



and finance so that they could make good decisions with their finances. And they brought their husbands, sons, fathers and partners so that now my business is 50 per cent for each gender."

Allin employs 20 people at her Belleville franchise, including seven financial planners, and supervises more than \$100 million in clients' assets.

She has 500 clients — divided equally between male and female — and some live as far away as British Columbia. Fifteen per cent of her clients are young people just starting out and learning how to save \$100 a month; 40 per cent are people seriously saving for retirement; and the balance are retirees drawing incomes from their portfolios.

Allin wears three hats in her business.

"My favourite hat is working with clients and helping them reach their financial goals, whether it's buying a home, saving for university for their children or their own retirement, paying down a debt or reducing income taxes," she said.

Her other two hats are hiring and training financial planners for her office and, jointly with the Kingston office, providing seminars for financial planners in this region.

Even after a quarter century in the business, Allin still gets a kick when "a light bulb goes on in the client's mind during a consultation and they see how they can achieve their financial goals."

She sets out a financial planning program for clients and helps keep them on track.

"I couldn't do it without my team here. I have a very competent and caring support team here."

She said the most satisfying part of her job is seeing clients become financially independent.

"Then they're safe from worry, and they can just live their lives. There is so much joy in that for them and vicariously for me."

Allin's community involvement is equally as impressive. She is founding director of the Three Oaks Foundation in Belleville (1982-84), founding director of M.E.A. Inc., Belleville, from 1989 to the present, a governor on the Board of governors for Kingston General Hospital from 1993 to the present, and a charter member of BGH Foundation's heritage society.

Allin served as president of the Business and Professional Women's Club in Belleville from 1986-87.

Intelligencer Supplement
October 24, 2003 p.4