

RAWLING REPORT

WINTER 2010 • BROUGHT TO YOU



BY RAWLING FINANCIAL INC.

HELPING CLIENTS MAKE WISE DECISIONS REGARDING THEIR WEALTH

Focus on the Planning Trail Program

I've noticed life seems to get busier and busier for the clients with whom I work. It doesn't help that many people expect instant responses when they know someone might carry a BlackBerry®. As a financial coach, every year I offer time for my clients to slow down and review their financial plan.

The Planning Trail Program is the financial planning offering I created for clients in 2003. Since 1979, when I entered financial services, I believed in continuing education. I earned my three professional designations in our industry Certified Financial Planner (CFP), Certified Life Underwriter (CLU) and Chartered Financial

Consultant (CH.F.C.). In 2000, I started five years of training with Scott Fithian, of The Legacy Companies, LLC of Boston who specialized in "values-based planning". That, combined with other training, allowed me to create my unique Planning Trail Program.

Before digging a hole and commence construction on a new home, many people would first engage an architect to help them design the optimal design or plan for their family. The architect would want clarity on what the client's goal is for their home. Knowing an indoor pool is a goal, the architect would also need to know the priority ranking of having a pool. Working within a defined budget, if the pool priority was below other features in the home, it would be logical the pool might not be included in the final design.

In financial planning, our role is to discover what our clients want and their

Happy New Year

FROM THE RAWLING FAMILY



Fenelon Falls, ON - August, 2009

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priorities. When this is reflected in the final financial plan presented in the planning binder, I'm better positioned to help support clients with their financial choices to help them achieve their goals.

The Planning Trail Program stands on its own. I want to get clarity and priority of your vision, values and goals before I look at strategies, tactics and tools. To focus and spend the proper time to complete our program and our report, my fee is \$1,700.

In the Results Management Phase, we meet annually to look at results and plan for further progress. We offer existing planning clients a 10 per cent discount off our current fee, in the second year onward (rates effective Oct. 1st, 2009).

Of course, we still offer The Product Trail that helps clients choose financial products. This Trail nicely supports the Planning Trail Program where I first get clarity and priority of a client's financial goals.

Registered retirement savings plan (RRSP) contribution limits for the next few years

Year:	Contribution limit:	Income needed to qualify for maximum contribution:
2009	\$21,000	\$116,667
2010	\$22,000	\$122,222
2011	Indexed	—

Source: Canada Revenue Agency

It is good to be aware of this, so if you were a business owner and could adjust your earnings, you could ensure your earned income is enough to allow for the maximum contribution limit. It is the lesser of the year's contribution limit and 18 per cent of earned income for the previous year. Please note, if you didn't use your entire RRSP deduction for the years 1994-2009, you can carry forward the unused amount to the next year. The contribution limits will also be affected by pension adjustments. Please contact your tax advisor for more information.



**RAWLING
FINANCIAL
INC.**

Hugh Rawling, CFP, CLU, CH.F.C.

Financial Coach

Rawling Financial Inc.

Suite 420, 200 Queens Avenue, London, ON N6A 1J3

519-963-4400 • Toll free: 1-866-963-4400 • Fax: 519-963-4402

Customer Care Line: 519-963-4401 • Toll free: 1-866-963-4401

E-mail: hugh@rawlingfinancial.com • admin@rawlingfinancial.com

Website: www.rawlingfinancial.com

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