

Merchant Of Hope & Prosperity

(Feb 15,2001) #13

"Where Client Goals Become Our Goals"

Timothy L Ross

"Your Independent Financial Advisor"

www.timothyross.com Public Speaking Link

1. THE NUMBERS

Market closes for Wednesday, February 15, 2001:

DOW JONES: 10891.02 / +95.61 pts or +0.89% / YTD: +0.97%

S&P 500: 1326.61 / +10.69 pts or +0.81% / YTD: +0.48%

NASDAQ: 2552.88 / +61.48 pts or +2.47% / YTD: +3.33%

TSE 300: 8967.30 / +55.80 pts or +0.63% / YTD: +0.38%

2. THE MARKETS

U.S. STOCKS ADVANCE, NASDAQ EXTENDS RALLY: U.S. stocks advanced after fibre-optic equipment-maker Ciena Corp. said sales may double this year, boosting investor optimism that corporate profit growth will pick up incoming quarters. Intel, JDS Uniphase and Cisco rose along with Ciena, boosting the NASDAQ up another 2.5%, extending yesterday's 2.6% rally. Ciena ended up rising \$12.19 US to \$89 US. The S&P 500 and Dow Jones were also pointed in the right direction today, gaining 0.81% and 0.89% respectively.

TSE 300 UP ON CIENA BOOST, BUT LOSES MOMENTUM NEAR END: Canada's benchmark index gained 55.80 points, or 0.63%, to finish at 8967.30 thanks to a much-needed boost in the form of a shockingly good sales forecast from fibre-optic equipment-maker Ciena. The bad news is that the majority of TSE 300 sectors closed lower on heavy volume, which may not be the best of signs for tomorrow.

3. Featured Investment

SURVEY SUGGESTS CANADIANS STUMBLING INTO TAX SAVINGS: A survey commissioned by Mackenzie Financial suggests a number of Canadians aren't aware of the tax advantages those non-registered investments can now provide. Almost half of those surveyed by Decima Research were unaware that the federal government reduced the capital gains tax on non-registered investments from 66.6% to 50%, and 92% were unable to identify the new capital gains tax rate. According to the survey, 56% of Canadians are investing outside a registered retirement savings plan. About half of those said they were saving for a special purchase or a rainy day, but 19% said they don't believe an RRSP provides any additional benefit to non-registered savings.

20% said they had already reached their maximum RRSP contribution limit.

3. An Interview With Timothy L Ross

- No interview today

4. Forecast

Canada's annual inflation rate was 3% in January, down from 3.2% in December. The slight decrease was mostly due to energy prices, which fell slightly last month.

FIDELITY MANAGER SAYS HISTORY ON SIDE OF TECH STOCKS: While Fidelity portfolio manager Larry Rakers has a science degree, was an engineer and holds an MBA, he sounded more like a student of history recently while recalling past trends and market behaviour in advising investors to overweight the technology sector over the long-term because historically it is a higher growth area.

4. E-Commerce

Ontario Web formally known as "1000 Islands Web" has purchased a New Sun Cobalt RaQ4I Server. The Sun Cobalt RaQ4 I is a server appliance for Internet Service Providers (ISPs). It can host up to 200 individual Web Sites to provide you better Web Hosting Service such as better Uptime, domain support, 128 bit SSL, e-Commerce enabled sites, Reseller Plans and much better web base access on T1 Lines.

Ontario Web will be working closely with Paynow.ca to provide a total e-commerce shopping cart solution to all of Ontario Web's customers in the near future. This is exciting news for e-commerce applications and if you want more information or would like to get pre-signed up, email, charge@paynow.ca

5. Quotes

"Rather to bow than break is profitable / Humility is a thing commendable." -- "The Moral Proverbs of Cristyne" (1390)

"Find out what you like doing best and get someone to pay you for doing it." -- Katherine Whitehorn

Lawyer jokes aren't so funny when you need a lawyer and can't afford one!! That's why my family is protected 24/7 by a pre-paid legal plan for less than the cost of a cup of coffee a day. www.timothyross.com legal plan link

The key thing to remember is not that we need to be fast but that we are running a race that has no finish line. So the fuel that drives us needs to be made of something substantial -- something for the heart that the head can also follow. - Vincent Kralyevich, President, Videoschoolhouse

"It is not enough to be busy, so are the ants. The question is, 'What are we busy about?'" --Henry David Thoreau

"Experience is the name everyone gives to his mistakes." -- Oscar Wilde

6. Thought Tip of The Day

FOR LOVE AND MONEY By Barbara Eisner Bayer--

Q. I am planning to be engaged shortly (I hope she's planning the same!) and I'm wondering what kinds of financial questions couples should be asking before marriage. For example: Joint checking or separate accounts? Who pays the bills? How do we split expenses? What haven't I thought of yet? -- J.D., via email --

A. Smart boy, JD. Money is the chief cause of arguments between couples, and one of the main reasons for divorce. On the bright side, couples that are financially in tune often find that shared goals and the sense of working together makes their marriage stronger. Finance can be romantic! You've made a great start on the questions that need to be asked. Here are some others. As you work through the details, you will be learning a lot about each other and developing skills in negotiation and compromise that could serve you well for all kinds of joint decision-making. 1. What do you want out of life? Make a list of your dreams. Saving for a house is a good place to start, but go beyond that. Does one of you thrill at the thought of a life of exotic travel, while the other yearns for a country cottage? Do you both want children, and if so, how many? If your life plans are vastly different, now is definitely the time to get started on those compromise and negotiation skills. 2. Are you savers or spenders? A good marriage can handle two savers or one of each, but watch out if you're both spenders! Now is the time to start talking about how you will reach those life goals -- and that means putting money aside. 3. Any debt? Deal with that one up front and fast. Make it a goal for each of you to come to the marriage free of credit card or consumer debt. And make a solemn vow to stay that way. Debt is tempting, especially when you are setting up a home and starting a family, but it can act like a bucket of cold water on your financial ardor. 4. Where do each of you stand financially? Once you are officially engaged, jointly review all your financial records. That's right, put it all out on the table. Stocks, bonds, real estate, credit cards, student loans, baseball cards... the whole kit and caboodle. Then you'll really have things to talk about! So now you're asking all the right questions, except one. Get on your knees and propose already!

6. Investment/Savings Tip of The Day

Financial planning is allocating limited resources to unlimited alternatives.

Productive money management requires you to: * Summarize your financial position. * Establish your financial goals - financial independence, college, giving, hedge against inflation, etc. * Increase your cash flow margin; spend less than you earn. * Control your cash flow; establish and control a budget. * Avoid or minimize debt. Debt always mortgages the future. * The more liquid the finances, the more flexible the person is - and probably more financially secure. * Tax-deferred investments will usually give better long-term results than tax-free ones. * Be wary of buying anything because its price may go up. * The problem today is not so much inflation as it is the fear of inflation. * A budget can be one of the most financially-freeing things you can have. * In tax planning, the general rule is to push your income into a future year and pull expenses into the current year. * Unless you plan the distribution of your estate, the government will.

Business Building Tip Of The Day

"Throughout history, the really fundamental changes in societies have come about not from dictates of governments or as the results of battles, but through vast numbers of people changing their minds - sometimes only a little bit." - Willis Harman from Global Mind Change

Nothing is more powerful than a fundamental change in your thinking process. In my studies and experiences of literally thousands of individuals and organizations, I know this to be fact.

Often one of my clients will tell me, "I don't know why this happened to me, I never had this thought." I have found that it is not so much what you consciously think that drives behavior and attracts your results (although this is vital to success), your results are driven more by what is in your consciousness.

What does this mean?

In my books and seminars you have frequently heard me speak of "paradigms." Another term for your paradigm is your "Total Belief System" (TBS).

I find that there are 3 distinct levels to your TBS:

1. Surface Beliefs

These are readily available in your consciousness. Simple beliefs like I am a mother, father, man, woman, accountant, distributor and the like. These beliefs are easily changed with new knowledge, learning, and experience.

2. Mid-Level Beliefs

These are more deeply imbedded in your subconscious but can come into awareness if you are open and willing to work. Often these are the beliefs dealt with in various psychotherapeutic interventions. Beliefs about authority, the inner childhood experience, judgments of parents, etc.

3. Core Beliefs

The most deep and fundamental of your TBS. These are your deepest beliefs about your own identity and your relationship with others and the world. Most individuals go through life with these beliefs totally unchanged. If and when they do change it typically is accompanied by a stressful or difficult period in life. What I often refer to as a "Significant Emotional Event" (SEE).

Revolutionary life and business changes can be seen with a "Mid" or "Core" level belief shift. Remember both of these levels are out of your conscious awareness. The evidence of these beliefs is most readily experienced in situations in which you take some action and then after the fact ask yourself "why did I do that?"

Ever had that one happen? You do something that is totally counter-productive or destructive and for the life of you don't know why you did it?

The other time these beliefs are evident is when you intellectually know something makes sense or is true and yet you don't apply it in your life. In other words, "you know what to do but don't do what you know."

If you have experienced my seminars and/or personal coaching, you may have expressed that "You aren't sure why you are doing the things I ask you to do" but after the experiences and exercises you invariably report, "James, amazingly enough my business and my life has improved."

The reason is that my sole purpose is to create a TBS shift. When you are fortunate enough to shift a Mid Level - or maybe an occasional Core Level belief - you have no choice but to make MASSIVE shifts in your personal and professional life. Any shift in beliefs affects the entire belief system for they are interrelated and interdependent.

"You cannot not experience immense results from a shift in your TBS."

Exploration of your TBS is vital to your continued success and achievement. That being said, it is very difficult (but not impossible) to accomplish. While shifts in your Surface Level and occasionally Mid Level beliefs can be made over time (most often through discipline and consistent new thoughts). Core Level shifts most often come with a radical or revolutionary event accompanied by tremendous emotion.

What must you do to continue your growth?

1. Hold on loosely. Our beliefs affect our perception but our perception is effected by our beliefs. It often becomes a vicious cycle of limitation. Remain open.

2. Question everything. The truly secure individual has the courage to see every situation from a variety of angles. Allow your mind to ponder and be open to even "radical perspectives." Remember, to

consider and understand does not mean you have to agree.

3. Be honest with yourself. Questioning your TBS means your total world and life foundation may shift. Everything you thought to be right and true about yourself and your world could be rattled. This is difficult and hard. If you choose this personal growth route -- be honest. If you are going to be open and question - REALLY BE OPEN don't just go through the motions and allow in only enough information to affirm your existing position.

4. Purposely put yourself in a "comfort zone stretch" on a regular basis. This can be accomplished by:

Attending a powerful seminar (The Science of Success Seminar's sole purpose is to cause this stretch - that is why many return again and again and get greater results each time), taking a big leap of faith, reading something unusual, attempting things you don't think you can achieve.

Get uncomfortable -- it means you are about to have a breakthrough! Learn to embrace discomfort and abhor comfort. The only time you and I are comfortable is when we are doing the same things we have done before.

If you are not growing you are dying -- there is no standing still.

To your constant growth -- have your best week ever and make your life magnificent!

Continued success, James Ray

7. Personal Investment Thoughts For The Day

Every couple knows that coming up with a financial plan that each of them can live with isn't easy. Here are four pitfalls to avoid, taken from a recent article in which two married employees shared their personal financial planning techniques:-Different ideas about when you need to get things done. Set a realistic timetable that both people can stick to, assign tasks, and take responsibility for them. -Different priorities for spending small amounts of money. Offer your spouse a gentle reminder during momentary lapses of good sense -- but no nagging. -Choosing the wrong time to talk about money. There are just some times when you're just not going to be successful talking about financial issues. One solution is work out the big questions via email, giving each other time to think and respond without the other person staring at you. -Different tolerance for planning. One person might want to make a detailed 12-month financial plan complete with pie charts, while the other thinks simple is better. Be willing to compromise.

8. Joke Of The Day

I bought my wife a mood ring the other day. When she's in a good mood it turns green. When she's in a bad mood, it leaves a red mark on my forehead.

9. Closing Thoughts

Timothy L Ross Merchant Of Hope & Prosperity

I came across this commentary from Crown Ministry's, I think it's worth repeating. Hope gets you thinking! SCRIPTURE TO MEDITATE UPON"Jesus became hungry. And the devil said to Him, 'If You are the Son of God, tell this stone to become bread.' And Jesus answered him, 'It is written, man shall not live on bread alone'" (Luke 4:1-2, 4.)When Jesus was tempted by the devil in the desert wilderness, each time He responded to the temptation, "It is written."

Christ models for us the only way that we can effectively respond to temptation. That is, to be submitted in our

hearts to God and have the Word of God so much a part of our lives that we can respond, "It is written."

Each of us is tempted daily--temptations to be prideful, lustful, greedy, judgmental, and so forth. Martin Luther said, "In every temptation, simply close your eyes and follow the Word." Satan constantly tempts the heart. One way to conquer is to despise the thought suggested by Satan. The more you dwell on those thoughts in your mind, the more they will press you. Once you lose sight of the Word, the ways and means of help are no more. But as soon as you lay hold of some saying of Scripture and rely on it as a holy anchor the temptations are often driven away. What areas of temptation are facing you today? What Scriptures address those areas? As you meditate on those Scriptures and allow the Lord to focus you on His perspective, temptations will only serve to strengthen your relationship with Christ. Think about it and grow. Warmly in Christ, Larry Burkett and Howard Dayton Co-CEOs Crown Financial Ministries

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"Timothy L. Ross, is an Independent Financial Advisor. He provides a full service financial plan for all his valued clients. If you have any questions about your family's goals he can be reached at 613-498-2207, 1-800-667-4662 or by email timross@recorder.ca or advisor@timothyross.com . Most of Mr. Ross's new clients are by referral, so ask your friends and find out why so many family's choose Timothy L Ross as their family's primary financial advisor."

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