

FINANCIAL SERVICES GROUP

Gary & Myrna Kwasnecha

A Note from Gary



It is important to me that I share with you an e-mail I received this spring. Jim and Jane (not their real names) have been long time clients and friends of Myrna and me. They have three adult children who are all doing well and are now settled just outside of Vancouver. This year Jim will be 62 years old and Jane is turning 57. In preparation for their retirement over the past 5 years, we have done extensive PLANning with them. Jim decided to take a buyout from his employer and further chose a Joint Life Time Pension. He is an avid golfer who likes to fish and travel, and is a dedicated father and husband. Jane loves teaching and decided to work for a little longer. Later however, I received an e-mail from Jim requesting that we help them with Jane's pension options. *"It looks like Jane has had enough of my retiring solo and has decided to join me,"* Jim wrote. *"Jane now plans to retire July 1, 2015"*.

On May 21, 2015 however, I received the following e-mail and I must admit, I was hit hard by the message:

Hi Gary: A little update from beautiful BC. I've landed in the hospital with a minor heart attack. Doing well but have been in for over a week and surgery is scheduled now for June 3rd. A long wait. I had the angiogram and it shows numerous arteries affected so I need a quintuple bypass. Guess that's why they are keeping me here, at the hospital.

Prognosis is good but is there anything you would suggest I do before or following? Surgery?

I still have access to my email, computer and stuff so I can get whatever you send over.

Jane says hi. Cheers Jim!

I replied:

*Hello Jim, Jane and your wonderful family,
This is supposed to happen to the other guy - right?*

*You are in the best medical system "in the world", regardless of what others think.
As far as preparation, you need to know that all is good from a financial perspective. You and Jane have spent many hours discussing, projecting the numbers and planning.*

Together, you have chosen early retirement and this surgery will guarantee a stronger heart, and body. Your soul is sound as you are a good man! You are surrounded by an amazing family!

So, my friend, sit back as you are not in control. Enjoy the journey and know that I am leaving for Maui Saturday and I will spend time at sunrise and sunset praying for you. We return June 6th and I look forward to hearing from you. Best wishes, Gary

FSG is all about the PLAN and we are so proud to know that Jim and Jane will be fine from a financial perspective. This family can now focus on the most important thing - the illness and Jim's fight to stay healthy. Meanwhile, their financial well-being is sound.

Please do drop by our office - "Happy summer to all".



Scott's Financial Challenge

This year I am encouraging our clients to tackle my 2015-2016 Financial Challenge!

It is really simple to do and should only take about 1 hour of your time.

- 1) Increase your **mortgage** payment. Many mortgage companies allow you to increase your payment by 10-15% each year. This may be a lot for many people, but what about \$25 or \$50? \$100? Find a way to increase your payments this year. And if you are paying your mortgage monthly - switch it to bi-weekly or weekly.
- 2) Increase your **savings** amount. Have you been putting \$100 a month into your RRSP or TFSA for the last 4-5 years? It is time to crank that up! Can you double it this year? Triple it? Any increase is a bonus.
- 3) Review your life and critical illness **insurance** policies. Do they meet your needs if something happened to you? Is the coverage enough? Too much? The best savings and investing plans may not sustain a major life event like death, critical illness or disability.
- 4) Review your **beneficiary** designations on all your bank accounts, savings accounts and insurance policies and match them up with your wishes and your will.
- 5) Make a contribution to a Registered Education Savings Plan (**RESP**). All contributions receive a 20% match from the Government of Canada up to a \$500 annual maximum.
- 6) Get a **will** if you do not have one or review the one you have to ensure it matches your wishes.
- 7) Meet with your **Financial Services Group advisor** to review your PLAN or assist with any of the above!

Many people spend more time planning their vacation than reviewing their Financial PLAN.

Please take some time to do the 2015-2016 Financial Challenge!

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FSG is excited to welcome Kendra Gabert to the team as our new front office coordinator. Kendra is looking forward to assisting you when you call our office.

