

# Name Me

See  
page 3  
for more  
details

*People who care, Plans that perform*

## Client Survey Results!

**T**his summer we conducted our first Arca-wide Client Survey and were thrilled to have received over 200 responses! Based on your comments, here are just a few of the steps we are taking to further improve our service to you:

- Newsletters will be published in September, January and May and will contain informative financial articles and news on what's happening "Inside Arca". Beginning in January, we will be sending the newsletter via email for those clients we have an address for. If we don't have your email address, you'll continue to receive a paper copy. Alternately, if you prefer a hard copy, you'll be able to request that as well. Watch for details with our January issue!
- Clients expressed interest in accessing real-time data on your portfolios via internet. Because we operate as brokers, our hands are somewhat tied on this matter from a technology standpoint, because we have a number of suppliers who

each provide data at different times in different formats. We continue to lobby for changes in this arena, but at this time we are unable to speculate on a realistic timeline for being able to offer you online access. We'll keep you posted as we make progress toward this goal.

- Interest was also expressed in being able to invest directly in stocks and bonds at Arca. We are investigating the viability of bringing a broker in-house, and will keep you informed as things develop with this possibility.
- Strong interest was expressed by clients to become better informed about various financial matters, so watch your mailboxes for details this year. We will be hosting some free educational seminars based on your topics of interest.

Our goal at Arca is to not just satisfy, but to completely delight you with our service. Many thanks to all those who participated in our survey, and congratulations to the winners of our prize draw! (see page 3 for details).

*Contributor: Krystle Harris*

## Arca's "Recommended Funds" List

**D**id you know that when you invest with Arca Financial, you leverage the wisdom of not just one advisor, but the experience of a pool of professionals with over seventy years of combined experience?

Of the 5000+ investment funds available in Canada, some are under-performers, many are mediocre and others are consistent over-performers. At Arca, our advisors have selected approximately 25-30 funds – the consistent over-performers – to form the "Arca Recommended List", which we use to build our clients' investment portfolios. We make ongoing efforts to keep ourselves educated on these funds' histories, their current holdings and mandate for the future. In most cases, we have even met several times with the fund managers.

There are two primary investment styles: growth and value. Studies show that either approach produces the same result over a ten-year period, however the growth approach is more volatile along the way. We take a more conservative

approach to investing. Many of our recommended funds have a 'value' mandate, meaning there is less volatility for our clients. This can mean that our fund group sometimes under-performs during market cycles when growth is in favour, but for long-term investors, we believe that ours is the most prudent approach.

Arca's advisors meet regularly to review our recommended list. Occasionally, a fund may be added to or removed from our list, or a fund may be put "on watch". When a fund is removed from our list, we make sure we touch base with all affected clients to make any necessary portfolio adjustments. By working with an Arca advisor, you can be confident knowing your investments have been selected using the collective wisdom of our skilled group of professionals.

*Contributor: Bill Vollmer*

Our Mutual fund dealer is  
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# MARKET COMMENTARY

## Global equity markets feel the wrath of Hurricane Katrina

“There is nothing in the world really beneficial that does not lie within the reach of an informed understanding and a well-protected pursuit.”

~ Edmund Burke

**G**lobal markets focused on soaring oil and gas prices as well as the potential economic repercussions around the world following the natural disaster in the southern United States.

Overall, growth slowed in August. Stocks fell across most of the globe amid concerns that U.S. consumer demand would be hurt by rising fuel costs, causing a slower pace of U.S. and global growth. Those fears were exacerbated in the final days of August as Hurricane Katrina, one of the most devastating storms in U.S. history, shut down major oil production and refining operations in and around New Orleans.

Emerging markets were mixed. Steep gains continued in Brazil and Argentina, while Indonesia fell sharply as its currency weakened and the government said it would reduce fuel subsidies to curb the rupiah's decline. Europe's major equity markets fell, but to a lesser extent than in the U.S., supported by further signs of a pickup in the domestic economy, including falling unemployment and further improvement in the purchasing manager's index for eurozone manufacturing.

Most fixed-income markets rose. There were concerns about a potential slowing of global

growth and a slight curtailing of expectations for U.S. interest rate increases. From pricing in the distinct possibility that interest rates would rise to 4.25% by year-end, U.S. money markets had scaled back those expectations to closer to 4.00% by the end of August. The Federal Reserve (FED) raised its target rate to 3.50% in August, from 3.25%, as widely expected.

*Article sourced by Lori Struk.*

*The above information is part of an article in the AIM Trimark Fundamentals Advisor magazine, September 2005 issue.*

*Source: Bloomberg*



# TAX & ESTATE PLANNING CORNER

## Year-End Tax Planning Checklist

**I**t's hard to believe that it's Fall already, and soon we'll be at the end of another year. With this in mind, here's a quick reminder of some year end tax planning ideas.

- Have a look at your investment portfolio. If you have realized capital gains in the year, consider selling assets with accrued losses to offset the gains.
- Be sure you have paid the following expenses by December 31: alimony and maintenance, child care expenses, investment counsel fees, professional dues, charitable donations, medical expenses and political contributions.
- Review your debt to ensure that you are maximizing your interest expense deduction.

- If you are operating a business and are considering acquiring a new asset, do it before the end of the year in order to qualify for a CCA claim.
- If you are required to make tax instalments, make sure you are all paid up by December 15th in order to avoid interest and penalties.
- Although you have until March 1, 2006 to make your RRSP contribution, you can maximize your income deferral by contributing earlier in the year.



Newsletter Editor:  
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Contributor  
Christine Black,  
B. Math, CA, CFP  
Arca's Tax & Estate  
Planning Consultant



# COMMUNITY BUSINESS PROFILE

## Price Chiropractic

**P**rice Chiropractic was established in 2003 by the husband-wife team of Drs. Jason and Tara Price. Jason and Tara graduated with honours Kinesiology degrees from the University of Western Ontario, and completed their education at the New York Chiropractic College and Toronto Canadian Memorial Chiropractic College respectively.

Price Chiropractic is located at the corner of King St. and University Ave. in Waterloo (255 King St. N., in the KoolFM building). They currently employ chiropractic health assistant, Wendy Bell and Registered Massage Therapist, Sarah Beers. To begin chiropractic care Wendy sets up an initial consultation with one of the doctors, which includes a detailed history and examination. Based on the diagnostic findings the doctors will create a comprehensive treatment plan, to provide conservative care of the neuro-musculo-skeletal system, without the use of drugs or surgery.

Drs. Jason and Tara use a multi-faceted approach to quality healthy care, which includes Active Release Techniques (ART), acupuncture and therapeutic modalities, combined with traditional chiropractic techniques. Common conditions treated include low back pain, headaches, neck pain/tension, carpal tunnel syndrome, and athletic

and motor vehicle injuries. At Price Chiropractic, patient treatment plans are personalized, and patients are prescribed stretching and strengthening programs specific to their injury. Most insurance plans have coverage for chiropractic care and massage therapy.

Although Price Chiropractic is a new business, they already have future plans to expand, including offering the services of other health care professionals. At present their primary goal is to provide quality health care while educating the public on their treatment philosophies, and what their clinic has to offer.

For more information on the services offered at Price Chiropractic, call the clinic at (519) 885-5433, or email

Drs. Jason & Tara at [pricechiro@hotmail.com](mailto:pricechiro@hotmail.com)

*Contributor: Krystle Harris*

*In order to offer networking opportunities to our clients and business partners, we will be featuring one such business in each newsletter.*

*If you would like your business to be profiled, please email [inquiries@arcafinancial.com](mailto:inquiries@arcafinancial.com), call (519) 745-8500 or speak to your advisor.*

## GROUP BENEFITS FUNDAMENTALS

### Did you know?

**Late Applicants:** When new employees enroll in a company's group benefits plan, they may opt out of extended health care and dental benefits if they have those benefits through a spouse. If the employee later loses spousal benefits he/she has 31 days to enroll in extended health care and dental benefits. If the employee doesn't enroll within that time, he/she is considered to be a late applicant. Late applicants must have health evidence approved prior to being enrolled for extended health coverage. For late applicants, dental coverage is restricted during the first 12 months of coverage.

**Submitting WCB/WSIB Claims:** When applying for WCB/WSIB (Workers' Compensation/Workers' Safety Insurance Board) benefits, you should still submit the completed insurance claim forms and any other supporting documents to your benefits administrator. This ensures that the application will be

received on time in case the WCB/WSIB benefits are declined, discontinued, or where there may be a benefit payable from both sources (partial WCB/WSIB benefit plus disability benefits). The plan member may be asked to complete a reimbursement agreement. In addition, if WCB/WSIB benefits are approved, the group policy may allow for premium waiver on certain benefits, even if the carrier is not paying disability benefits. Be sure your employees are not missing the notice period to submit these claims.

*Contributor  
Paul Struck, CLU  
Arca's Group Benefits  
Consultant*



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## Spotlight

**"Name Our Newsletter" Contest!**  
We need a name for our new newsletter! Please send your ideas by Nov. 30/05, along with your name and phone number to [inquiries@arcafinancial.com](mailto:inquiries@arcafinancial.com) and you will be automatically entered into our draw to win a prize!

**Congratulations Winners**  
Georges Jansen, Carol Brailey and Peter Fitton were the winners of our Client Survey prize draw. For completing our survey by the July 6th deadline, these individuals respectively won tickets to a Drayton Entertainment theatre production, a "KW On Board" game, and a hot-air balloon ride for two! Congratulations!

**Arca Holiday Gala Event**  
Watch for more details in the coming months for Arca's first annual Holiday Gala event happening in December, when we celebrate our appreciation of you, our clients!

**Tell Us What You Think**  
Have any thoughts on our new and improved newsletter? Send your feedback to [inquiries@arcafinancial.com](mailto:inquiries@arcafinancial.com)

*Contributor: Debbie Hohl*

# INSIDE ARCA

## Manulife Bike and Hike for Heart

On Sunday, June 5th, seven members of the Arca team plus their families and friends (a total of seventeen people!) participated in the annual Manulife "Bike and Hike for Heart" event. After breakfast on Arca's backyard patio, we either walked or biked the route which finished at RIM Park in Waterloo. All told, Arca raised \$1,553 for the cause and Manulife raised a grand total of \$180,000 for the St. Mary's Regional Cardiac Care Centre in Kitchener.

Special congratulations to our top fundraiser, Sue Langdon, who gathered a whopping \$706 in sponsorships! Honourable mention also goes to Christine Black & family who gathered \$282 in pledges, and to their sons Justin & Curtis, who were ages 11 and 7 respectively, and made it all the way to the end of the 25km bike route!

Special thanks goes out to Dave Archer for

spearheading the event, and to Claire van Wijk who made sure we had our event T-shirts and our breakfast to fuel us.



## Arca's Summer Olympics

On July 28th we held our annual "Arca Summer Olympics" event. Arca's "Fun Factory" Committee divided our group into teams, and we started the afternoon with a round of mini-golf, followed by some fun and silly games and a BBQ in Arca's backyard. Congratulations to the winning team, "Orange Crush & The Creamsicles" (photo below left), and thanks to our AIM/Trimark representative, Duane Ledgister, for providing some prizes for our winning team. It was a fun filled afternoon and a great time was had by all!

Contributor: Lori Struk

"Orange Crush & the Creamsicles" (Dave Archer, AIM/Trimark representative Duane Ledgister, Kelly Watson, Michelle Nelles & Mark Healy)



The good sports who participated in the "Miss Arca 2005" contest: Bill Vollmer, Kelly Strome, Paco Sanchez, Dave Archer and John Lunz.



## LIFESTYLE TIPS

### The Most Consumed Beverage in the World (Contributor: Rose Katrina Frim)

You know it. You love it. It's that wonderful, piping hot, aromatic beverage that gives 8 out of 10 people in North America their wake-up call... coffee. Statistics show that Finnish people drink the most coffee in the world. Maybe they've been on to something that we weren't aware of, until now....

Though some think of coffee drinking as a negative habit, it seems that coffee has joined the ranks of chocolate, red wine, and some other foods and beverages that at one time were generally considered "sinful". Chock full of antioxidants, the most recent research confirms that coffee increases mental alertness and memory, decreases your risk of contracting colon cancer, improves endurance during physical activity and apparently even increases feelings of well-being!

According to researchers at *The Harvard School of Our Mutual fund dealer is*  
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*Public Health* in Boston, *The Department of Veterans Affairs* in Honolulu and *The Mayo Clinic and Foundation* in Rochester to name just a few, studies have shown that caffeine intake from coffee and other food sources significantly lowers the incidence of Parkinson's Disease, and recent studies also support a marked protective effect against Type 2 Diabetes.

Japanese researchers say that people who drink more than a cup daily are less likely to develop liver cancer or cirrhosis of the liver. They haven't been able to directly pinpoint what substance in coffee is responsible for this, but the studies were consistent regardless of age, sex or drinking habits.

For more information or to reference the above information, check out the website [www.coffeescience.org](http://www.coffeescience.org). You'll find interesting facts and figures as well as a section of interesting recipes.

So it seems you can sit back, relax, and enjoy that hot cup o' java...guilt-free! Here's to your mornin'!



## Arca Family Announcements



Congratulations to Tania Kavcic! Tania (nee Steffler) married Jason Kavcic on August 20, 2005.



Congratulations to David Archer! On October 21, 2005, David will wed Tessa Conaway.

Best Wishes to Tania & Jason, and to Dave & Tessa, for long and happy lives together!

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