

February 15, 2011

Dear Clients and Friends,

**Quote of the Month:** "Success isn't magic or focus-pocus; it's simply learning how to focus". Les Hewitt

**TAX-Time** should start last year...meaning planning strategies that will lower your Taxes. Having a knowledgeable accountant can save you thousands in taxes each year. I am not a accountant, but I have developed good relationships in the Lower Mainland (BC) and in Calgary if you need a accountant for business or personal tax planning or preparation. Please visit my website for recommended accounting firms or give me a call if you would like to discuss.

**Important:** Clients that have taken advantage of **Leverage Loans or Wealth Accelerator Plan (WAP... mortgage strategy)**. For Leverage Loans you will receive a Interest Statement from the bank we used...**REMEMBER**...you can write off 100% of the interest cost against your income...make sure you give these statements to your accountant and *explain to them so you get the write off*.

With the WAP you can write off 100% of the good debt borrowing cost (original investment) and the monthly PAC's (increase of good debt). Make sure you provide your accountant with your bank statements showing the "Interest costs". If we set up the WAP last year remember you can also write off any costs associated with the strategy because we are borrowing to invest (Lawyer costs, mortgage penalties, appraisal costs, etc.). Please call or email me if you have any questions.

### **Seminars:**

"Investing Closer to Home" ... Lower Risk and Higher Return.

**February 17<sup>th</sup>** 6:30pm to 8:15pm

at Stoneset Equities building  
3915-8th Street Southeast, Calgary, AB

"Investing Closer to Home" ... Lower Risk and Higher Return.

**February 23<sup>rd</sup>** 7pm to 8:15pm

at Meadow Gardens Golf & Country Club  
19675 Meadow Garden Way, Pitt Meadows, BC

Please **CONFIRM** if you would like to attend either seminar.

**Updates: New Exempt Market Products available...ask for your PDF copy!**

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Manulife will be Closing GIF, CAP and MLIA contracts to NEW deposits effective April 29<sup>th</sup>, 2011. They will also limit funds you can switch with (Pure Equity Funds). Existing PAC and SWP's will be allowed. Please call or email me if you have any questions.

In Vancouver/Fraser Valley to see Clients and Referrals **Feb. 21st to 26<sup>th</sup>**, please let me know **ASAP** if you would like to meet my calendar is almost full.

Best regards,

Bill Westmacott, President & Financial Advisor

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