

## Win by Not Losing

By George Perdue,  
B. Sc. P. Eng.

"You just have to get me into Resources right away."  
"Why?"

"I just read about the best performers and some of them have done over 100% over the last year, so I want some of the action."

This is not an unusual conversation with investors. Some people call this approach to investing "management by magazine article".

The future is not necessarily a reflection of the immediate past. That's the rub.

Most investors don't understand that the rate of return required to make up for a loss is much greater than the target

rate of return for a portfolio.

If you started with \$1,000 and lost 50% of it you would have to earn 100% on the remaining \$500 to recover the loss. The chart below shows the rates of return needed to overcome various declines.

| Loss | Required Return |
|------|-----------------|
| 10%  | 11%             |
| 15%  | 18%             |
| 20%  | 25%             |
| 25%  | 33%             |
| 30%  | 43%             |

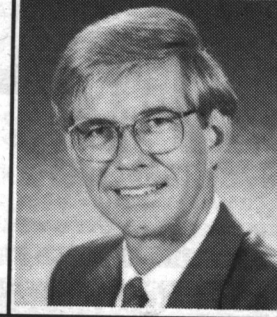
If we look at a portfolio in terms of its targeted return and see what would be required in the four years subsequent to a first year loss, we see that protecting a portfolio from loss of capital is extremely important.

| Loss 1 yr. | Annual 4 year Gain Needed |            |
|------------|---------------------------|------------|
|            | 10% Target                | 15% Target |
| 10%        | 16%                       | 22%        |
| 15%        | 17%                       | 24%        |
| 20%        | 19%                       | 26%        |
| 25%        | 21%                       | 28%        |
| 30%        | 23%                       | 30%        |

How many investments return



## Money Talk with George Perdue



the percentages shown for four consecutive years so that you could recover from a first year loss as indicated?

The portfolio should be constructed with financial products based not only on recent results but on long term cumulative results, year to year individual results as an indication of volatility, comparison to the performance of like products and a comparison of the resources available to you for your requirements of advice, service, and expertise.

On June 26 at 7:30 p.m. we have Mr. Grant Sylvester, noted personality in the financial world and author of the best seller *The Money Jar*, speaking on "The Good Life" at the North Halton Golf and Country Club. Call our office to reserve your seats.

George Perdue is a Financial Planner, Business Consultant, and Partner in Money Concepts, Halton Hills. He can be contacted at (416) 873-1877.

## Seniors picnic set for Acton

Local seniors will soon be joining together for the annual "Picnic in the Park". This event will take place on Thursday, June 17 at 12 noon in Prospect Park, Acton.

Hot dogs and drinks will be supplied by the Action IGA for only \$1.00. Afternoon tea will be provided by the Trinity Activity Group. Why not take part in a baseball game, play golf or join in on the balloon toss? You can also enter the Penny Guess Contest or participate in the Autograph Collection.

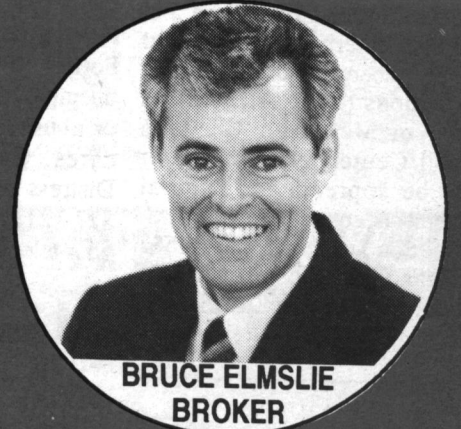
Come one, come all, be part of the fun. See some long time friends and make some new ones. Everyone is welcome. Come alone or bring a friend as this event promises to be both fun-filled and entertaining for all!

For more information, call Sue at Acton Social Services and Information Centre at 853-3310 or drop in to our office at 19 Willow St., N., Acton.



## WILDWOOD REALTY INC.

GEORGETOWN OFFICE  
~ 454-8706 ~  
~ 873-4321 ~



DAVE SOAL  
Sales Rep.  
Res. 873-3999



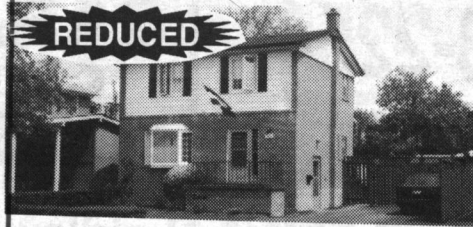
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Sales Rep.  
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1-416-553-5414



**REDUCED**  
**DUTCH CLEAN**  
Well maintained 2 storey brick home, on a quiet street, in the west side of Brampton. Within walking distance of park and schools. 3 bedrooms, 1-1/2 baths, with shower in basement. Well groomed grounds with mature trees. New gas furnace. Oak-framed bay window in living room. Many extras. \$158,900. For more information call Joe Ufkes\* (416) 873-8518. WW-209



**1902 SCOTTISH FIELDSTONE HOUSE**  
Looking graciously over a large, beautiful landscaped lot. Large rooms with original trim, floors, crown molding plus original stained glass windows. Call Stan Dalley, Sales Associate at 873-4321 or toll-free pager 1-416-553-5414. WW-204



**REAL COUNTRY LIVING... TOWN WATER AND PAVED ROAD**  
Classic 4 bedroom, 3 bath, air conditioned beauty, with fabulous cedar sunroom, main floor family and laundry rooms, plus stunning 23' x 21' billiard room on lower level. Edge of town location on 3/4 acre. Call Bruce, Broker. Asking \$279,900. WW-207



**2.13 ACRES - \$244,500**  
Immaculate brick bungalow- treelined driveway, large eat-in country kitchen, living-room with brick fireplace, formal dining room. 3 + 1 bedrooms, 1 1/2 baths. Broadloom throughout. Finished rec. room, with wall to ceiling stone fireplace. Much, much more. Over 40 species of birds will come to your feeder. Room for a couple of horses. For more information, call: Joe Ufkes, 873-8518 WW-195



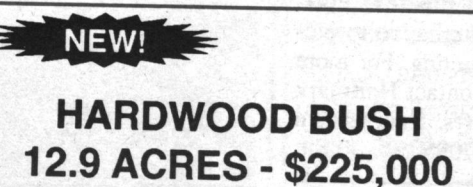
**WORK AT HOME...**  
Fabulous Terra Cotta property (2 acres), parklike setting on Credit River. Spacious home, 100' greenhouse. Large garden shed, plus heated workshop. Call Stan\* 1-416-553-5414. WW-199



**COUNTRY LIVING - \$152,500**  
Comfortable, cozy bungalow on one gorgeous acre. Towering evergreens, woodburning fireplace in living room, sliding door walkout to sheltered deck. Nature at your doorstep. Better hurry! Ask for Dave or Bruce. WW-203



**OPEN HOUSE WEEKEND SAT & SUN 1:30 - 4:00**  
**COUNTRY LIVING - ALL KINDS OF PARKING!**  
Large 4 bedroom home, fully equipped kitchen, open concept L.R., D.R., huge screened-in porch, central air and main floor family room, plus pool and GUEST CABIN. Don't miss out, call Bruce now!! \$189,900. WW-206



**NEW!**  
**HARDWOOD BUSH 12.9 ACRES - \$225,000**

Edge of town location - surrounded by Sheridan Nurseries, paved road, and close to Golf club make this a perfect location - Call Bruce. WW-178



**PLEASURE IN THE PARK**  
Custom (McNally built) split level air conditioned home located on manicured 1/4 acre corner lot in the park. This 2,200 sq. ft. well-maintained residence has wall to wall stone fireplace in living room, huge eat-in kitchen overlooking family room & garden, large bedrooms + 2 full baths. Walk to library, cultural centre, schools, churches and shopping. Asking \$214,900. Call Bruce\*\*\* or Dave\*. WW-208



**SQUEAKY CLEAN LISTING - ASKING \$159,900**  
2 storey 4 bedroom home in the Village of Erin, brick and aluminum, oversized bedrooms, 1-1/2 baths, broadloom throughout, lots of mature trees and access from quiet street. "A MUST TO SEE". Call Joe, Sales Rep. for details...873-8518. WW-197



**OPEN HOUSE WEEKEND SAT & SUN 1:30 - 4:00**  
**END UNIT TOWNHOME**  
Spic and span, 3 bedroom, 2 bathrooms, sliding door from living room to oversized patio. Single attached garage presently used as "Fabulous Wood Working Shop." Interested? Call Bruce \$135,900. WW-205

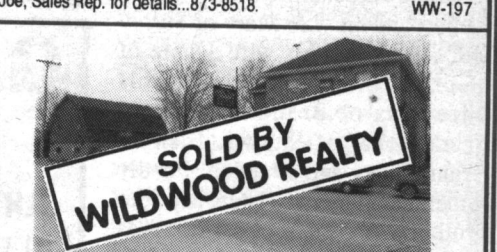


**REDUCED**  
**QUIET CRESCENT**  
See this home today!! Prime location, close to plaza and schools. Paneled family room has floor to ceiling stone fireplace, plus adjoining games room. Exceptional decorating, attractive floor plan, central air, 2 baths, and pool make this an excellent choice. You deserve it! Call Bruce now \$169,900. WW-201



**NEW!**  
**FABULOUS 13 1/2 ACRES - \$189,900**

CLOSE TO TOWN - Secluded acreage with pond, trees, and ready for your dream home - Buried hydro already in. Call Stan 1-416-553-5414. WW-210



**SOLD BY WILDWOOD REALTY**  
**INCOME WITHOUT COMMUTING**  
Georgetown area country store needs enthusiastic new owner. Income from 5 apartments, store and post office. Property includes 2 separate buildings in good condition with excellent location. Call Reg Cooper for details, 877-9458. WW-200

**"IT'S A BAD DAY WHEN WE HAVEN'T HELPED A CLIENT"**