BUSINESS





Upon your first day of work



Jim and Jerry! They've been lifelong friends, both having gone to university together, graduated from the same engineering course, found similar jobs (which paid quite well) married, bought homes, raised families, etc.

But, this year both reached the age of 65 and their respective companies have a policy of retiring employees at that age. Jim is looking forward to retirement, Jerry is dreading it.

Why?

Both had the same comparative lifestyles, both had saved the same amount of their income (but by different methods), but one was wealthy (Jim) and the other had just enough to keep the wolf from the door (Jerry).

What made the difference?

Jim started saving from the first day that he started working. Jerry started saving (heavily) later in life, after he had put his children through school, and after his house was paid for.

Jim decided to save 10% of what he earned from day one.

Admittedly, he was only earning \$2,000 per year (so was Jerry) 40 years ago, but that was an average income then. So he saved \$200 the first year, and he continued to save 10% of what he earned, all through those 40 years even when he was paying off his house and educating his children.

In order to do some mathematics for our fictional friends, let's assume that their average income was \$20,000 for all those years. Based on this average let's look at what the results would be.

Jim would have saved 10% of that \$20,000 per year. Sure it was hard, especially when he was paying off his house, but he took a 25 year amortization to keep his payment lower and was thus be able to save. Jerry, on the other hand took a 15 year mortgage, with higher payments, because he wanted to clear the mortgage in a hurry, and then start to save.

Jim, put his savings into mutual funds (some of the good funds have averaged 15% average annual return over the long term). At \$2,000 per year, Jim would have saved \$80,000 in the 40 years. At an average return of 15% his value at retirement would be \$3,558,180. No wonder he's looking forward to retirement!

Jerry, on the other hand, was busy making heavier payments on his mortgage, and paying for his children's education (Jim paid for his kid's education too). He was 50 years old when everything was cleared, and then he really concentrated on building his future retirement funds.

Jerry started saving \$5,333.33 a year for the next 15 years. This amount totaled \$80,000. That's the same amount that Jim saved. BUT, Jerry's value at age 65 was \$253,762. Jim had well over \$3 million more.

What a difference!

Both had invested the same amount, at the same rate of return, but one had \$3,300,000 more than the other.

Why the difference?

Jerry had fallen prey to the "I'll start saving when everything is paid off" syndrome, and thereby had lost the most valuable asset of all in building wealth, namely time. Jim had started saving when he started working at the age of 25.

Each day that you or I do not save that \$1 or \$2, is lost, and even if we save double that amount the next day (or later, as Jerry did), there is no way that we can buy yesterday back.

That's why we say, start saving the day you start work, or the day that you read this article, no matter what your age. Put TIME to work for you.

Don't be another Jerry!

For more information on savings plans, contact Peter C. Masson M.B.A., Regal Capital Planners Ltd. 10 Fagan Drive, Georgetown, Ontario or phone 877-7216.

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