

Update



Independent INVESTMENT Solutions
Independent INSURANCE Solutions Inc.

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For many, dollar-cost averaging is the answer

“Buy low, sell high.” That’s how some people like to play the market. They depend on good timing and, more often than not, plain old luck.

There is another option, one that is less vulnerable to market fluctuations. It’s called dollar-cost averaging (DCA) and it simply means regularly investing a fixed amount of money. This means, of course, that when prices are low, you can buy more units and when prices are high, you buy fewer. Instead of trying to time the market, you buy at an average dollar cost over time.

If this is for you, you should know three things. First, begin investing *now*. Waiting for the “right time” will make little or no difference. Also, prepare to weather the inevitable storms. Remember, this is a long-term investment and when prices drop, you get to buy more units at a great price. Want to know more? Give us a call at **613-841-0944**.

Investment funds with a guarantee? It’s true!

Although there is a fee for these funds, they offer a guaranteed income for life starting at age 65 and an annual 5 percent guaranteed income bonus for each year you don’t make a withdrawal in the first 15 years. We think this is a great way to balance income security with growth potential. Call George to find out more.

Open your tax-free savings account now

Can’t wait until January 1 to open a tax-free savings account? Some institutions are offering to double your interest rates to encourage you to open an account now. Call us to find out more about where you can find these deals.

“Please leave your name...”

As some of you know, John and June had their third child, William, this past August and it’s kept them both pretty busy. If you can’t reach John immediately when you call, remember that both Laurie and George are well placed to help.



Wise words

“Buy when there is blood in the streets.”

BARON ROTHSCHILD
18TH CENTURY BRITISH NOBLEMAN,
MEMBER OF THE ROTHSCHILD BANKING FAMILY

Should we be worried?

Although the waters are rough right now, the market forecast seems to be favourable—at least if history is any indicator. And we are not the only ones who think that.

“Over the long term, the stock market news will be good,” said Warren Buffet, CEO of Berkshire Hathaway, in a recent *New York Times* article. “In the 20th century, the United States endured two world wars and other traumatic and expensive military conflicts, the Depression, a dozen or so recessions and financial panics, oil shocks, a flu epidemic and the resignation of a disgraced president. Yet the Dow rose from 66 to 11,497.”

Legendary contrarian investor David Dreman goes even further. “Someday,” he says, “we will look back and ask ourselves why we weren’t more aggressive in picking up bargains in this market.”

We concur. While volatility is sometimes unsettling, it’s a natural part of investing and we believe that market declines often present great buying opportunities.

We also believe—in fact, it’s always been our mantra—that diversification helps ensure stable returns and that no matter what the circumstances, we should be investing for the long haul.

One final thought... because things will almost inevitably turn around, now is *not* the time to cash out.

So, until next time, stay confident!

Disclaimer: Commissions, training commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed, the value changes frequently and past performance may not be repeated.

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