

Volunteers needed to serve the world

THE WORLD WIDE WEB IS THE PERFECT PLACE TO FIND OPPORTUNITIES AND FOLLOW YOUR PASSIONS

The Internet is the perfect model for a cyclic, layered lifestyle. You can surf your way to knowledge through the world's greatest mind-map without needing to go from 'A' to 'B'. Instead, you're likely to go from 'A' to 'Z' and back to 'Q' to find what you need. And you can pursue your quest through layers of knowledge appropriate to your own level of understanding while deepening your understanding as you go and uncovering yet more layers.

Even better, the Web connects you to people all over the world on the same wavelength. That's how Katrina Chernevsky has found an exciting new world of adventure travel and volunteer work in the past few years. Not for her the standard holiday anymore. Instead, Katrina has enriched her own life by volunteering her research expertise for several worthwhile animal conservation projects around the world. Through this, she has discovered that her marketing skills and knowledge are transferable and that she is not rigidly locked into her chosen professional field.

DOLPHINS NEED HELP



Photo: Courtesy Oceanic Society
Dolphin research in Belize will help the government apply for United Nations conservation assistance

Not that she's unhappy with her career. In fact, she loves her work and is very good at what she does. Because of this, she suspects that she will continue working as she grows older, probably only retiring part-time before she decides to retire completely. Katrina is in her mid-40s and owns her own marketing consulting company, in business for four years. She has a BA in Psychology and is a Certified Marketing Research Professional.

Because Katrina was not able to take advantage of "The Bank of Mom and Dad," as she calls it, she had to keep her nose pretty close to the monetary grindstone throughout her

university studies and professional life but her new volunteer holidays are allowing her to pursue subjects she always hoped to find time to study. This year, she was able to research dolphins at the Oceanic Society in Belize. Last year it was chimpanzees at the Chimpanzee and Human Communication Institute in Central Washington. There, chimpanzees are taught how to communicate with people using American sign language.

"I did previous pro bono work for clients including the Vancouver Aquarium and the BC Centre for Disease Control," she said in an interview, "but I didn't really know about doing volunteer research for other organizations around the world until I happened upon Charity Village at www.charityvillage.com."

The Charity Village link enabled her to hyperlink to other web links that specialize in volunteer research. One of the most important links was Earthwatch.org, where she was able to find a number of different opportunities throughout the world. From there, she connected to the Oceanic

Society and to the Chimpanzee and Human Communications Institute. Both can easily be found on the web with a Google search.

"I was thrilled to meet the chimp Washoe," Katrina said, "It was the fulfillment of a lifelong dream of mine. She was the first chimp to learn American sign language."

Katrina is excited about future possibilities for volunteer work and learning. "I probably have attention deficit disorder because I have a lot of interests and I follow all of them so passionately," she laughs. "I want to learn more about forensic anthropology, for example, and I'd love to make a documentary film!"

All stories in this issue were based on real clients of Malinka Financial. However, the client's name and some of the details of their stories have been changed to protect their confidentiality.



Assante Financial Management Ltd.



A BUILDER, STEWARD AND PRESERVER OF MULTIGENERATIONAL WEALTH

CLIENT QUARTERLY

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You will probably live longer than you think

AND WITH MORE YEARS TO LIVE, YOUR LIFE CAN BE MUCH RICHER WHEN YOU LEAVE WORK BEHIND.



Frank Malinka
BCom, CFP, CLU, ChFC

When you think of "retirement", do you think of it as a milestone near the end of your life?

If you answered "yes" to that question your answer would reflect a linear lifeplan model, according to Dr. Ken Dychtwald, one of the world's foremost authorities on aging and adulthood. Within this model, people think of themselves as moving on a straight line forward through the stages of learning, working, resting and death.

"But what if you thought you had another 10 or 15 years of life?" he asks. his question, he finds, provokes people into understanding that life need not necessarily follow a predictable linear trend toward death. Many people who are able to leave regular employment behind them now believe they can go

back to school, take up that hobby they never had time for before, or maybe even start a whole new life. "Retirement" has an entirely different meaning when we can expect to live 20 or more years after the standard retirement age of 65.

And we can. Many of us will definitely live longer than our parents and grandparents – and those who went before them. When the great 19th century German statesman Otto von Bismark set the retirement age of 65, life expectancy at that time was age 45. Today, life expectancy for males and females is much higher and will probably increase in future. Also, if you are wealthy, your chances of living longer increase.

It simply no longer makes sense to plan your life assuming that you will probably not live beyond 80 years old or that, after 65, you will be too old and worn out to tackle anything new.

Dychtwald talks about people living within cyclical or layered lifestyles where, for example, "work" may not be entirely left behind but be replaced by different "work" that was formerly a recreational activity.

Or, on "holidays," people may travel to learn about different cultures, rather than to soak up sun and Mai tais on a tropical beach. People will "glide" from one style of activity to another, blurring traditional boundaries of "work" and "leisure" as they explore different aspects of themselves and the world around them. This cyclic model is now replacing the linear model because we are living longer. What we need to do now, is prepare for it.

Clearly, my business is about getting you prepared financially for this longer life. In this issue of Client Quarterly, we have interviewed clients who are well underway to living a layered, cyclical lifestyle that allows them to live more fully and creatively in their "retirement" years than they were ever able to do before. We hope their stories will serve as an inspiration to you in helping to make your own future dreams come true – and maybe those "golden years" are closer than you think.

Why wait until you are age 65 to live a more cyclic or layered kind of life? You may be able to retire earlier, depending on your circumstances.

We can help you decide what's right for you by planning for a retirement income you can't outlive, ensuring that a critical illness will not devastate you financially and making provision for long-term care at the end of your life. We can also help in your estate planning, providing you with the security of knowing that you have made adequate provision for your family, charities and other beneficiaries.

You could enjoy the best years of your life during your "retirement," with time to do what you want, financial resources to make it happen, and good health to take advantage of it all. Total freedom.

Take time to envision what you want life to look like over the rest of your life. We can help directly and provide you with tools in order to envision this more clearly. Re-invent yourself! What's the next chapter in your life? Start planning now.

FREE RETIREMENT LIFESTYLE WORKBOOKS NOW AVAILABLE

Wondering how you can get a head start on planning your own freedom? This 14-page guidebook will help you work through the issues of living a cyclic and layered lifestyle, no matter whether you are still working or already retired. Call us for your copy at 604-688-0300.

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Assante Financial Management Ltd.

Malinka Financial Suite 1588 – 789 West Pender Street, Vancouver, B.C. V6C 1H2
emailus@MalinkaFinancial.com Tel: 604-688-0300 Fax: 604-688-2423
www.MalinkaFinancial.com

For the Mallorys, "retirement" means an active life doing more of what they have always loved

WALKING TOURS THROUGHOUT THE WORLD TO EXOTIC LOCATIONS

Perhaps one of the world's greatest monetary philosophers was the redoubtable Mr. Wilkins Micawber, a character in the great novel, *David Copperfield*, by Charles Dickens, published in 1849.

"Copperfield," Mr. Micawber advised at one point in the novel, "Annual income twenty pounds, annual expenditure nineteen six, result HAPPINESS. Annual income twenty pounds, annual expenditure twenty pound ought and six, result MISERY."

An old formula, perhaps, but one that can still define whether the bottom line of a marriage is "happiness" or "misery." But for Tom and Gillian Mallory, money has never been a problem during their marriage — they have always stayed on the right side of Mr. Micawber's ledger — and that's at least one reason why they can now enjoy their retirement so much.

"We're both savers," Tom said, during an interview with the couple, "and I don't think money has ever been a source of trouble in our married life. We have the same outlook on money, our preferred standard of living and what we need money for. We've never had a very extravagant lifestyle. We spent most of our spare money on travel but even then we most enjoy walking tours through the countryside, a far cheaper way to travel than staying in hotels in major cities."

EARLY RETIREMENT

Tom and Gillian live in a quiet corner of Vancouver and would today be described as knowledge workers. Tom, 57, worked steadily at a government job for more than 20



The Mallorys visited the village in Sicily where *The Godfather* was filmed and still found signs of a Mafia culture.

WHEN FRIENDS ASK TOM AND GILLIAN WHETHER THEY DON'T GET BORED WITH SO MUCH TIME ON THEIR HANDS, BOTH HAVE TROUBLE SUPPRESSING LAUGHTER.

In fact, they say, they are more busy now than they ever were. do they miss their former workplace colleagues? Yes. But they have much more time now to connect with old friends and explore serendipitous adventures.

years, which entitled him to a good pension when he finally decided on early retirement one year ago. Gillian, 61, was able to retire earlier. However, as she worked for a number of different employers during her professional careers, her primary retirement strategy was a sizeable investment in RRSPs.

For both, paying down the mortgage on their home was also a key financial strategy that liberated them from the burden of regular monthly mortgage payments. However, because they are naturally conservative financially, they now admit it took several meetings with Frank Malinka before they could admit they were financially prepared for retirement.

Tom and Gillian have found freedom not only from financial necessity but from the demands of raising two children who have now grown up and lead their own independent lives. For virtually the first time in their lives, Tom and Gillian are able to spend most of their time doing exactly what they want to do, not what they MUST do. And what they now choose to do is more of what they loved while they were working — with a lot more time to do it.

TOM'S GARDEN

Tom's great passion is gardening, an activity that takes up much of his time during Vancouver's long, sunny summers. He's no amateur, either.

Part-time he writes for several gardening magazines in Canada and the United States. But not for money, he laughs. He enjoys the writing and what money he receives for writing is "icing on the cake."

Gillian points out other benefits: "I'd say that being obsessed by gardening is a huge money-saver compared with fancy cars, sailing or golfing. Also, about three quarters of Tom's garden is devoted to vegetables and fruit. That, too, ends up being a real money-saver although it's certainly not the reason Tom does it."

The couple also enjoys going to concerts together but seldom spend money going to restaurants.

"This definitely does not mean that we live a Spartan lifestyle, though,"

TOM'S GARDEN FEEDS THE BODY AND THE SPIRIT



Summer is NOT the time for vacations because that's when Vancouver is at its best for working in the garden of their comfortable home.

Tom emphasizes, with a grin, "because we can generally eat better at home than we can at restaurants."

WALKING TOURS WITH 'THE RAMBLERS'

Gardening takes up most of the summer months in Vancouver's relatively short growing season. That leaves the rest of the year for the couple to indulge the other passion they share — hiking through foreign countries. They like to travel with a group organized by The Ramblers Association, which was originally formed to preserve England's old country walking paths. Today, the Ramblers organize walking tours throughout Great Britain and Europe.

"We like travelling with a group so the detail work is blissfully taken out

of our hands," Gillian said, "and we've had good luck with groups organized by The Ramblers. They generally tend to be a good mix of people. We also don't need to worry about learning a new language because we'll have someone in the group who knows the local language."

Last fall, the Mallorys visited New Zealand. In the spring of this year they toured Sicily and the French Pyrenees.

"In Sicily, we even visited the village where *The Godfather* was filmed," Gillian recollected, "The villagers never got over the glory of being in that movie. They are still very smug about it."

After their trip, taking advantage of an entirely serendipitous meeting, they were able to spend two weeks with friends in the Pyrenees of

France. And that, too, is one of the great luxuries of being retired, they have discovered. Instead of having to cleave to a rigid schedule, they are both free to take advantage of opportunities as they arise.

In January, the Mallorys plan to drive down to Arizona. It's a different kind of holiday than their usual trek but they are both looking forward to it.

When asked, Tom and Gillian have no regrets about leaving the working world behind.

Said Gillian: "People who are still working say 'Oh, don't you miss work? Or, aren't you bored, having so much time available?' The answer is 'No,' to both questions. We're both busy, so busy, in fact, that we frequently have to consult with each other to fit things in. I wouldn't say that we lead separate lives, but we have interests that are the same but also separate. I'm not so interested in gardening but I do enjoy crafts, for example."

"What I like," Tom added, "is that we are getting into contact with friends we haven't seen for years. Now we have time for friends, when

before we hardly had time to fit in the laundry. Now, when we have friends over for an evening, it doesn't upset anything else on our schedule."

ADVICE TO YOUNG COUPLES

How would they advise a young couple just starting out, with kids and a mortgage?

Said Gillian: "Well, I'd admit to them at first that it can look pretty hopeless at times in those early years but if they can take a long view of their situation it should come out all right. I'd strongly advise them to reduce their mortgage any way they can. We also cut back to one car and that was a good way for us to cut costs."

Added Tom: "I'd also advise them not to buy things on credit, just because they believe they can afford it. We don't put things on credit. If we have to wait another month for a washing machine, we just do it. It's pretty old fashioned advice, I guess, but it has worked for us."

Start with your own Top 10 list

WHAT ARE THE 10 THINGS YOU REALLY WANT TO LEARN, EXPERIENCE OR DO DURING YOUR LIFETIME?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____