in 2005, Mario has worked with families, professionals, and entrepreneurs toward identifying and achieving their financial goals. He takes a team approach to serving his clients, working with other TD Specialists in the areas of trust and estate planning, banking and credit management, insurance, and business succession planning.

Having obtained the Certified Financial Planner (CFP®) and a Chartered Investment Manager (CIM®) designations, Mario can deliver a comprehensive range of investment & retirement planning strategies tailored to your unique needs. Mario is also a licensed insurance advisor with TD Waterhouse Insurance Services Inc. as well as holds a Fellow of the Canadian Securities Institute (FCSI®) designation.



**Justin Cal**,  
Associate Investment Advisor

justin.cal@td.com  
(416) 944-5552



**Susan Chou**,  
Client Services Associate

susan.chou@td.com  
(416) 982-6823

**Barbaro** Advisory Group



TD Wealth

# Private Investment Advice

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Our Services





## Our Services

Based on your specific needs, will build a team of specialists around you to help achieve your vision of success





# Our Services

- ▶ We believe in leveraging our broad expertise to design and implement your investment and wealth plan. In collaboration with other TD Specialists, we offer a range of resources and services to help you reach your goals
- ▶ We work with individuals, families and organizations with considerable investable assets and wide-ranging, often complex financial needs. As our clients' needs change and evolve over time, so do the services and solutions we offer
- ▶ Whether you are building your career or business, or shifting into retirement, our insightful counsel, disciplined planning and effective risk management help make you more confident in your decisions and more focused on your future
- ▶ Goals based investing: we believe that each of your unique goals deserves a dedicated investment strategy



Investment  
Strategies



Banking and  
Credit  
Management



Retirement  
Planning



Protecting Your  
Assets



Tax  
Management



Passing on  
Your Wealth



Education  
Funding



Business  
Succession  
Planning



Planning for  
Major Purchases



Charitable  
Giving





## Wealth Advisory Services

The Wealth Advisory Services team are dedicated specialists delivering a broad range of services for you and your family, including:

Canadian and  
U.S. tax-  
mitigation  
strategies

Business  
succession  
planning

Comprehensive  
estate planning

Tax-smart  
philanthropic  
options

# Wealth Advisory Services

In Collaboration with our TD Specialists



**Domenic Tagliola**

Tax & Estate Planner,  
Wealth Advisory  
Services



- ▶ You will likely want to plan for the transfer of your assets in a sensitive, efficient and tax-effective way. We draw on the expertise of our Estate and Trust Specialists to help you create an appropriate, integrated plan to distribute your assets in the way you envision



**Dale Durand**

Business Succession  
Advisor,  
Wealth Advisory Services



- ▶ Selling or transitioning ownership of your company can be a complex and lengthy process. In collaboration with a business succession advisor, we can help you anticipate and plan for the future on your own terms and timeline. Well-structured strategies can help make the sale or transition of your company easier, faster, less stressful and potentially more profitable



You and  
your needs

At TD Wealth Private Investment Advice, we believe in building long-lasting relationships that evolve as your needs change over time

Whether your needs are straightforward or complex, we're dedicated to delivering tailored, comprehensive, wealth management strategies, all with our personalized, client-focused service.



**TD Wealth**

# Private Investment Advice

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Our Approach





# A unique approach to discovering your needs

Our discovery and wealth management approach is driven by what matters most to you

It is our goal to:

- ▶ Fully uncover the vision and values that you hold true and that are key to your plans for the future
- ▶ Engage a core team of TD Specialists, as well as those you may already have in place, to contribute their expertise to design a wealth strategy unique to you
- ▶ Put your strategy into action
- ▶ Continue to review and regularly reconnect with you and those that you care about to rediscover what might have changed and how it will impact what you had envisioned for the future



Understand



Plan



Implement

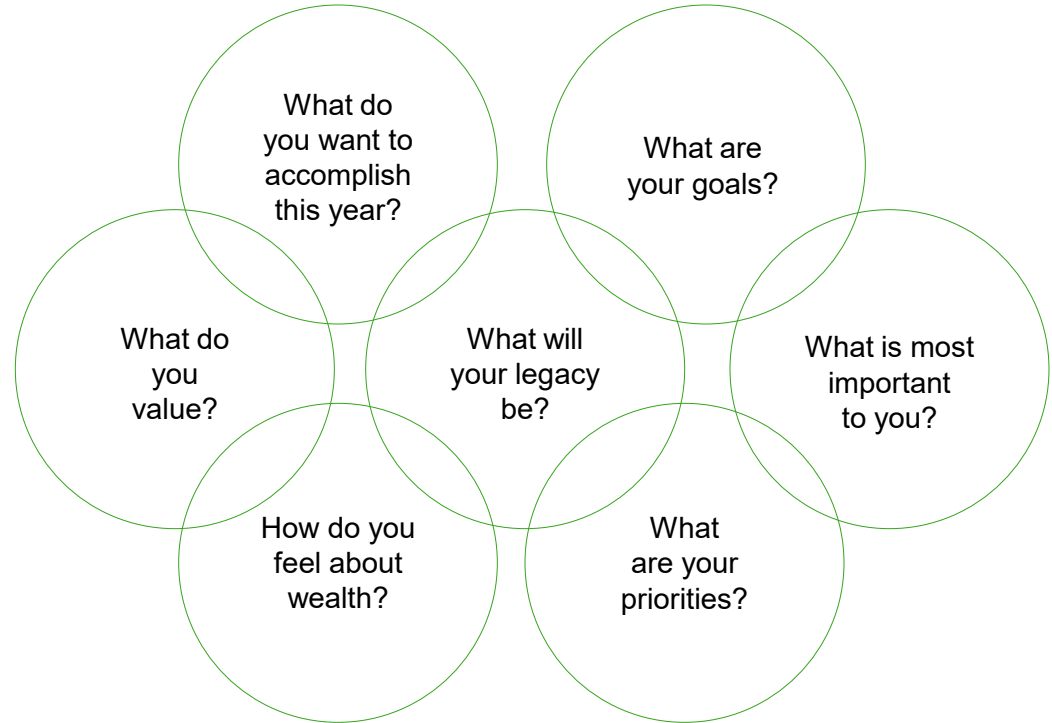


Manage and Review



## Our discovery process

We will take you through a unique discovery process that uses behavioural finance theory to uncover the values behind your personal vision of success and help determine what truly matters to you





TD Wealth

# Private Investment Advice

Our Investment Philosophy





## Our Investment Philosophy

Our mandate is to help preserve and grow your wealth through our tailored investment solutions.

Our portfolios are guided by an investment philosophy based on understanding your goals, disciplined planning, insightful advice and effective risk management. This philosophy helps us ensure strong and stable growth of your assets in a wide range of market conditions.

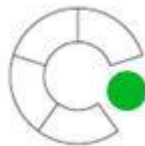


# Risk Priority Management



## Focused on client goals

Properly places investor goals and needs ahead of "benchmark" performance



## Reduced volatility

Reduces the reliance on interest-sensitive low-return/high-risk investments to protect against expected volatility



## Consistent returns

Aims to deliver consistent returns with less pain: lower losses, less often, and for shorter periods of time



## Enhanced asset allocation

Enhances the traditional asset-allocation process, which is full of equity risk and rising correlations



## Proper diversification

Provides the foundation for a properly diversified portfolio

# Lets take the next step together

Contact us today to schedule a consultation

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M5K 1A1

Visit our website

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# Disclaimers

Barbaro Advisory Group is comprised of Mario Barbaro (Vice President, Portfolio Manager & Investment Advisor), Justin Cal (Associate Investment Advisor) and Susan Chou (Client Service Associate) and is a part of TD Wealth Private Investment Advice, a division of TD Waterhouse Canada Inc., a subsidiary of The Toronto-Dominion Bank. The information contained herein has been provided by Mario Barbaro, Vice President, Portfolio Manager and Investment Advisor and is for information purposes only. The information has been drawn from sources believed to be reliable. The information does not provide financial, legal, tax or investment advice. Particular investment, tax, or trading strategies should be evaluated relative to each individual's objectives and risk tolerance.

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