

### This Issue: **Legacy Planning & Cash Management**

#### A Nursery Rhyme for all times...

This little **Penny** went to the market; this little **Penny** was saved at home; this little **Penny** bought roast beef and this little **Penny** had fun. And THIS little **Penny** went wee-wee-wee all the way to Ottawa to pay GST.

While this may not be a Mother Goose original, this rhyme would teach children the basics of budgeting. If our children are to become responsible spenders, we believe it's important for us to set a good example and that's where a Cash Management plan will help.

Cash Management is a vital piece of your Legacy Planning puzzle. This piece forms the foundations of your overall plan and therefore, cannot be taken lightly.

Let us ask: When was the last time you sat down and updated your budget? Do you even have a budget? Are you sensibly managing your debts OR are your

finances. Just give us a call so we can work together to build or refine your Cash Management Plan.

#### 90% of marriage breakups arise over money problems!

It's not that money is the cornerstone of a relationship, but a lack of COMMUNICATION about money problems can be devastating to a relationship. Money issues can be stressful, often explosive, and filled with unknown factors so communication on this topic is often avoided. Of course, this only serves to fan the flames of money problems and without quick intervention, the damage may not be repairable.

Now, if money problems were a medical condition, most of us wouldn't hesitate to go to our doctor. So, short of a new miracle drug (*from the makers of Viagra, comes Cashagara... give an instant lift to your spending budget. Warning, side affects include, headaches, delusions, and an overdrawn bank account after Cashagara wears off*), your best alternative is to call your financial advisor. Some of the remedies we offer our clients are:

1. Reorganize debts to minimize interest costs and reduce monthly payments. This sensible debt management will save you money and quickly add new found dollars to your cash flow.
2. Restructure savings to pay less tax and to establish an emergency fund with 6 months of expenses. Let's face it, an emergency is stressful enough without the added stress of borrowing to pay for it.
3. Update existing plans in light of current rates and available options. If it's been a

few years since you reviewed your Legacy Plan, there may be savings to be found in lower pricing on new insurance or better rates on a new loan.

Money issues are rarely put to rest in one shot. It takes regular reviews and timely updating to keep money problems from returning. Of course, reversing bad money management can be harder than dieting or quitting smoking, so don't go it alone. Give us a call, we're here to help.

**Cash Management**

**Sensible debt management  
Paying less tax  
It's all about having choices**

debts managing you? Would you like to reduce stress and ensure you have options to choose from in the event of a financial emergency?

Cash Management will do all this for you and more. As part of our Legacy Planning process we help ensure you have a sensible debt management plan, you don't pay more taxes than necessary and you have real choices to draw upon in the event of a financial emergency. As certified professionals (CFP/CLU), we take great pride in helping people better understand their

## Our Mortgage Man!

For those of you who have yet to meet our mortgage specialist, please let us introduce Jeff Talbot. Jeff has been instrumental in helping our clients implement key pieces of their Cash Management plan. As your mortgage is the single largest debt you will likely ever have, we felt it was important for you to hear from Jeff regarding what London Life has to offer by way of Mortgages. So, here's a letter from Jeff (*originally distributed to clients in September, 2004*)

*The Canadian real estate market has been red hot over the last 4 years, fuelled by fifty-year low interest rates and there has been no sign of it slowing down in 2004. However, rates are predicted to gradually increase (as they've already started to do) over the next couple of years as our economy continues to press on.*

*London Life has been in the mortgage business for over 125 years. Now is the perfect time to consider one of our mortgage products whether you are buying or want to use the equity in your home to consolidate bills or for renovation purposes. For example, it only costs \$767/month to carry \$150,000, 1 year, 3.75% mortgage amortized over 25 years.*

*London Life offers competitive mortgages with flexible options like a 15% lump sum prepayment benefit, which can be used anytime in the calendar year without penalty. We also offer cash back and no cost mortgage transfers if you want to switch your mortgage when it's up for renewal. We pay your discharge and appraisal fees. **Our mortgages also have a re-advance clause unique to London Life that allows you to increase your mortgage back to the original mortgage balance without paying legal fees again.***

*We offer a variety of great products, like our **NEW** variable rate (less than prime) product and the 1-year convertible product, which allow you to take advantage of today's still very low rates. We also have an equity product designed for self-employed clients who often have unique income statements due to personal investments in their business.*

*Regards, Jeff Talbot.*

Jeff is a wonderful family man who always offers our clients the best possible rate **without** any haggling. (Jeff matched or beat every bank we called to compare).

If you have plans to move or renovate, call us to book a Cash Management review meeting. After our meeting, we'll introduce you to Jeff's office so he can help revamp your mortgage.

How's that for full service. ☺



### **Have Plans to Move or Renovate?**

Give us a call to review your Cash Management plan and for an introduction to my Mortgage Man, Jeff Talbot.

## Implementing the pieces of your Legacy Planning plan:

As a refresher, here are some of the more common products we can offer you AFTER we have completed your Legacy plan:

- **Legacy Plan Binder.** Captures your full financial plan in writing (also available by fee-for-service)
- **Investments:** Over 2,500 choices covering Mutual Funds, Segregated funds, GICs, RRIFs, Annuities & Registered Educational Saving Plans
- **Insurance:** Life (Term, Permanent and UL), Long-term Disability, Critical illness & Medical/Dental plans
- **Loans:** RRSP and investment loans, Lines of Credit, Mortgages & Insurance policy collateral loans.

[www.LegacyPartners.ca](http://www.LegacyPartners.ca)

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*Financial Planning for People with a Purpose!*

Representing Freedom 55 Financial, a division of London Life Insurance Company.

## Our Passion...

We believe there is no greater purpose in life than to leave things better than you found them. If everyone did this, day in and day out, what a wonderful Legacy that would be. A person's Legacy can take many different forms - spending quality time with your family; building a business you can be proud of; or helping a neighbour in need. At Legacy Partners of London, we believe everyone has the potential to achieve their greater purpose and we work closely with our clients to help them Create and Conserve their Legacy.