

## When dividend goes up, so does the price, eventually.

Here's annual evidence from 1977 to 1987 \*

|               | <b>Dividend up</b> | <b>Price up</b> |
|---------------|--------------------|-----------------|
| TD            | 13.5%              | 14.5%           |
| RY            | 12.1               | 10.1            |
| BNS           | 9.8                | 10.7            |
| BMO           | 6.9                | 8.4             |
| CIBC          | 4.5                | 5.8             |
| Cdn Utilities | 11.6% up           | 11.3% up        |
| Fortis        | 8.4                | 11.1            |
| TransCanada   | 10.0               | 9.8             |
| BCE           | 6.3                | 8.9             |
| BC Telecom    | 7.7                | 6.8             |

With this strategy you will have a growing<sup>1</sup> cash flow in retirement and your initial pot will grow too<sup>1</sup>. Get the double-double in your retirement: the Ph.D...the Portfolio hiking Dividends. Tens of thousands of extra dollars. You will not worry about longevity. Once the rate of growth is over 7%, realize, your money is more than doubling every ten years. And you get dividend growth on top of yield<sup>1</sup>. Return is yield + growth, adjusted for p/e (expensiveness at the time of purchase).

At the time of writing (2020) most of my own RRIF return is dividend income (56%), Capital since retirement, in 1996, has more than doubled and, in addition, we've spent more capital than what we started with (for extras like paying cash for a car every decade). We have no debt, hold no bonds and winnow rather than re-balance.

I'd never buy a stock without checking the company's year-by-year dividend record. Not just its average dividend growth shown above. You want to check the dividend year-by-year (found inside [dividendgrowth.ca](http://dividendgrowth.ca)) to be certain it is a quality company. It's your retirement income flow you are researching and will be depending upon.

This is where ETFs really falter. ETFs have poor rising cash flow because most of their holdings are mediocre companies. Dividend growth investors concentrate in the best individual companies: we aren't tainted by doltish modern portfolio theory. Don't be sucked into steorage class ETFs larded with humdrum companies. Reject high yield securities too. Return is yield plus growth. A growing income builds wealth and is wealth. Inside dividend growth there are decades of dividend data for you to study covering dozens of companies and lessons learned from decades of research at Queen's.

To win **you must invest differently** (Read Ben Graham's 1963 speech 'Securities in an Unsecure World'). You must: ★ hold just a few (Keynes), quality individual companies (Jarislowsky) (no bonds), ★ avoid wealth managers, ★ control your behaviour, ★ have a long-term horizon and ★ believe that "Since the market value in most cases has depended primarily upon the dividend rate, the latter could be held responsible for nearly all the gains ultimately received by investors."

*Security Analysis*, 1934, C 35 Graham, Dodd and Cottle

\* Connolly Report © began in 1981. The more recent data is inside [dividendgrowth.ca](http://dividendgrowth.ca)

<sup>1</sup>This is why I do not, and never have, owned bonds. My security is holding a few quality companies with rising dividends and properly deployed retained earnings..