

# Fixed-income investments have a lot to offer

If you're looking for a place to invest money, but don't want a great deal of risk, GICs and Canada Savings Bonds aren't your only options — and not necessarily the best ones, either.

While the principal and interest are insured up to a point, these investments may not provide you with the return you want for your hard-earned cash.

Fixed-income mutual funds are an excellent investment option for cautious investors.

Investors with a long-term outlook shouldn't be overly concerned about short-term fluctuations in return.

They know the benefits of mutual funds over GICs and Canadian Savings Bonds — such as historical

more attractive rates of return, flexible cashability and the ability to purchase virtually any amount — outweigh temporary price fluctuations.

A variety of fixed-income funds are available — each exposing you to varying degrees of risk and reward and designed for different investment horizons.

Some funds are composed of high-quality government securities, while others are composed of lower-rated corporate bonds.

Some focus on the short term and are ideal for parking your money while deciding where to

## FINANCE

invest for the long term.

Others are suitable for long-term objectives.

Some may be volatile, while others have little risk of capital loss.

Most fixed-income funds have moderate to high short-term risk, moderate to high income potential and moderate long-term growth potential.

Fixed-income funds may be managed by an individual professional manager, or by a team.

These fund managers research, analyze and make investments in a number of companies, industries and countries on your behalf.

And fixed-income fund managers may work closely with equity fund managers to share information and apply their knowledge to corporate bonds.

The fund managers ensure the funds work towards its objectives,

while the fund company ensures your account is accurate and up to date and that you're kept aware of how your investment is performing.

So if you think GICs and CSBs are the best means to securing your

financial future you may be forgoing the opportunity for more growth.

*The article was supplied by Marek Tanana an insurance and financial advisor in Markham.*

## Be straightforward with creditors

The best way to deal with credit troubles is to contact your creditors before they contact you.

Here are a few simple rules in order to keep your credibility intact:

- Be honest. In the long run, you'll get the respect of creditors.

- Be practical. Take time to work out a payment schedule that can be realistically added to your budget.

- Take the initiative. Keep creditors informed. If you cannot keep a commitment, contact the creditor and explain your situation.

- Seek professional help. Despite your sincere efforts, if no acceptable solution can be found, you could benefit from the assistance of a credit counsellor to help establish a manageable repayment plan with your creditors.

Help is only a phone call away

If you are overwhelmed

by your debts, credit counselling can help you gain back control of your money and financial future.

Together with a professional counsellor, your financial situation will be assessed to determine what options are available to you.

Credit counselling can assist you with budgeting and money management, mediation with creditors, and if necessary, arranging an extended repayment schedule with your creditors.

Learning how to deal with money effectively is one of the most important skills you can master and will give you the satisfaction of knowing that you are in control of your finances.

For details please call the Ontario Association of Credit Counselling Services at 1-800-263-0260.



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### ADVERTISING CORRECTION

In our Christmas #2 book, included in this newspaper, this week. Please note: Page 3 - Holiday Classic CD has 8 Christmas carols. Page 8 - Cigar accessories price range should read: \$11.99 to \$69.95. Page 32 - Vogue bra offer exclusion should read: (Excludes \$19.99 in-stock guarantee bra styles and Vogue Dessous.) Page 98 - Delonghi chrome toaster oven will be available Dec. 30, 1997. Page 102 - Eaton Home Continental cookware will be available Dec. 15, 1997. We sincerely apologize to our valued customers and regret any inconvenience or confusion this may have caused.

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50	\$358	\$645	\$1,220	\$815	\$1,560	\$3,050
55	\$498	\$925	\$1,780	\$1,185	\$2,300	\$4,530
60	\$780	\$1,490	\$2,910	\$1,798	\$3,465	\$6,725
65	\$1,435	\$2,690	\$5,115	\$2,555	\$4,755	\$9,035
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