



The Lion's Roar

Quarterly Bulletin for the Clients and Friends of Networth Asset Management Inc. Canada

WHAT IS MY INVESTMENT SELECTION PROCESS?

By Victor Didkowsky CFP

In this complex world that we live in, with its vast array of choices and options, how does one maneuver the maze and find the light at the end of the tunnel?

Developing, testing, monitoring, refining, implementing and being disciplined to the process will get us very close to the almost mystical destination... But wait, there is more!

Of the four thousand some odd professionally managed investment options available out there, we have systematically narrowed that down to twenty, from which we have then designed ten model portfolios which we use as our core building platforms.

Since each person is unique in their requirements, fears, dreams and tolerance for risk, we further customize the investment selection to meet your requirements.

Now, how do we go from four thousand to twenty?

Well, it may be referred to as a labour of love, but really it was a huge undertaking, involving looking at the individual returns, management styles, the specific criteria used for selecting the underlying securities, peer group weighting, history of staying true to their investment mandate, how the portfolios correlate to one another, depth and detail of the individual security research by the manager, reputation, stability... and the list goes on.

As you can imagine, a lot of red marks on those sheets! Just to com-

plicate the issue, a holding or style could be out of favour today, because it is not its turn in the spotlight. But it is still the right one to have for all the long-term reasons... the decision is not black and white. ***Maybe this is why you trust me?*** Anyway, after all is said and done, we take each client's portfolio, go back to the asset allocation that it has (amount in Canadian, US & International stocks, bonds, cash, etc.) and back test it for thirty two years, compare it to various indices, graph the results and see where your portfolio stacks up. Next, we take your actual portfolio and go back ten years and on an annual basis see how it would have performed per year and how it fluctuated year to year.

Now we are ready to make our recommendations and share with you the methodology we used to enable you to achieve and live your financial dreams. While there is never any guarantee of future results, it helps us determine the best course of action with your portfolio.

This sounds like a lot of work, and yes, it is... if it was easy, everyone would do it and be successful.

I guess as an alternative we could chase whatever is popular for the moment, but that is not what your financial foundation should be built on and we will not jeopardize your dreams! I just wanted to share with you some of the due diligence, care and attention that goes on behind the scenes, just so you have a better understanding of how our days are spent.

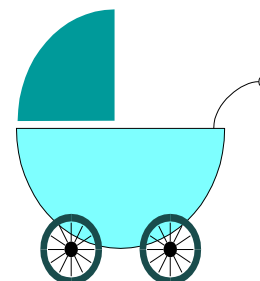
Hello All!

It sure is good to be back at Networth Asset Management after a very lengthy absence. Since February, I have been out on maternity leave to tend to my little guy. My husband and I had a boy, on February 3 2003, whom we named Hunter.

My months off have been spent changing, wiping, running after, and generally revolving around a very active and healthy child who has yet to understand that nighttime is sleep time, not play and squeal time. It is a big adjustment in my life to have a child, but it is a welcome one. I am truly thankful for this blessing.

I am looking forward to once again being an integral part of the Networth team. I hope to continue to offer a fresh perspective and my own exceptional brand of service to all of our clients. It is good to be back!

Carrie Haughay





Is the glass half full or half empty?

Turbulent times require a tireless amount of determination by both you and I to keep focused on the things you value, versus the circumstances of the moment. Think about and illustrate this for yourself.

Draw two circles, one inside the other. In the very center of these circles write the word values.

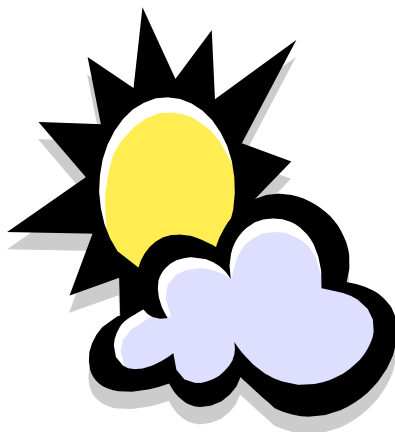
Inside the next ring write the word attitude.

On the outside of the rings jot down the word circumstances.

Now the choices are clear.

Attitudes are influenced either by circumstances, living life from the outside in, or by values (living life from the inside out).

With the current world and market conditions it is normal to feel fear, uncertainty, and even doubt. Yet it is not what's happening to us, it is what we do about it that will ultimately determine how we are perceived and received. It is essential that during turbulent times every



one of us focus on the things we individually value the most, be it our faith, our freedom, family, friends, etc. Interestingly enough, when we are only focused on current circumstances we tend to worry the most about the things we value the least.

It is neither easy, nor heroic, to be positive when negative things happen.

However, each of us look to each other for guidance, direction, clarity, and perspective. Even negative news can be delivered in a hopeful tone. Ask the Oncologists who live their lives emphasizing values and long term prognosis. Or the single mom or dad who has to stay focused on the future and not just on the circumstances they currently endure.

The responsibility of all of us is to be honest, transparent, and to let our light shine, that others may be encouraged and not be caught up only in their circumstances. Difficult? A daily determination is required. But is it doable? With courage and commitment. Positive, productive people real-

Choosing an Investment Advisor

When choosing an investment advisor, wealthy individuals consider a number of attributes. However, they indicated "being trustworthy" was the most important characteristic.

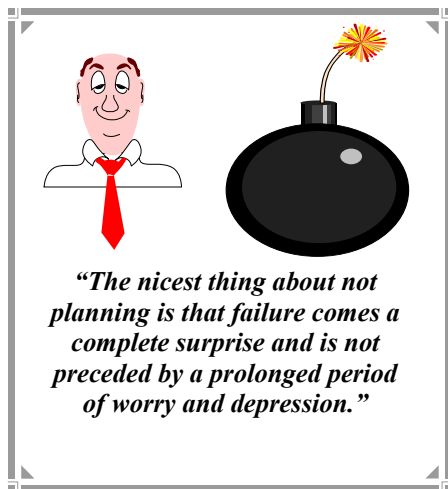
- 94% - Trustworthiness
 - 77% - Understands my current situation and concerns
 - 69% - Keeps me informed without being too aggressive
 - 59% - Well educated
 - 59% - Top performer in his or her field
 - 57% - Street-smart
 - 11% - Well known
- Data sources include, but are not limited to: Starch-Roper, Money Publishing Group, Working Woman, and Trust Department polls.



Congratulations!

Don't forget, every time that you introduce us to someone who becomes a client, your name is entered for a diner draw. We have the pleasure of awarding this symbol of our appreciation every quarter.

This Period's Dinner Draw winner is
Dave Holt
who introduced us to
Manfred Wobst
We welcome Manfred to our practice and thank Dave for his continued support.
Bon Appetit!



When the Business is You

As a business owner, you are likely in a state somewhere between being self-employed and having a true business - one that works and generates income whether you're there or not. Could you leave your business for a few months and be confident it will survive?

When you're in the thick of it, it's easy to forget the "business owner basics" that can make the difference between a "forever grind" and the very real rewards of a healthy business, both for you and your family. Here are a few points to check yourself on:

Is there a **succession plan** for the business and/or an exit strategy for yourself? Do you plan to work yourself out of the business but remain invested, or are you building to sell?

If your exit strategy involves selling, take a realistic look at **your assets** - team, equipment, customer lists, contracts, and proven business systems. How much of your company's value depends on YOU being there? Is it time to invest in your business' health and saleability?

Expand your advisory team beyond your lawyer and accountant, by engaging business coaches, industry mentors, financial advisors and clients to support your path to excellence. Your advisors, employees and associates should complement your strengths, help you do what you're best at, and stretch your capabilities and dreams.

Obsession with day-to-day details can dull your clarity and scatter your focus. Take time regularly - by scheduling an appointment with yourself - to look at your **"big picture"**: why you first went into business, what your vision is now, and what are the most important (not urgent) things to attend to. Make sure your business is working more for you than you are for your business!

Finally, don't let TCB drown out TCY. **Take care of yourself so you can better take care of business.** Rest, replenish, and reward yourself. Increase your peace of mind by creating safeguards against illness and burnout - a reliable team, good business systems, and a balanced approach to your life.

Thinking long-term, building your support network, and taking a compulsory break from work are just a few things that will re-energize you *and* your business!

© Mara Osis

Mara Osis is an author, speaker, experienced business advisor and a member of the global network of *ACTION International* business coaches. With more than 25 years combined experience in family-owned enterprise, large corporations, consulting and franchise ownership, Mara helps business owners build businesses that give them "more life"!

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News & Views

"THE POSITIVE SIDE OF LIFE"

Living on earth is expensive, but it does include a free trip around the sun every year

How long a minute is depends on what side of the bathroom door you're on.

Happiness comes through doors you didn't even know you left open.

Ever notice that the people who are late are often much jollier than the people who have to wait for them?

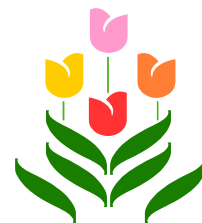
Most of us go to our grave with our music still inside of us.

If Wal-Mart is lowering prices every day, how come nothing is free yet?

Some mistakes are too much fun to only make once.

Don't cry because it's over; smile because it happened.

We could learn a lot from crayons: some are sharp, some are pretty, some are dull, some have weird names, and all are different colours... but they all exist very nicely in the same box.





Are you courting burnout?

Prolonged stress and tension can lead to more serious problems such as clinical depression, anxiety, ulcers, and heart disease. Try some of these coping mechanisms to lower the stress wattage in your life:

1. Use relaxation techniques—

Yoga, meditation, deep breathing, or massage

2. Physical activity—

is one of the most effective stress remedies around

3. Time management—

Do essential tasks and prioritize the others

4. Watch your diet—

Alcohol, caffeine, sugar, fats, and tobacco all put a strain on your body's ability to cope with stress

5. Get enough rest and sleep

6. Talk with others—

Talk with friends, professional counsellors, support groups, or relatives about what is bothering you

7. Help others—

Volunteer work can be an effective and satisfying stress reducer

8. Get away for a while—

Read a book, watch a movie, play a game, listen to music, or go on vacation

9. Leave yourself some time that's just for you

10. Work off your anger—

Get physically active, dig in the garden, start a project, get your spring-cleaning done

Source: The Canadian Mental Health Association



George Carlin Philosophy

Don't sweat the petty things and don't pet the sweaty things.

The main reason Santa is so jolly is because he knows where all the bad girls live.

I went to the bookstore and asked the saleswoman, "Where's the self-help section?" She said if she told me, it would defeat the purpose.

Could all those trick or treaters not be going as ghosts, but as mattresses?

Isn't it unnerving that doctors call what they do, practice!

What do you do when you see an endangered animal eat an endangered plant?

If a parsley farmer is sued, can they garnish his wages?

Why don't sheep shrink when it rains?

If a turtle doesn't have a shell, is it homeless or naked?

If the police arrest a mime, do they tell him he has the right to remain silent?

Why do they put Braille on the drive-through bank machines?

Raising the Bar

In keeping with our desire to provide the clients of Networth Asset Management Inc. with an ever enhanced level of service, Victor has recently added a new position to his organization. That is where I come in.

My name is Silvana de Gasparis. I have a variety of experience in the Calgary's business community. At first, I worked in the oil patch as an over-specialized Geologist, but changes in exploration techniques made my profession as extinct as *Tyrannosaurus rex*. I also have had an interest in the insurance industry, so I decided to enter this field and became first a licensed Insurance Broker, later an Insurance Analyst and a Marketing and Administrative Assistant.

My role with Victor will be in the risk management process, as well as client service. Both of these responsibilities will be an important part of my contribution to the team. Some of my other responsibilities will be coordinating our appreciation functions, sending out birthday wishes and gifts of appreciation.

You can expect to hear from me in the near future, as I am updating your personal information, which will enable us to keep raising the bar of excellence in the service we provide you.

Remember, if you move, change employment, email address, or if anything else relevant to our relationship with you changes, please call me!

I am looking forward to speaking with and meeting you in the near future.

Silvana de Gasparis

