

Halton Hills  
WEEKEND

# Money Matters.....

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## The next generation knows ....

By **GEORGE PERDUE B.SC P.Eng**  
*Special to The Independent/Free Press*

This week I had the opportunity to talk with the graduating students of a local high school. What a refreshing experience! After days of exposure to the doom and gloom and sensationalism of the news, these young people brought me to the

realization that we will be in good hands as they take a leadership role.

Their expectations could be described as ordinary, but better than that they are practical. They tend to be less materialistic than I anticipated. They want a house and a car and so forth, however, they don't display the older generation's desire for the mega house and so forth. Rather, they have a more balanced vision of life. They regard health and spirituality as equally or more important than material things.

These people are acutely aware of the career situation they face. More than that, they seem to understand the debt we and our unresponsive governments have left them. They believe they will be responsible for looking after themselves without government hand outs.

I asked them how they would cope in this environment. Their response was enlightening. They said they would live within their means and take every step possible to keep as much money as possible from what they earn.

Now, some of the schemes they suggested were not legal under current

law! They said they would take their money outside of the country where they could shelter it from taxes and earn more. When asked about RRSPs they expressed concern that they would be around for them but they certainly understand the current tax benefit for ordinary Canadians.

Somehow, they seem to understand that they should live without debt. They rationalize that they can live within their means since material things do not consume them. Interestingly enough they also realize that debt is good under some conditions like ones where the return on an investment is greater than the cost of borrowed money.

While being a bit cynical about the situation the older generation has left them, these young people possess a rounded view of the world. They also have the confidence that their creativity will land them on their feet like a cat. On the financial side they seem knowledgeable beyond their years. So much so that I wondered about my future role with them.

*George Perdue is a business and financial consultant with Money Concepts.*

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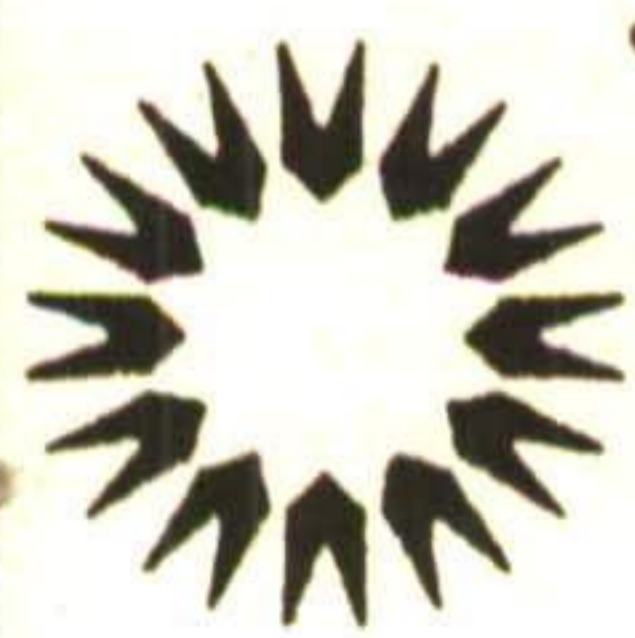
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02/95

### Where to find money for small business

Millions of dollars may be sitting unused, just because small businessmen and would-be entrepreneurs don't know it's available, experts say.

Grants, loans and other helpful services can be obtained from federal and provincial governments and corporations.

But now, there is a book to help the small business owner.

Written in a clear, simple style, the book is an indispensable tool for entrepreneurs, reference librarians, small business development centers, business incubators, business consultants, associations and chambers of commerce.

The book is *Money Sources for Small Business: How You Can Find Private, State, Federal, and Corporate Financing* by William Alarid, a successful businessman.

Alarid urges readers: "Don't be discouraged if your first attempt is not successful."

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