








Helping physicians and their family members achieve financial well-being is the only thing MD Financial Management (MD) does — and today we're doing it even better than before. That's because we're combining MD's unparalleled understanding of physicians' financial needs with Scotiabank's deep banking expertise to bring out the best in each other, grow stronger together and deliver exceptional value to our clients and an improved range of products to physicians and their family members. Harnessing Scotiabank's global scale, resources, tools and strategic partnerships leaves us free to dedicate our time, effort and energy to what really matters: the financial well-being of our clients.

What physicians and their families say ...	Look to us for	What we do
<p>"I feel like my finances are all over the place."</p> <p>"I need to start saving for my children's education."</p>	 <p><b>Financial management</b></p>	<p>We help physician families to establish personal financial goals based on what is most important to them. We develop a plan to help achieve those goals through MD's services and the Scotiabank Healthcare+ Physician Banking Program.</p>
<p>"I don't know the difference between RRSPs, TFSA's and RESPs — which is best for me?"</p> <p>"I want advice but also want to do my own trading on the side."</p>	 <p><b>Investment platform and solutions</b></p>	<p>We guide physician families as they choose the best investment platform and solutions for them. We offer a range of services including full-service advice for clients, a low-cost digital investment service and a self-directed online investment and trading platform.</p>
<p>"How do I make sure my family gets to enjoy the money I worked so hard for?"</p> <p>"I'm tired of paying so much in tax. What strategies are there to reduce this?"</p>	 <p><b>Permanent life insurance</b></p>	<p>We are committed to helping physicians build, protect and share their personal and/or corporate assets through various tax-advantaged strategies. A financial plan that integrates insurance strategies through a professional medical corporation provides a powerful way to maximize wealth.</p>
<p>"How do I protect against the impact of unexpected illness or death?"</p> <p>"What types of insurance do I need to consider?"</p> <p>"Who do I call if health or financial difficulties arise?"</p>	 <p><b>Lifestyle protection products</b></p>	<p>We are a physician family's first stop for information and advice about combining insurance and wealth management solutions. After assessing a family's needs, MD will work closely with provincial medical association insurance advisors to find the solutions best tailored to them.</p>
<p>"How can I minimize the taxes I pay?"</p> <p>"What tax strategies are best for physicians in my situation?"</p>	 <p><b>Tax planning</b></p>	<p>We (along with a physician's own tax and legal professionals) help physician families find ways to minimize tax.</p>
<p>"Should I incorporate my medical practice?"</p> <p>"How do I make the most of my medical professional corporation while practising, in retirement, and as part of my legacy?"</p>	 <p><b>Medical practice incorporation</b></p>	<p>We provide guidance on whether incorporating a medical practice is right for physicians and on getting the best outcomes by aligning the personal and corporate components of a physician's financial plan.</p>
<p>"I don't know how much I need to save for retirement."</p> <p>"I think I might need to work past 65 ..."</p>	 <p><b>Retirement planning</b></p>	<p>We help physician families identify goals for retirement, determine whether their retirement savings are on track and establish a plan to ensure they are achieved in a tax-effective way.</p> <p>The Medicus Pension Plan™ is now available as part of that planning. Established by MD and Scotiabank, Medicus is a multi-employer pension plan designed specifically for incorporated physicians in Canada – to provide financial peace of mind, valuable additional financial protection for your family, and a predictable monthly income stream when you retire – for the rest of your life.</p>

What physicians and their families say ...	Look to us for	What we do
<p>"I don't have a will or power of attorney yet.<sup>1</sup> Do I need them?"</p> <p>"I have been appointed as an executor.<sup>2</sup> What do I do now?"</p>	 <b>Estate planning</b>	<p>We help physician families focus on estate planning, a critical but often overlooked part of financial planning. We explore our client's objectives and ensure we understand their beneficiary desires before developing a plan to maximize the value of the estate and streamline its distribution.</p> <p>We offer trustee and executor services (including agent for executor).</p>
<p>"I need to borrow for medical school." "What are my debt repayment options?"</p>	 <b>Credit solutions</b>	<p>We understand the unique challenges that students, residents and physicians face throughout their careers. We help physicians access banking and credit solutions with preferred terms and interest rates on student and personal lines of credit.</p>
<p>"I'm looking for a more competitive credit card." "My bank's services haven't been meeting the cash flow needs of my practice." "I'm interested in starting my own practice." "Should I purchase or lease the commercial property for my clinic?"</p>	 <b>Banking solutions</b>	<p>Physicians can benefit from a complete range of preferred personal and business banking solutions that offer timely support, including:</p> <ul style="list-style-type: none"> <li>• preferred rates and flexible solutions on mortgages and home equity personal lines of credit</li> <li>• up to 100% financing for purchase and renovation of a medical building<sup>3</sup></li> <li>• monthly fee waiver on select business operating and personal chequing account</li> <li>• save the annual fee on select personal and business credit cards for your practice</li> <li>• preferred interest rate on Scotia Professional® Plan line of credit</li> <li>• reduced monthly fees on private banking preferential services</li> </ul>
<p>"Can I afford to buy a house?" "I don't understand the new down payment and mortgage rules."</p>	 <b>Home financing</b>	<p>We help students, residents and physicians determine what they can afford and create a payback schedule to ensure they can buy the home they want while paying down medical education debt. Scotiabank offers flexible mortgage solutions with preferred rates and mortgage qualifying based on estimated projected income for residents, fellows and new-to-practice physicians. Plus, miss-a-payment options are available for physicians.</p>

Contact an MD Advisor\* today  
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<sup>1</sup> In the province of Quebec, a "power of attorney" is called a "procuration" or a "mandate" and a "continuing power of attorney" is called a "protection mandate."

<sup>2</sup> An "executor" is called a "liquidator" in the province of Quebec and an "estate trustee" in the province of Ontario.

<sup>3</sup> Subject to credit approval. This is not a commitment to lend. Open to physicians that meet one of the following conditions: 1. Physician with a medical doctorate and licensed to practice medicine in a Canadian province or territory; or 2. Retired physician with a medical doctorate and was licensed to practice medicine in a Canadian province or territory.

\* MD Advisor refers to an MD Management Limited Financial Consultant or Investment Advisor (in Quebec), or an MD Private Investment Counsel Portfolio Manager.