



GENERAL MARKET COMMENTARY: Early in my career, I was at an industry conference listening to the top money managers in the country. As you might expect, one of the questions was "how will the markets do this year?" The 'star' manager (based on recent fund performance) answered "*I can give you a 100% assurance that the markets will go up . . . or the markets will go down . . . although there is the possibility that they will stay about the same.*" I have to admit that I was more than a little disappointed in the answer!

However, after 30 years in the financial planning industry, I have come to believe there was much more wisdom to his answer than I initially credited him with! As human beings, we generally tend to be fixated on trying to predict the future, rather than gleaming as much joy and satisfaction as possible from the present.

"The markets" are a very intangible entity. Although I am cognizant of what world markets are doing, I am ultimately much more concerned about how you are doing at any given time. My basic philosophy is to urge clients to plan like they are going to live forever . . . and to live like they might die tomorrow! We need to cherish the past (and learn from our experience), plan for the future, but, to truly fully live in and enjoy the present, because it is a gift.

So, it is with great pleasure that I am able to give you an ironclad guarantee of what the markets will do this year: *I can give you a 100% assurance that the markets will go up . . . or the markets will go down . . . although there is the possibility that they will stay about the same!*

REFLECTIONS: It was 30 years ago this month that I was simultaneously marking the last set of exams for the high school students I was teaching, and, I was studying for my mutual funds licensing exam. It's hard for me to believe that I have been in the financial planning profession for 30 years - and some of you have been clients from that very first year! I have the good fortune to count two and three generations of many families as clients.

Over that time, we've had the opportunity to share so many life experiences: the joys of a new baby, career advancement, marriage, fabulous holidays, personal goals achieved, retirement, etc., and, also the sorrows of losing a loved one, job loss, divorce, sickness, failures, etc. I have had the privilege of being able to walk with you through this journey

called life. The collective wisdom of experiencing the sorrows and joys of life with you has added a profound richness to my life. I am continually thankful and encouraged by the indomitable human spirit of genuineness, love, and helping others that I have seen in the lives of clients as they respond positively to some of the 'bumps' along the road of life.

'30 FOR 30' PLAN: As many of you know, I am a strong supporter of marriage, family, and, helping those less fortunate than ourselves. Many of us live truly blessed lives and we do live in the best country in the world - neither our lives nor our country are perfect, but, comparatively speaking, we enjoy among the highest standard of living on the planet.

The last thirty years has been filled with joys and sorrows, good times and bad times, which is pretty much normal for any lengthy journey. One individual can make a difference, but many working together can make a huge difference. In honour of thirty years of having the privilege of serving great clients like you, I'd like to challenge you to help make our communities an even better place to live.

So, what is the '30 for 30' plan? I've listed a dozen charities below that work to help the hurting and improve our communities. I am willing to match your donations, dollar for dollar, up to \$30,000 matching in total. Together, we can raise \$60,000 and have a huge impact on many lives. All I need is some proof from the organizations below that you have made a contribution to them any time from January 1 - December 1, 2016.

If you are looking for an easy way out, I am participating in the Durham 1/4 Marathon fundraising event for the Refuge on July 23rd, 2016. If you follow this link: <https://raceroster.com/events/2016/8129/popeyes-durham-quarter-marathon-presented-by-progressive-nutritional-therapies/pledge?id=261&type=participant> and support me, I will automatically be notified and will match your contribution. All the organizations do great work in their particular area and are worthy of our support. Look them over, find one that is particularly close to your heart, and make a donation. Let's make our community better together!

1. WINGS <http://www.wingsmaternityhome.com/>
2. The Refuge <http://www.refugeoutreach.com/>
3. Denise House <http://www.thedenisehouse.com/home.php>
4. Boys and Girls Club of Durham <http://www.bgcdurham.com/>

5. Big Brothers and Big Sisters of Oshawa-Whitby <http://www.bigbrothersbigsisters.ca/swdurham/en/Home/default.aspx>
6. Oshawa Community Health Centre <http://www.ochc.ca/>
7. Focus on the Family Canada <http://www.focusonthefamily.ca/>
8. Grandview Children's Centre <http://grandviewkids.ca/>
9. The Eating Well <http://www.tewmin.org/>
10. Hearth Place Cancer Support Centre <http://hearthplace.org/>
11. Sick Kids Hospital <http://www.sickkids.ca/>
12. Light Up Your World <http://www.lightupyourworld.org/>

SUMMER HOURS: As is our practice, we shorten our office hours a bit in the summer to ensure the staff has more time to enjoy the sunshine and their family. During July and August the office will be open 9:00 a.m. - 4:30 p.m. Monday through Thursday. Friday hours are 9:00 a.m. - 1:00 p.m. The office will be closed on the following holidays: July 1st, August 1st and September 5th. Normal business hours will resume on Tuesday, September 6th. Each of us on staff will be taking time off during the summer, but there will always be someone in the office to look after your needs.

Best wishes for a relaxing and restful summer – and remember, should you have any questions whatsoever, our team is here to serve you.

Warmest Regards,

R. Derek Dutka, B.Ed., CFP,

Senior Financial Planner

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PS: A few quotes, as usual.

No man is worth his salt who is not ready at all times to risk his well-being, to risk his body, to risk his life, in a great cause. ~Theodore Roosevelt

Disciplining yourself to do what you know is right and important, although difficult, is the highroad to pride, self-esteem, and personal satisfaction.

~Margaret Thatcher

In everything I showed you [by example] that by working hard in this way you must help the weak and remember the words of the Lord Jesus, that He Himself said, 'It is more blessed [and brings greater joy] to give than to receive. ~Acts 20:35

AMP

Don't pick on people, jump on their failures, criticize their faults—unless, of course, you want the same treatment. Don't condemn those who are down; that hardness can boomerang. Be easy on people; you'll find life a lot easier. Give away your life; you'll find life given back, but not merely given back—given back with bonus and blessing. Giving, not getting, is the way. Generosity begets generosity. ~Luke 6:38

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