## Mike makes a career switch

By CHRIS AAGAARD Herald Stall 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 Halton 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)

overseas as a chance to learn

a bit before making a decis-

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 furt-

Miss Bowen has a girl-

friend 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

Stephen Sojka, 16, has

listed Denmark, Ifolland and

West Germany as his choic-

es. The son of German

immigrant parents Mr. Soj-

ka already speaks German

and is familiar with the German culture. He still has

relatives in West Germany,

After a year of travel and

Military College in Kingston

to study mechanical, engi-

neering or aeronautical eng-

incering. His eventual aim is

The pair will leave for

Europe in August, Mr.

to become a pilot.

Grubbe said.

months, she said.

he said.

her travelling, she said.

ion on her future.

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

dustry." Coun. Armstrong

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

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

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

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

insurance and personal estate

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 nonsmokers, which over a period of time, can reduce premiums by as much as 30 per cent compared to rates for smokers, Coun. Armstrong said.

Coun. Atmstrong explained, supplement.

student

**MOTOR VEHICLE OFFICE** 

Most people these days, 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

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

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#### Two AHS students set for overseas trips own. She finishes her grade ous clubs in the region and no Herald Special final decision on who goes is 12 this year and sees her year

February.

expected until the end of

The students' placements

aren't know yet because a

host club must be found

before the travelling teen is

certain of which country

Allana Bowen, 16, has list-

ed Holland, Sweden and New

Zealand as her destinations

in order of preference. She

had originally put South Afr-

ica instead of New Zealand

as her third choice but bowed

to her mother's concerns

about political instability in

the area and changed her

She has a yen to travel,

Miss Bowen said, both from

the experience and the educ-

ational benefits it can pro-

vide, but considers herself

too young to go off on her

they'll be visiting.

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 sald 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

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-

AHS sends its congratulations its educational experiences, Mr. Sojka plans to complete Grade 13 and head for Royal

By DIANE CREWE-READ AHS correspondent

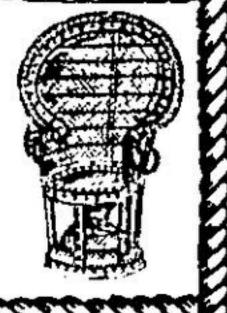
Every year at Acton High School, there's a Rotary Club exchange program where a student goes to another country for a year and then a student from that country comes here for a year.

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. Alana Bowen, 16, is a Grade

Continued on Page 7





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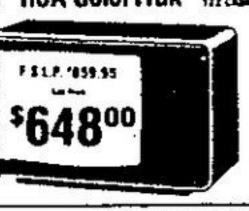
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## Australian exchange student sees subtle differences here

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

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

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

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She said winter back home

Right new Jodie is staying with the John Arnold family on Tyler Street. She'll be billetted 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

A keen sportsman, she was captain of her school soft-Continued on Page 7

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