

Councillor following 'family tradition' into insurance business

Mike makes a career switch

By CHRIS AAGAARD
Herald Staff Writer

Like businessman and former MP Rud Whiting last year, regional councillor Mike Armstrong has made a challenging mid-life career switch, "insuring" himself a livelihood in another field.

Last fall, Mr. Armstrong, who has represented Georgetown's Ward 4 riding for ten years, still serving as the town planning board chairman, left Pete Masson Motors, where he'd worked for 15 years.

(As reported in an earlier issue of The Herald, Rud Whiting left Heslop Associates International Ltd. to sell real estate for Fobert).

More recently, Coun. Armstrong passed his life insurance agents' exams and is now generating business in the Hillton Hills area for Sun Life Insurance, Canada's largest insurer.

"I decided to make the change after considering my options in the automobile in-



Twenty years ago, a boyish Mike Armstrong (left) viewed the North American auto industry like everyone else: representative of the continent's industrial strength and initiative. Things have changed, though, and the Ward 4 town and regional councillor is switching careers. He's left a local car dealership to enter the life insurance field and is sharing office headquarters on Main Street, Georgetown, with his brother Paul. Paul Armstrong Insurance, though, sticks to general insurance, so the two brothers won't be in competition as they tackle the industry in which their father, John, made his name before becoming mayor of Georgetown.

(Herald file photos)

dustry," Coun. Armstrong said. The auto market is not healthy so I went through an extensive retraining program to sell life insurance."

Coun. Armstrong's family has been traditionally involved with the insurance business since the 1940s, when the late John Armstrong, a former mayor of Georgetown and Mike's father, began tending to residents' general insurance needs.

The old Armstrong home- stead on Main Street houses Paul Armstrong's (Coun. Armstrong's twin brother) general insurance business and Mike is renting office space in the building. However, he stresses, renting space is where the affiliation with his brother's business ends; he's strictly an agent for Sun Life, dealing solely in life insurance.

"Insurance is a very innovative business today," Coun. Armstrong told The Herald last week. "Things have really changed since my father's time."

Through Sun Life's extensive computer files, Coun. Armstrong can offer clients sound advice on registered retirement savings plans, group

insurance and personal estate planning.

Individuals, he said, are regarding their life insurance the same way investors look at stocks and bonds: life insurance can be an investment for the future, and planned well, can provide a sizeable supplement to old age pensions.

Reflecting current trends, there are even reduced life insurance packages for non-smokers, which over a period of time, can reduce premiums by as much as 30 per cent compared to rates for smokers, Coun. Armstrong said.

Most people these days, Coun. Armstrong explained, are purchasing permanent life insurance, which, depending on the buyer's choice, can provide annual income upon retirement or look after the beneficiaries. While less expensive, "term" insurance doesn't provide the dividends permanent insurance pays towards setting up a pension supplement.

But buying the policy is only the first step towards a long and healthy relationship with one's agent, Coun. Armstrong points out. A great deal of his job will be spent reviewing the policy, making sure that it stays out of the maw of inflation and guaranteeing that beneficiaries and retirees can take full advantage of policies purchased some time earlier.

Two AHS students set for overseas trips

Herald Special

Last year Acton Rotary Club sent one high school girl to Japan on a Rotary exchange. This year they plan to send two young Acton students overseas.

Rotary president Ken Grubbe said Allana Bowen, daughter of Mr. and Mrs. Allan Bowen of Wynford Place, and Stephen Sojka, son of Mr. and Mrs. George Sojka of Elmore Drive, were so close in their qualification for exchange that the club couldn't choose between them.

Since the Acton club has already accepted their third overseas visitor they have been allowed to apply to send out two and even up their numbers.

Mr. Grubbe said the regional office is still going over applications from the vari-

ous clubs in the region and no final decision on who goes is expected until the end of February.

The students' placements aren't known yet because a host club must be found before the travelling teen is certain of which country they'll be visiting.

Allana Bowen, 16, has listed Holland, Sweden and New Zealand as her destinations in order of preference. She had originally put South Africa instead of New Zealand as her third choice but bowed to her mother's concerns about political instability in the area and changed her mind.

She has a yen to travel, Miss Bowen said, both from the experience and the educational benefits it can provide, but considers herself too young to go off on her

own. She finishes her grade 12 this year and sees her year overseas as a chance to learn a bit before making a decision on her future.

When she returns she may go back for her Grade 13 and possible university training for teaching in journalism. On the other hand, she may develop itchy feet and go to work instead to finance further travelling, she said.

Miss Bowen has a girlfriend of Dutch origin and will be doing some language study before she leaves if she's lucky enough to get Holland as her destination. Her hosts will expect her to speak Dutch fluently in three months, she said.

Stephen Sojka, 16, has listed Denmark, Holland and West Germany as his choices. The son of German immigrant parents Mr. Sojka already speaks German and is familiar with the German culture. He still has relatives in West Germany, he said.

After a year of travel and its educational experiences, Mr. Sojka plans to complete Grade 13 and head for Royal Military College in Kingston to study mechanical, engineering or aeronautical engineering. His eventual aim is to become a pilot.

The pair will leave for Europe in August, Mr. Grubbe said.

Wild rice is not a true rice, but the seed of a grass that grows wild in shallow lakes and marshes.

AHS sends its congratulations

By DIANE CREWE-READ
AHS correspondent

Every year at Acton High School, there's a Rotary Club exchange program where a student goes to another country for a year and then a student from that country comes here for a year.

The Rotary exchange prefers to have students from age 16 to 18 with good school marks.

This year, Acton is proud to have two students going to other countries.

Allana Bowen, 16, is a Grade 12 student.

Continued on Page 7

Australian exchange student sees subtle differences here

By MAGGIE HANNAH
Herald Special

Jodie McFarlane celebrated her 17th birthday by arriving in Acton to start her year as the town's third visiting Rotary exchange student.

A native of Edithvale, Australia, a suburb of Melbourne, Jodie said she didn't even try to shop for winter

clothes before she left home. She said winter back home isn't anything like Canadians know it. It gets wet and windy but she'd never find appropriate boots and parkas in Melbourne.

Right now Jodie is staying with the John Arnold family on Tyler Street. She'll be billeted with several Rotary families before her year is

complete and hopes she'll also get a chance to travel. Although she's at a loss to explain the difference, she said she notices quite a distinct difference in Canada's geography from what she's used to.

School, too, is quite a different matter. She had been attending an all-girls

private school where students wear uniforms. Jodie couldn't make any comparisons in courses yet, since she only arrived last Monday and Acton High School is in its semester turn around.

A keen sportsman, she was captain of her school softball team.

Continued on Page 7

MOTOR VEHICLE OFFICE
126 Main St. South
Georgetown

**BEAT THE DEADLINE
PURCHASE YOUR
1982 STICKERS NOW.**

Extended hours for February
9:00 - 5:30
Saturday
9:00 - 3:00

Beatrice L. Clark
Ministry of Transportation
and Communications Agent

FRESH OYSTERS
99¢ LB.
FREEZER FRENZY
12 Mill St. Acton 853-0101

SWEETHEART OF A DEAL from Barrager's Cleaners

Men's 2 Piece SUITS \$359
Ladies Plain Day Length DRESSES \$279

Offer expires Sat. Feb. 20th

BARRAGERS CLEANERS
160 Guelph Street
Georgetown
877-2279

DON'T MISS IT!
The Georgetown Decorating Centre's

WALLPAPER and PAINT SALE

LAST 2 DAYS

SAVE 20% to 50% ON WALLPAPER ORDERS

Ultra Hide FLAT CEILING LATEX NOW ONLY \$9.99 Gallon

FLOOR ENAMEL NOW ONLY \$12.95 Gallon

Sale Ends Saturday, February 13th

GEORGETOWN DECORATING CENTRE

"Your One Stop Decorating Shop"

63 - 65 Main St. S. DOWNTOWN GEORGETOWN

3rd World WICKER & RATTAN

- Furniture
- Planters
- Fans
- Flower
- Shelves
- Baskets

136C Guelph Street
(Beside Georgetown Fruit Market)
Georgetown 877-0838

DON'T SETTLE FOR LESS!

RCA ColorTrak TVs can now receive **122 CHANNELS** MORE THAN ANY OTHER BRAND

RCA Cable-Ready Tuning - Every new ColorTrak model features RCA's multi-brand cable-ready tuning system. That means direct tuning access to as many as 122 channels. All channels are tuned with quartz-crystal precision of ChannelLock electronic tuning. And built-in cable connector makes hook-up quick and simple. So don't settle for a set that could become obsolete. You're ready for everything with RCA ColorTrak!

BUY NOW & SAVE! 26" RCA ColorTrak Remote Control Console 122 Channel

SPECIAL PRICES ON THESE 2 REMOTE MODELS

Infrared Remote Scan Control

F.S.P. \$59.95
\$648.00

F.S.P. \$199.95
\$845.00

SAVE UP TO \$200.00 OFF FACTORY LIST PRICES ON SOME ITEMS!

14" RCA XL-100 \$388.00
20" RCA XL-100 \$478.00
26" Deluxe Console ... \$738.00

3 YEAR WARRANTY
All RCA Color Television Sets have complete 3 year in-home warranty service!

SPECIALS ON VIDEO CASSETTE RECORDERS

BEAT INFLATION
Don't settle for less! Get RCA quality and performance and SAVE \$\$\$.

MANY OTHER MODELS TO CHOOSE FROM.....

Milliere T.V. SERVICE
877-3405
We Service What We Sell
14 Wesleyan Street
We will not knowingly be undersold
NOW IN OUR 29th YEAR

Before you buy check our low, low prices!
WHY PAY MORE?

H. FOBERT REAL ESTATE LIMITED

- RESIDENTIAL
- RURAL
- INDUSTRIAL
- COMMERCIAL
- MORTGAGES
- LEASES
- APPRAISALS

PROUDLY SERVING THE AREAS OF
GEORGETOWN - BRAMPTON - MILTON
- ACTON & ERIN SINCE 1963

Our Proven Reliability Gets Results!

877-5213

BRAMPTON
TORONTO 457-1752

360 GUELPH STREET
GEORGETOWN, ONTARIO