



- THE FINANCIAL PLAN
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Investment solutions

**Desjardins**  
**FUNDS**

## THE FINANCIAL PLAN

### PERSONALIZED STRATEGIES FOR REALIZING YOUR PROJECTS – TODAY AND TOMORROW

*Have you ever asked yourself when you'll be able to take your retirement – or how to make it happen? Or, if you're already retired or preretired, how you could manage your income better? Whether you're looking at today or tomorrow, how you plan and manage your finances can have a major impact on your ability to realize your projects as well as on the value of your estate.*

Your situation is unique and your financial strategy has to fit your goals, your circumstances and your needs. So it makes sense to have a financial plan that sets out personalized strategies you can rely on to make the best financial decisions.



*An action plan that guides your financial decisions – at every stage of your life.*

#### WHAT IS THE FINANCIAL PLAN?

Desjardins' Financial Plan is a made-to-measure document that's designed to guide you in realizing your projects. It's a personalized action plan that supports your financial decision-making at every stage of your life. You know where to begin to make your projects reality, when to start and how to set your strategies in motion.

Your Financial Plan is the result of a personalized process you carry out with your Desjardins financial planner or advisor. It gives you the opportunity to talk about your goals and the projects that are most important to you. And you get the benefit of your planner's or advisor's experience – as well as the experience of the team of experts with whom they work closely.

Your Financial Plan summarizes all of the advice, strategies and recommendations that support your financial projects. You can discuss it with your Desjardins financial planner or advisor, and adapt it to reflect your changing personal needs.

#### WHAT ARE YOUR PRIORITIES?

Your Financial Plan is specifically tailored to helping you realize different types of financial projects based on your priorities. You can:

- Develop a strategy for putting money aside for retirement
- Develop a strategy for getting the most out of your investment income
- Maximize your tax savings
- Optimize how you use your borrowing capacity to give you greater financial leeway
- Finance your children's or grandchildren's education
- Plan for a major purchase or withdrawal of funds
- Reassess your insurance needs
- Plan your estate and protect yourself in case of incapacity.

*(continued on next page)*

## THE FINANCIAL PLAN (continued from previous page)

→ → *Each Financial Plan is unique.  
Do you have yours?*

Your Financial Plan is built around your priorities, whether that involves planning your retirement income, reducing your tax burden or managing your debts. You can include your children's or your grandchildren's education or realizing any other project that's important to you! It also gives you the opportunity to look at the best ways to protect yourself from potential risks or to plan how you will pass along your estate.

### PUTTING A FINANCIAL PLAN TO WORK FOR YOU

The Financial Plan may be right for you if you have enough financial leeway to carry out projects and implement the strategies that may be recommended for you.

To find out, talk to the financial planner or advisor in your caisse. If it looks like the right thing to do, you can start to build your Financial Plan at your first meeting. Afterwards, you'll receive a personalized document that summarizes your discussions and gives you a concrete view of your projects and what to do to make them reality.

With the Financial Plan, you can realize your projects more easily and take better control of your financial future. Do you have a Plan?



NEW

#### GO PAPERLESS CONTEST\*

TO BE WON  
**4 x \$5,000**  
One draw every month for 4 months

Sign up early at [desjardinsfunds.com](http://desjardinsfunds.com) to increase your chances.

#### GET YOUR INVESTMENT STATEMENT ONLINE.

A simple, quick and secure method to monitor the performance of your investments. Sign up now for the online investment statement at [desjardinsfunds.com](http://desjardinsfunds.com) and you will automatically be entered in the Go Paperless Contest.

## TFSA

### MAXIMIZE YOUR TFSA CONTRIBUTIONS BEFORE THE END OF THE YEAR

Investing in a tax-free savings account (TFSA) gives you an income tax shelter for investment income you receive. Each year, you can contribute \$5,000 and invest unused contribution room from previous years. Furthermore, withdrawals you make from a TFSA are not taxable.

#### TO MAXIMIZE YOUR TFSA CONTRIBUTIONS, YOU CAN:

- Share your assets with your spouse, which allows both of you to enjoy the tax benefit of the TFSA
- Make a gift to your adult children who can then invest in their own TFSA while you reduce your taxable income.

→ *Investing in a TFSA is an excellent way to draw on investment income and at the same time shelter it from income taxes. Check it out!*

## INVESTING IN YOUR DESJARDINS FUNDS IS ONLY CLICKS AWAY!

*If you hold Desjardins Fund units and have an AccèsD account, you'll soon be able to purchase new units in the Desjardins Funds you're already invested in right on line. This convenient new service will be available – free of purchase or transaction fees – at the end of 2011.*

#### FULLY SECURE, AT ALL TIMES

All unitholders of Desjardins Funds or Chorus portfolios with an Internet connection will be able to invest securely, at any time, 24/7.

It makes investing fast and simple – and worry free! Make sure to get an AccèsD account so you can enjoy the advantages.

#### TO BE ELIGIBLE

This service is provided exclusively for purchasing new units in the Desjardins Funds or Chorus portfolios you already hold units in. They may – or may not – be in a registered retirement savings plan (RRSP), tax free savings account (TFSA), registered education savings plan (RESP) or a fixed-term annuity retirement savings plan.

→ → → *Register for ACCÈSD service free of charge by calling  
1 800 caisses or visiting [desjardins.com](http://desjardins.com)*

For more information about the conditions of eligibility for the new AccèsD service, or if you wish to invest in a new fund or investment portfolio, talk to your Desjardins advisor.

## STAY ON COURSE WHEN MARKETS TURN CHOPPY

*Inevitably, it can be difficult to remain clearheaded when market turbulence is high and when the return on your investments is not in line with expectations. At such times, it's easy to wonder if you've made the right choices and whether keeping the same investments is the right thing for you to do.*

The fact is, studies show that historical market performance remains profitable over the long term, taking into consideration the risk that an investor is willing to accept. But in the short term, it is usual for markets to experience both upward and downward swings – that can rarely be avoided and are hard to predict for their size or duration.

To help you make the right decisions at the right time, here are five recommendations you can use as landmarks when the going gets rough.

### 1 STAY CALM!

Stress, and the emotions it stirs up, are poor advisors for making financial decisions. Investors who liquidate their investments in reaction to market pullbacks sell their assets at a discount and don't give themselves the opportunity to take advantage of the later upturns that are also part of market movements. If you feel any of these emotions, stay calm and avoid falling into the trap of making emotional decisions – because the chances are greater that you'll reduce your return rather than increasing it.

### 2 KEEP YOUR PORTFOLIO WELL DIVERSIFIED

Having well diversified investments that match your investor profile is the best way to make sure you get the most out of the financial markets. For instance, the investments in your Chorus portfolio are a mix of various asset classes that primarily include fixed-income securities and Canadian and international corporate securities. The weight allocated to the different securities is based on your investor profile and is rebalanced periodically. Moreover, the managers of the Desjardins Funds that make up your portfolio monitor market developments daily and have the required expertise to make investment decisions rapidly in keeping with strategies that are defined and laid out well ahead of time.

In the investment world, a meticulous and disciplined methodology wins hands down over decisions that change with each passing trend.

*Your Desjardins advisor is pleased to answer any questions you have. Don't hesitate to talk over your concerns or explore options that interest you. Your advisor is on your side, regardless of market thick or thins!*

### 3 ASSESS THE IMPACT ON YOUR OVERALL FINANCIAL POSITION

Market fluctuations cause mutual fund returns to vary in exactly the same way for everyone who holds units. Rather than focusing on the return from one or another investment in particular, assess how the performance of your investments as a whole relates to your financial position.

### 4 CHECK YOUR INVESTOR PROFILE

Your investor profile evolves over time based on what's happening in your life and your financial priorities. So it's important to take some time to check that the profile you set up still reflects who you are. To determine if that's the case, ask yourself what are your goals, investment horizon and risk tolerance.

Your investor profile determines the choice of portfolio that's right for you – be that growing your capital, preserving your assets or drawing an income. Short-term market ups and downs should not be what define your investor profile, but rather your own personal financial goals.

Whatever the case, diversifying the investments in your portfolio makes it possible to reduce the risks related to market volatility.

### 5 TALK OVER YOUR INVESTMENT STRATEGY WITH YOUR DESJARDINS ADVISOR

Your investment strategy and the action plan you put in place to carry it out are your greatest allies when it comes to staying on course through turbulent markets. If your situation has changed since you set up your investor profile, make an appointment with your Desjardins advisor to determine whether you should make any adjustments to your portfolio – and, if so, when!

## REDEMPTION OF SHARES

The *Autorité des marchés financiers* protects investors by overseeing compliance with the rules applicable to all investment fund manufacturers in Québec. That's why Desjardins Funds reminds you of your rights annually.

You may therefore, at any time, request the redemption, of all or part, of the units you hold in a fund.

- By calling 1 800 CAISSES (in Québec and Ontario);
- by calling Desjardins Financial Call Centre (in Montréal at 514 286-3225 or toll free at 1 800 361-2680);
- by calling or visiting your Desjardins point of service, an investment advisor or a mutual fund dealer.

Any request received by the Manager before noon on a valuation day is executed at the net asset value per unit determined on that day. Any request received later than noon will be executed at the net asset value per unit determined on the following day. The Manager will pay the proceeds to you less any applicable fees within three business days from the date on which the sale price was determined, provided all necessary documentation is received by the Manager with your redemption order.

If these duly completed documents have not been received by the Manager by the close of business on the 10th business day following the redemption date, the fund will be deemed to have accepted an order for the purchase of a number of units of the fund equivalent to that redeemed. The redemption proceeds shall be applied to the payment of the replacement units.

The Manager may suspend the redemption of units of a fund or delay the payment of the redemption price under the exceptional circumstances set out in the "Redemptions" section of the *Simplified Prospectus* (page 6).

## SOCIALLY RESPONSIBLE INVESTMENT



### DESJARDINS ENVIRONMENT FUND

#### Two well-known experts join the ranks of the Environmental Advisory Group

In September, Desjardins Funds welcomed two distinguished experts onto its Environmental Advisory Group: Ginette Bureau and Lise Parent. A lawyer by training, Ms. Bureau boasts more than 25 years' experience working in the environmental sector. She has been President and CEO of RECYC-QUÉBEC since 2008.

Ms. Parent has over 25 years of experience as a retirement and investment advisor with major actuarial consulting firms. She was also a key contributor to the creation of Amnesty

International's Economy and Human Rights Group. Ms. Parent also served on the board of directors of *Regroupement pour la responsabilité sociale des entreprises* (RRSE) from 2004 to 2009.

The appointments were made following announcement of the departure of André Beauchamp and Robert Daigneault. Desjardins Funds wishes to thank them for their exceptional contribution and commitment in fulfilling their mandate.

#### A unique group of experts supporting the Desjardins Environment Fund mission

The Environmental Advisory Group is made up of independent experts working in the environmental sector who are recognized in their particular fields. The Group assesses the eligibility of securities for the Desjardins Environment Fund and submits opinions and recommendations on the preferability of the selection based on environmental assessment criteria.

#### Sobeys renews its commitment to environmental protection

The representatives of NEI Investments recently spoke with members of management at Sobeys. These discussions led the business to update its strategy on sustainable development as well as the limits on its carbon emissions and waste generation.

NEI Investments is also continuing its dialogue with the business concerning the procurement of fish and seafood in keeping with sustainable fishing practices, the reduction of packaging and the social compliance of its supply chain. Furthermore, Sobeys has committed to publishing a sustainability report every two years.

#### BCE says no to metal originating from conflict zones

NEI Investments made several inroads during its most recent meeting in March 2011 with management of BCE, Canada's leader in telecommunications. The company first undertook serious steps to audit its suppliers to make sure they do not deal in metals originating from conflict zones such as the Democratic Republic of the Congo, for instance.

NEI Investments also induced BCE to adopt a proactive approach to educating the public with respect to cell phone use safety practices. This issue will be discussed primarily in the company's official reports.

**MORE NEWS!** More SRI news are available in the *Investing in Your World* newsletter, click on the *Responsible Investment* tab at [desjardinsfunds.com](http://desjardinsfunds.com).

**QUESTIONS?** Write us at [sri@desjardins.com](mailto:sri@desjardins.com).