

TODAY'S ISSUES



TODAY'S ISSUES is produced three times a year by Personal Wealth Strategies. It is a commentary on important taxation, business and economic matters of interest to clients and business associates of Personal Wealth Strategies. ed.3/09

YOUR RECOVERY ACTION PLAN

A recent headline in the Globe and Mail was titled *Affluent Investors Losing Faith in Advisors*. Amen! The quality of investment advice in this financial tsunami is incredibly wide. Makes you wonder if some investment advisors know much more than us folks who don't do it for a living. Fortunately, there are a few good ones still around.

The article referred to above had some excellent and practical points to think about in assessing your advisor's performance in the past six months or so. They are as follows:

- ◆ Does your advisor tell you straight up your portfolio rate of return?
- ◆ What steps did your advisor take to protect your capital?
- ◆ Was your advisor proactive or reactive as last year's events unfolded?
- ◆ Did your advisor outperform an appropriate bench mark or peer group?
- ◆ Did your advisor communicate with you frequently enough?
- ◆ Does your advisor understand your personal financial circumstances?

All of the above are excellent questions. Run down them and mark them with a yes or a no. Add up the score and you will have a good assessment on whether or not your advisor was in the ball game.

After an assessment of past performance, you will want to know how your investment advisor will answer the following question:

- ◆ What course of action is recommended in the next twelve to twenty four months to lead you out of the wilderness with a fresh and well substantiated plan to protect your portfolio from further losses and help you participate in the upside?

Short – but good advice!

*J. E. Arbuckle Financial Services Inc.
30 Dupont St. E., Suite 205, Waterloo, Ontario N2J 2G9
Phone: 519-884-7087 Fax: 519-884-5741
Email: info@finplans.net*