



**BERKSHIRE**  
SECURITIES INC.  
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INSURANCE SERVICES INC.



FINANCIAL STRATEGIES FROM

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## Global Stock Markets Continue to Slide – Want a Conference Call to Discuss?

A real concern that the United States is sliding into recession as a result of last July's sub prime mortgage meltdown has left global stock markets jittery and moving downward on a consistent basis for the first time in five years. While we were overdue for a correction, it is never easy to stomach the volatility as it occurs. If you would like some extra communication and analysis

during these turmoil times to supplement our regular meetings, give us a call in the office or send an email to [krosentreter@berkshire.ca](mailto:krosentreter@berkshire.ca) and we will schedule quarterly personal conference calls to discuss the impact of the markets on your accounts. Calls may be conducted by Kurt or Brandon.

## 2007 Portfolio Summaries

In the office the staff are feverishly stuffing envelopes with your 2007 investment summaries. These statements will be mailed around mid January and include historical account performance, including 2007.

## 2008 Planning & Review Meetings

We'd like to schedule our 2008 meetings with you. We will contact you throughout the year as we usually do, but we would prefer to set some tentative dates for all 2008 meetings right now. If you feel the same way, please send us some dates that work for you and we will do our best to accommodate.

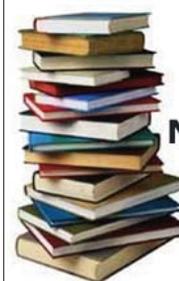


## Monthly Savings Plans

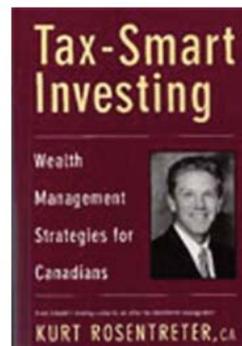
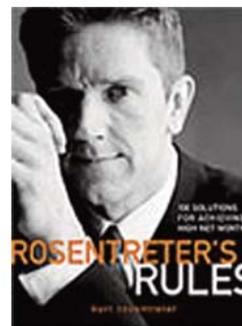
It has long been established that saving a little bit each month is more financially savvy than saving a lump sum at the end of the year. Now is the time to set up a monthly savings plan with us for your RRSP or RESP. Or consider increasing an existing savings plan if your income has risen. The new RRSP maximum limit for 2008 is now \$20,000, up from \$19,000 in 2007, offering another reason to increase your current savings rate.

## Home Buyer's Plan Tip

If you borrowed money from your RRSP to buy your first home, keep in mind that you are required to repay that money to your RRSP over time. This repayment is on top of your regular RRSP contribution room. So make sure you make this extra contribution!

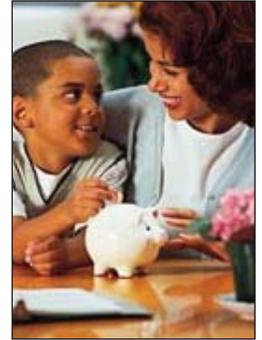


**Kurt's  
National  
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Books**



## Raise Charitable and Financially Savvy Children

You may have heard me say how unhappy I am that basic personal finance is not taught in our public schools in Canada. Something as fundamental as money management is a life skill in my opinion. If you have children or grandchildren, of any age, consider opening an account for them with us and introducing them to the financial planning and investing world. With a young child, bring them to our meetings and we'll introduce them to basic investing. For an older child (over age 18), we can meet with them directly if desired and start to teach them proper, broader money management skills. And, for as little as \$5,000 you can even set up a mini-foundation where you or your child can annually select charities to donate to from the savings for years to come.



## Unclaimed Bank Accounts

Maybe you have an old bank account that you long ago forgot about. Want to reclaim that money? Visit [www.bank-banque-canada.ca](http://www.bank-banque-canada.ca). Click on the services menu and select unclaimed balances. Type in your name and see what turns up!

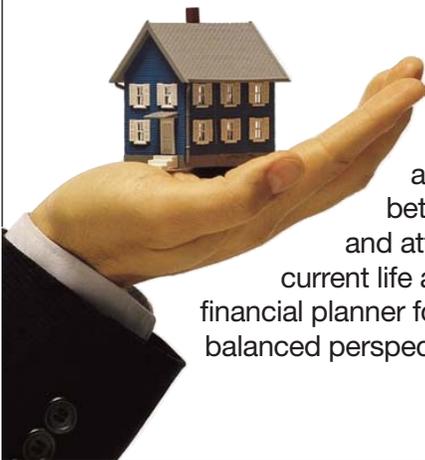


## How to Beat Telemarketers

With young children, nothing angers me more than a telemarketer calling my home at 9pm at night. I have long hunted for a way to stop them. While legislation is pending to create a "no call" list similar to what they have in the U.S., here is a temporary solution: many of the companies calling belong to the Canadian Marketing Association. Go to their website at [www.the-cma.org](http://www.the-cma.org). Click on the "do not contact service" on the right side of the page. Enter all your phone numbers. I did this and after about six weeks noticed an 80% reduction in calls. Finally the girls can sleep at night (my two daughters!).

## Retired RRIFers

If you are retired and living off your retirement savings, the beginning of the year is a great time to revisit your planned 2008 withdrawals from the portfolio, including amounts, frequencies and tax withholdings. This will also impact your tax installments. Give us a call in the office if you would like to discuss.



## Mortgage Insurance is a No No

If you have ever been approved for a mortgage, you may have faced the high pressure sell to buy mortgage life insurance. Don't be fooled: mortgage insurance from the bank is expensive, doesn't decline as your mortgage does and is not portable if you decide to move your mortgage down the road for better rates. Life insurance should always be purchased on your overall needs and attached to you, not to a specific debt. We'd be happy to review all of your current life and disability insurance coverage for appropriateness. We find that as a financial planner focused on meeting all of your broader goals, we offer a more objective and balanced perspective than a sole purpose life insurance agent.

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Contact us to answer your questions, schedule a meeting, get a second opinion, refer a friend, order a book, receive a brochure on services and fees, create a financial plan and more. \*MEMBER CIPF.

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