



# The Lion's Roar

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

## Giving Thanks

by Victor Didkowsky, CFP

Not many things in this world can we be assured of, except for maybe change, that is change itself! In taking some personal time between Christmas and New Year's to unwind and reflect on the events of the last twelve months, it gave me the opportunity to gain clarity, perspective and to reflect that change can be very beneficial, but typically it makes us uncomfortable and takes us out of our comfort zone thereby adding additional stress throughout the process.

It is not surprising that at these challenging times our human spirit rises from beneath the ashes and shines even brighter than before. This has been demonstrated time and time again.



Recently I was presented a quote from Nelson Mandela's 1994 Inaugural speech, which could best sum up the boundless energy of our human spirit.

*"Our deepest fear is not that we are inadequate*

*Our deepest fear is that we are powerful beyond measure.*

*It is our Light, not our darkness, that frightens us.*

*We ask ourselves, who am I to be brilliant, gorgeous, talented and fabulous?*

*Actually, who are you not to be? You are a child of God.*

*Your playing small doesn't serve the world.*

*There's nothing enlightening about shrinking*

*So that other people won't feel insecure around you.*

*We are born to manifest the Glory of God that is within us.*

*It's not just in some of us; it's in everyone.*

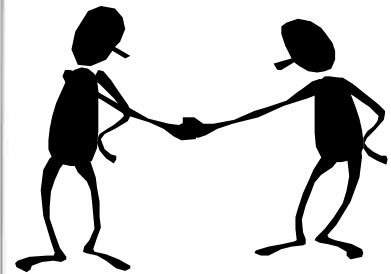
*And as we let our own Light shine, we unconsciously give other people permission to do the same.*

*And we are liberated from our fears,*

*Our presence automatically liberates others."*

Each and every one of us has this power and that in itself is the key to our survival and success. Let us never get so busy or self absorbed as to forget to give thanks and to reflect upon our inner light.

## Our Team Has Expanded



Please welcome Stuart Warner to the Networth Asset Management Team. Stuart brings a wealth of experience with over 11 years in the financial industry, specifically in the Banking and Trust sector. Stuart is currently completing his Certified Financial Planning (CFP) designation and will be, in the near future, starting his Risk Management studies.

His role is to enhance the service given to our clients by assisting me with client service and anything else that will enhance our level of service to you.

Stuart has recently moved to Calgary with his family from the west coast and is enjoying the many hours of sunshine here.



## Our Report Card

**A**s is our tradition, every year at this time our firm reports back to you on what we had set out to do and how we fared at our tasks. The year 2001, needless to say, was a challenge. But as a recap, these were our goals and our results.

- 1) The ability for our clients to be able to review their own portfolios 24/7 on our 128 bit encrypted secure web site. ✓
- 2) Timely and more frequent commentaries with the introduction of "My Views". ✓
- 3) To add additional points of interest into your confidential profile in order for us to enhance the customized services and attention we provide you. ✓
- 4) To conduct small interactive workshops dealing with such timely issues as succession and estate planning, income splitting, pension management, etc. **X**  
Sorry, needs work
- 5) To host a variety of functions, some social, and some informal, for the enjoyment and enlightenment of our clients. ✓
- 6) Position the practice to deal with a constantly changing regulatory environment. ✓
- 7) To add an additional high quality practice to our own. **X**  
Could not find a good fit
- 8) Increase the efficiency and synergy of the practice and how we serve our clients. ✓

9) To maintain our virtually 100% client retention rate while also increasing our new clients who came from recommendations and referrals of existing clients from 70% to 80%. **Thank you for all of your assistance. We could not have done it without you.** ✓

10) To continue to surprise and exceed your expectations with what we refer to as the **Wow Factor.** ✓

## Now, what are our goals and commitments to you for 2002?

- 1) To develop and make available our interactive workshops in order to provide additional value.
- 2) We will step up our efforts to add an additional like-minded practice to our own. This will be done in order

to provide a larger infrastructure, more flexibility and achieve the critical mass required to not only stay ahead of our peers, but to **raise the bar of excellence even higher.**

- 3) Strive to improve the maneuverability within our web site and to increase traffic to the site.
- 4) To launch our "risk management" solutions web site.
- 5) The introduction of our "private wealth management services" division.
- 6) To add either another planner or associate to our team to insure that you continue experiencing the same level of service that you have always experienced.
- 7) Maintain our virtually 100% client retention level and maintain that 80% of our new clients are referred to us by existing clients. **Your support is key to the success of this goal.**

*Continued on page 3...*

## Dinner Draw Winners

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

**Congratulations!**

This period's dinner draw winners were **Peter and Lynn Heming**, who introduced us to **Bob Machon**. We welcome Bob to our practice and thank Peter and Lynn for their continued support.

**Bon Appetite!**



*Continued from page 2*

- 8) Streamline the process of holding individual stocks, bonds, futures and other exchange traded securities within your portfolios.
- 9) To continue to enhance our "Report Card" investment statements, complete with a graph showing the history of your holdings. This is a customized statement that we have labored over for several years.
- 10) Not to let our eye off of what is truly significant in the financial planning and wealth creation process.  
***Truly, "It's a lot more that figures: it's about dreams and the peace of mind that comes from knowing that they are not only achievable but sustainable"©.***

If I were to do some crystal ball gazing, I would see the upcoming year filled with opportunity, a strong rebound in the financial markets in the later part of the year, and more devastation caused by terrorists. I pray that my last prediction is wrong . . . but if it should come to pass the markets have already taken that into account and the financial effects will pass quickly.

Our relationship is not about crystal ball gazing, but about helping you understand the psychology of your money, what it means to you and understanding your feelings as the markets go up and down.

We all realize that the world and all of the economic factors that impact us rely upon a few basic ground rules. One is the law of supply and demand; the other is the reaction of people surrounding greed and fear that provides opportunities for others. (Remember, there must always be a winner and a loser). 95% of your success will be achieved by what you do or don't do during periods of unrealistic euphoria and times of despair.

***That's why understanding the psychology of money and that the creation of true and everlasting wealth is not about short-term returns.***

***It's about systematic wealth creation.*** The value we bring to your life and those who you most deeply care for is the clarity, support, guidance and understanding of your unique situation and fulfilling the role of your most trusted advisor.

***Thank you for allowing us to touch you lives in this very deep and meaningful manner. This is an honor, responsibility and privilege that we do not take lightly.***

### **A quote from Warren Buffet (the second richest man in the world)**

"To invest over a lifetime does not require a stratospheric IQ, unusual business insight or inside information.

What's needed is a sound intellectual framework for decision making and the ability to keep emotions from corroding that framework."

***Don't wait until the last minute. Get your RRSP contributions looked after now!***

***We can also arrange a loan, large or small with flexible terms and great rates so that you can take advantage of the current buying opportunity and save taxes!***

***With prime at 3.75% and the market down 55%, this could well be a once in a lifetime catch up opportunity.***

***Take advantage of it!***

## News & Views

### Protection from the odds

Health, wealth and happiness is what we all want, but without health your wealth quickly vanishes as well as your happiness.



One in four Canadians suffer from some sort of cardiovascular disease and one in three will develop life-threatening cancer. Seventy five thousand (75,000) people will have a heart attack **every year**. One hundred and twenty five thousand (125,000) new cancer cases are recorded **every year**. With medical advancements 75% of all stroke victims survive. That's great, but the problem is the high financial cost of survival. Where is the money going to come from?

***Will your survival become your tomb of poverty and will it drag down your family as well?***

Marcus Barnard, brother of Christian Barnard the famous South Africa heart transplant surgeon, pioneered "critical illness" risk protection. Critical illness is a living benefit. It provides a one-time tax-free lump sum payment to look after you, your family, and your dignity. Did you know that the average age for a claimant is 41 . . . so young. Choice, dignity and freedom is what money represents to most of us, call me to find out more.



## Fact or Fiction ?

- ? Do managed future contracts increase or decrease portfolio returns?
- ? Do managed future contracts increase or decrease the volatility in a portfolio?
- ? Do large pension fund managers use managed futures to balance their portfolios and provide for bigger shock absorbers?
- ? Have managed futures existed since the 1600's?

If you answered **YES** to the above questions then congratulations, you are correct.



Unfortunately, up until very recently these vehicles were reserved for the very wealthy or the very sophisticated. That has now changed.

The Business Development Bank of Canada has, with the full financial backing of the Government of Canada, introduced a managed futures vehicle which has **100% of your principal guaranteed** by our government and the opportunity to get positive equity type of returns without the risk.

Another unique benefit is that the minimum subscription is only \$2,500.00. If the account is not an RRSP, it is 100% tax efficient and when paid out, the growth is taxed as capital gains, attracting the lowest form of taxation.

Certain restrictions and limitations do apply. We should review them in advance in order to make an informed decision prior to considering them for your portfolio.

They are made available in offerings, which are pre-booked in advance. I have a limited quantity still available, so if you have an interest, do not hesitate and call Victor today at 244-7400.

*I require your assistance. . .*

What is it that I do so well that has earned your trust?

Of your most valued relationships, who else would also value that?



*Just a reminder.*

We have a library of some of the very best books and tapes on Personal Finance and Self Development, available to you on loan, at no cost, just give us a call.

*Welcome and Thank you!*

Welcome, to all of our new clients who have joined us since our last news bulletin. Thank you, to those of you that have mentioned our name to people that you know would benefit from our services, just as you have.

**Your introductions, and trust in our abilities, mean a great deal to us.**

*Pass it on. . .*

If you enjoy this publication and find it of value, possibly someone else you know may also appreciate receiving it. If that is the case, please give us a call and we would be happy to add them to our list or simply click "Send To A Friend" on our website.