



# FROM COSTA'S Files

February 2010 Issue

At a glance  
**DINE and LEARN  
EVENT 2010**

**Charitable Givings Benefits**

**Guaranteed Investment Fund's  
Valuable Benefits**

**Banking that provides  
structure and stability**



# SIMPLIFIED LIFE INSURANCE

Did you have a Heart Attack, Stroke, Angina?

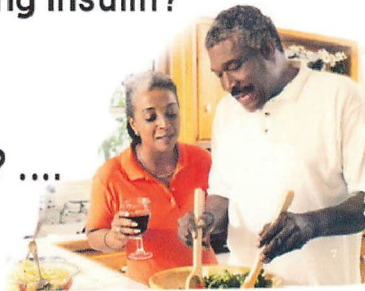
Do you have Blood Pressure?

Are you Diabetic or using insulin?

Are you over weight?

Are you hard to Insure? ....

Then CONSIDER



## Simplified Life Insurance

No medical exams ... No Doctors Visits ...  
No Needles ... Only a few simple Questions.



FREE Benefits included with the plan:

- Terminal Illness Benefits (50% of coverage)
- Transportation Benefit (Extra \$2,000)
- Accidental Death Benefit (Up to 3 times the coverage)
- Tax-Free Death Benefit
- Reduced Paid up Coverage
- Guaranteed Cash Values

No waiting period - Coverage begins immediately  
Policies can be issued up to age 85

D'COSTA FINANCIAL GROUP

905-471-0572 OR 1-800-97DCOSTA

[www.dfglife.com](http://www.dfglife.com)

[dfg@dfglife.com](mailto:dfg@dfglife.com)

FROM D'COSTA'S Files

Those of you who have been with me since 1991 will remember the newsletters I used to send. I started with a black & white version and slowly they were upgraded into a full color output. I received plenty of commendations for initiative, because back then one seldom received an informative Newsletter—leave alone a 'personalized' one like mine! A little while later, 'One size fits all' versions arrived, designed by a 'newsletter company' for advisors who resorted to a 'quick-fix'. As for me, I recall spending a lot of time in gathering information for a four pager to send to you and to that end, I had to wade through reams of information.

Since the introduction of internet, we decided to get into the electronic mode. Clients whose emails we have, receive an eNewsletter every month and also frequently receive concepts in a story book format. From your feedback, both of these have been very well received. To encourage readership via emails we held a promotion and gave away a flat screen TV (which was won by Dr. Coomarasamy Kirupanathan). We will continue sending such information. If you are not a recipient, please register your email with us.

This newsletter is our first come back issue and I am delighted to get back into my good old habit. This hard copy version, I am sure will benefit those who do not prefer emails. I believe a hard copy is more convenient to refer to - rather than an email, which sometimes get buried and lost. It's never easy compiling a Newsletter and making sure everyone of my elite clients gets it .... But we are determined to give it our best shot!

Thank you for supporting me over the last 18 years. We will continue to take care of you and your family. You have my assurance, since that's always been my prime focus.



*Francis D'Costa*

# GUARANTEED INVESTMENT FUNDS PROVIDE FLEXIBILITY, GROWTH POTENTIAL AND VALUABLE ADDITIONAL BENEFITS

As financial markets begin to look more promising, many people are reviewing their investments with an eye towards capturing future growth. Many investors are looking for diversification, a wide range of investment options and professional money management services - all for a reasonable fee. Did you realize that Guaranteed Investment Funds offer all these features and potentially a lot more at a very competitive price?

## WHAT ARE GUARANTEED INVESTMENT FUNDS?

**A** Guaranteed Investment Fund product, otherwise known as a segregated fund contract, is an insurance contract offered through an insurance company. These investment vehicles typically provide several investment options managed by many different fund managers in a wide range of asset classes. In addition, Guaranteed Investment Funds can deliver a number of features unavailable through other types of investment vehicles.

Depending on the type of contract, Guaranteed Investment Funds can offer benefits including income protection from market downturns, maturity guarantees and guaranteed death benefits. Investors typically pay additional fees for these types of protection features.

Some investors - including younger investors - may not need these protection features. Fortunately, some insurance companies now offer a base Guaranteed Investment Fund contract that doesn't include more expensive guarantees until they are needed. Fees are highly competitive with those charged by mutual funds - but even the base contracts include some additional benefits of interest to many investors.

## GETTING DOWN TO BASICS

The following features are common to all segregated funds offered by insurance companies.

## ESTATE PLANNING BENEFITS

### *Death benefit guarantee:*

In the event of death, your beneficiaries are guaranteed to receive 75 per cent of all deposits made (reduced proportionally by withdrawals) even after market downturns.

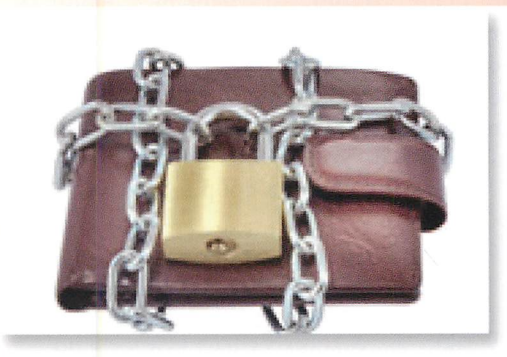
### *Bypass of estate:*

In the event of death, unless you have named your estate as beneficiary, the proceeds of an insurance contract can pass privately and directly to your designated beneficiaries, without the expense and delay of settling the estate. That way, the proceeds avoid probate and estate administration fees, meaning more money goes to your beneficiaries quickly and efficiently.

**A GUARANTEED INVESTMENT FUND PRODUCT, OTHERWISE KNOWN AS A SEGREGATED FUND CONTRACT, IS AN INSURANCE CONTRACT OFFERED THROUGH AN INSURANCE COMPANY ... [WITH] BENEFITS INCLUDING INCOME PROTECTION FROM MARKET DOWNTURNS, MATURITY GUARANTEES AND GUARANTEED DEATH BENEFITS.**

## CREDITOR PROTECTION BENEFITS

As insurance contracts, Guaranteed Investment Funds have the potential to protect an investor's assets from creditors. This feature is ideal for professionals and small business owners looking to help shield their personal assets from professional liability.



## MORE FLEXIBILITY, MORE INVESTMENT CHOICE

Another benefit of base Guaranteed Investment Fund contracts is the flexibility and variety of investment choices they provide. Depending on the company you invest with, many different Guaranteed Investment Funds may be available, representing a range of asset classes including Canadian and global equity funds. What's more, you can move your deposits among a number of highly respected asset management firms generally without triggering switching charges or redemption fees.

Additional advantages provided by some companies that offer Guaranteed Investment Funds include an objective fund manager selection and monitoring process that helps to ensure that each fund remains true to its stated investment objective. These monitoring processes typically use stringent criteria to make sure the investment funds available represent the highest-quality investment managers. You'll never have to second-guess your choice of investments again.



[This article appeared in Manulife Financial's 'Solution' magazine. 'Solution' has very informative financial concepts. If interested, please call our office and we will mail you a copy.]

All articles in this newsletter are for information purposes only and not intended to provide specific advice. Readers are advised to seek professional advice before making any financial decision based on any of the ideas presented. The publisher does not guarantee the accuracy and will not be held liable in any way for any error, omission or any financial decision.

# Is it time to take the **TRAINING WHEELS** off your banking products?

*When most of us are starting out as young adults, we look for banking products that provide us with structure and stability. We choose loans with fixed, predictable payments. We set aside savings in different accounts for specific purposes. We may even have more than one chequing account, each with its own set of fees. In other words, we have a banking product for each need and each need has its own banking product.*

This approach to banking is complicated and expensive. When we're young adults, however, it sometimes makes sense because:

- We're relatively young and still learning how to budget effectively
- We're just getting started in our careers and have a limited capacity to absorb unexpected expenses or cost increases
- Our credit history is limited so banks may be hesitant to offer us more flexible or integrated banking products

In summary, when we're just starting out, we need banking products that provide us with structure and cost-certainty. In other words, we need banking products with training wheels. What's surprising, however, is that many of us continue to maintain this inefficient and complex method of banking long after we've become skilled at managing our money, established our careers and built a financial buffer. By the time we enter our 30s or 40s, most of us no longer need multiple inefficient savings accounts or the cost-certainty provided by fixed debt payments. However, we continue to maintain these accounts and lock in our debt each time it comes due simply out of habit or complacency.

Somewhere along the way we forget to take the training wheels off.

Once we've progressed beyond young adulthood, we should begin to expect more from our bank. We should expect our bank to help us bring our finances together, not split them into more and more one-purpose products. We should expect our bank to make it easy for us to respond quickly to changing financial needs. And we

should expect our bank to offer us products that make all of our money work as efficiently as possible. In short, we should expect our bank to treat us like adults.

Some banks in Canada have caught on to this idea and started offering "next-generation" banking products that allow you to combine your various debts with your savings and chequing accounts and income in a single account that makes your money work more efficiently and provides greater flexibility.

To understand why it makes sense to review the way you bank, ask yourself these questions:

## **1. WHAT WOULD MY BANK SAY IF I DECIDED TO REDUCE OR SKIP A DEBT PAYMENT?**

Our finances aren't always as predictable as we'd like and the payment amount that made sense six months ago may not make sense today. With many traditional banking products, changing your payment amount isn't an option. However, some next-generation banking products allow you to adjust your debt payments, up or down, as your needs change. This can work for you in a couple of ways:

- **Become debt-free sooner.** If your finances change for the **better**, you may choose to accelerate your debt repayment so you can be debt-free sooner and reduce the amount you spend on interest costs.
- **Prepare for job loss.** If your finances take a turn for the worse, the last thing you want to do is worry about how you'll cover a large, inflexible debt payment. A more flexible

banking solution could provide you with time to find the job you **want**, rather than just one you **need**.

## **2. DO I HAVE A "RAINY DAY" SAVINGS ACCOUNT?**

Most of us have been taught to keep some money in a "rainy-day" savings account - three to six months of income is commonly recommended. This seems like good advice until you consider that many of us also have debt and we're generally paying more interest on our debt than we're earning on our savings. Why don't we use our savings to reduce our debt? It's because, in most cases, if we pay down our debt, we'll lose access to our savings. As a result, we end up paying more interest than we should.

Some new banking products offer a much more efficient way to use your money. Specifically, they allow you to use your savings to reduce your debt and save interest, while still giving you access to that money if you need it again in the future.

## **3. AM I PAYING DIFFERENT INTEREST RATES ON DIFFERENT DEBTS?**

Most of us have several different debts at a variety of interest rates. This makes it difficult to keep track of how much we owe and ends up costing us much more than necessary. The next generation of banking products allows you to consolidate all of your debts at one low rate. This could save you interest and make it easier to stay on top of your financial situation.

#### 4. HOW MANY BANKING PRODUCTS DO I REALLY NEED?

Most of us end up with a different banking product for each need because that's what our bank has offered us. Unfortunately, this makes our banking more complicated than it needs to be and ends up costing us more than it should through multiple fees and inefficient use of our money.

Your bank should make it easy for you to manage your money and get out of debt more quickly. When you combine your debts with your savings and chequing account, you'll have fewer banking products to manage and you'll no longer need to shuffle money back and forth among accounts. Better still, by addressing multiple needs with a single, efficient product, you could reduce your banking fees and make your money work harder.

Have a look at the way you're banking. If you have multiple savings accounts, chequing accounts and debts, your banking is probably much more complicated and expensive than it needs to be. The next generation of banking products provides unprecedented flexibility that allows you to simplify your banking, make your money work more efficiently and respond quickly to your changing financial needs.

Your financial situation has probably changed a lot since you were just starting out. It may be time to take off the training wheels and start expecting more from your bank.

*[This article appeared in Manulife Financial's 'Solution' magazine. 'Solution' has very informative financial concepts. If interested, please call our office and we will mail you a copy.]*

## Lighter Side

Last nite, after dinner me and the wife sat in the living room just talking about life and how time was moving on. Soon the discussion turned to living and dying, and what if---So, I made this very dramatic speech---" Dear, never let me live in a vegetative state, totally dependent on machines and liquids from bottles to keep me going. If you see me in that state, I want you to disconnect all the contraptions that are keeping me alive, I'd much rather die!"

She did not say anything, but reached out for my hand with moist eyes and a look of real admiration. Then with a determined look she got up and proceeded to disconnect the TV, the Cable, the Dish, the DVD, the computer, the air conditioner, the cell phone, the iPod--and then went to the fridge & took out all the beer and wine to throw in the garbage. I ALMOST DIED !!!!!

# TRAVEL WITH PEACE OF MIND

Did you know that OHIP does not cover all your emergency medical expenses in another country?

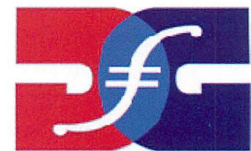
Do you have any current medical conditions, that an accident or sickness abroad could have a greater financial impact than anticipated?

## Why your guests to Canada need visitor's insurance!

- Did you know a day in the hospital could cost your visitor on average \$1,500 to \$7,000.
- Will you or your visitor be able to cover all the medical expenses in the event of an illness or an accident.



There is an affordable solution to this concern.



**D'COSTA FINANCIAL GROUP**  
905-471-0572 OR 1-800-97DCOSTA

[www.dfglife.com](http://www.dfglife.com)

[dfg@dfglife.com](mailto:dfg@dfglife.com)

# DINE and LEARN EVENT 2010

By Pamela Vasandani

The year 2010 kicked off to a resounding start for **D'Costa Financial Group**, with our Annual Client Seminar. The theme for 2010 was **'Dine and Learn'**. It was extremely well attended with over 300 guests. Clients and Guests poured into the Sangeet Banquet Hall in Etobicoke, at 5.30 p.m. on Saturday, the 23<sup>rd</sup> of January 2010 with great expectations that were totally fulfilled.

Comments ranged from 'Fabulous Seminar'; 'Great Learning experience'; 'Amazingly well organized and coordinated'; 'Superb Set up', 'Great Buffet' etc. and now **Francis D'Costa** adds another notch to his Success Belt!

The Banquet Hall Foyer was set up with Kiosks and Booths distributing literature on different products, complimentary items and gifts. DFG exhibited Information booths on Mortgage Insurance, Critical Illness Insurance, Simplified Insurance and Travel Insurance. The Seminar was represented by **Transamerica Life, Assumption Life, Desjardins Financial, Manulife Financial and Alzheimer's Society of Toronto**. Every guest left with a plethora of gifts ranging from Glasses, Mugs, Pens, Writing pads, Fancy Clips, Sugar and Cream Cruets, Aromatic Bath Bombs for the ladies, Ice Buckets and many, many more.

At 5.30 p.m. everyone enjoyed a superlative array of snacks after which dinner was served at 6.45 p.m. Guests were then treated to spectacular speakers who spoke on a variety of topics relevant to today's financial world.

The first speaker was **Carl Victor** of Assumption Life, who came all the way from Moncton, New Brunswick and presented the most current topic of the season—The difference between TFSA (Tax Free Savings Account) and RRSP (Registered Retirement Savings Plan). He analyzed the two tax saving benefits offered by CRA and offered pros and cons on each benefit.



Carl was followed by **Robert Cummins** of Manulife Bank who held an interactive discussion on ManuOne Mortgages by logging into the programme live via internet. Robert engaged the crowd to participate by inputting data and showed them the various benefits of the ManuOne mortgage product. Different interest rates, called by the attendees were entered into an online program, which is available to the public and he showed them how they could get out of mortgage and other commitments 10-15 years earlier.



A heartrending video "Love Card" on the value of Life Insurance (courtesy of **Prudential Life**) brought tears to everyone's eyes after which **Felicia Loh-Koh** of Assumption Life explained a Simplified method of acquiring life insurance to those who are hard to insure.



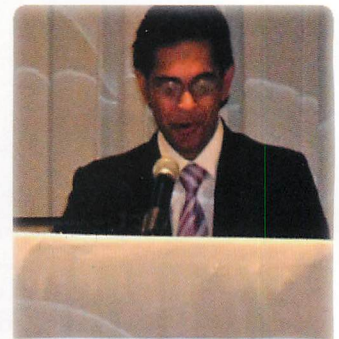
**Mercedes Hughes** of the Alzheimer's Society of Toronto was very well received. She brought a lot of folks out of their complacency with an eye-opening talk on Alzheimer's and its effects on the family and society. She offered various stats on the number of people suffering from this illness. Mercedes ended up suggesting a variety of brain exercises which could help prevent this disease.



The Learning session of the Event wound up with **Nicolas Zabaneh** of Desjardins Financial delivering a talk on Critical Illness and the need for it. Statistics showing that 1:3 were in danger of contracting one of the 22 critical illnesses, which would jeopardize their finances. He brought a lot of laughter to the crowd by interspersing his talk with jokes and all in all, rounded off a very eventful evening.

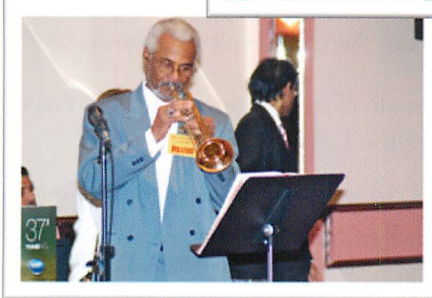
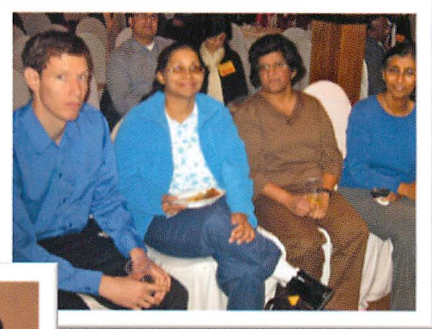
**Francis D'Costa** - President of D'Costa Financial Group then took the evening to its finale and turned the evening around to a truly exciting and anticipation filled atmosphere when he conducted the Raffle Draw. The winners were excited, thrilled and elated to receive such a fabulous array of prizes. DFG client **Ms. Sherena Graves** Won the Grand Prize - **37" High Definition Television**. Congratulations to her and to all fourteen winners of the raffle prizes.

**Pamela Vasandani**, Vice President and **Sinclair D'Costa**, Director – Business Development of D'Costa Financial Group together compered the event. We would like to take this opportunity to **'Thank'** everyone for the congratulatory calls and emails received.



For details on the individual topics and event pictures, please visit the **D'Costa Financial Group** website at [www.dfglife.com](http://www.dfglife.com).

# Photo Gallery



**Thank You**  
*To our clients and guests.  
Your generosity in buying the greeting cards  
donated by DFG at the Dine and Learn Event  
2010, enabled us to collect \$205.50.  
As per our commitment to match the proceeds  
collected from the sale, we have send a cheque  
in the amount of \$411 to Alzheimer's Society  
of Toronto.*

# How to Benefit from Being Charitable

"Nothing lives in the Dead Sea. It cannot support any life because rivers and streams only run into it, not out. The Dead Sea only takes, it does not give."

Charities play a vital role in our society. The Canadian government recognizes this role and tax breaks exist to encourage taxpayers to give to their favorite charities.

Roger makes occasional donations to various charities. His donations are rather small and amount to only a few hundred dollars per year. He learned that he might get a bigger tax break if he was a little more generous with his donations.

Donations used to be a direct deduction from taxable income, but are now treated as tax credits. Basically, a taxpayer's federal income tax payable is calculated first, and then certain credits are deducted from the total owing. Provincial and territorial taxes are then calculated based on the federal taxes.

For cash donations to a registered charity, the first \$200 earns a tax credit of 15% and anything over this amount (within certain limits) gets a tax credit of 29%. Roger can actually get a larger tax credit on his donations over \$200 than what his federal taxes are. He is in the 26% marginal federal tax bracket.

For example, if he contributes \$1,000 to charity, Roger will get a tax credit of \$34 on the first \$200. The credit on the remaining \$800 is \$232. His federal tax on the \$800 was actually \$208, so he comes out \$24 ahead on his federal taxes. And he saves on his provincial taxes, too.

Mary has been a long time supporter of her favorite charity. She would like to make sure that her support continues after she passes away. Getting a tax break today would also appeal to her.

Life insurance can help make her wishes come true. The procedure is quite simple. Mary applies for insurance on her life, or uses an existing policy, naming the charity as the new owner and beneficiary. She pays the premiums and the charity gives her a tax-deductible receipt each year for the amount of the premiums she paid.

This approach is very effective because Mary can make a substantial bequest in the future by making payments over time, which may suit her situation better. Her donation is private and won't be publicized unless she

wants it to be. The gift cannot be contested by anyone because life insurance is not open to such attacks, unlike donations in a will.

**IMPORTANT NOTE** - This concept is based on the understanding that premium donations are in addition to a donor's current support.

Steve and Brenda have substantial RSP assets that will be taxed when passed on to their children. They also want to make a difference to a charity. It may be possible for them to avoid taxes altogether.

All RSPs can be left to a charity when they have both died. The final tax return can get a tax credit for the full amount of the donation, wiping out the taxes owing. They can use a joint-last-to-die life insurance policy to take care of their children's inheritance.

Want to make a difference to your favorite charity? Call us.

This article appeared in our eNewsletter issue May 2009 Issue  
Copyright © 2009 Life Letter mature. All rights reserved. (2009-03)

## Life Letter Mature



### CHOOSE WISELY

Almost everyone agrees that it's a good idea to have a will. However, it is estimated that about half of Canadians do not have one, and it is likely that many wills are out of date, perhaps even invalid.

Not having a will can make the sorting out of your estate unnecessarily expensive, compli-

cated and time consuming. When having your will prepared, one of the most important decisions you will make is who you would like as executor.

An executor's responsibilities include finding out what your assets are, where your assets are and what your assets are worth; protecting your assets; paying outstanding debts; preparing your final tax returns; and, making distributions to your beneficiaries. It's important to

choose the right person to take care of this often demanding task. To help you make the right choice, answer the following questions:

#### *Will they accept the responsibility?*

As this can be a time consuming venture, make sure who you choose is willing to be your executor. Ask them first.

Continued next page



## There are three signs of old age.

The first is loss of memory. I forgot the other two.



[www.pmcaregivers.com/Humor.htm](http://www.pmcaregivers.com/Humor.htm)

Continued from previous page

### *Will they likely outlive you?*

Naming someone in poor health or much older than you may mean going through the will preparation process all over again.

### *Will they be emotionally able to handle your funeral arrangements?*

Someone who can be incapacitated by the grief of your passing may not be your best choice.

### *How close do they live to you?*

Estate values can be eaten up by executor expenses if they have to travel to settle your affairs.

### *Will they be comfortable dealing with professional advisors and making financial decisions?*

Your executor will have a wide range of duties. These include preparing a statement of your assets and liabilities, filing life insurance claims and preparing your final tax returns.

### *Will they be able to deal with negative family member reactions?*

If beneficiaries are not happy about your estate decisions, your executor may have to bear the brunt of their displeasure. Choose someone who can handle a situation like this.

A family member or close friend is often the first choice as executor. If you are having trouble choosing someone, if your estate is complicated, or if you have trusts that can run for many years, you may want to choose a lawyer or a trust company for the job.

Executor fees are provincially regulated, but usually come to about 5% of the estate value plus expenses and ongoing management fees.

*For information purposes only and not intended as specific legal advice.*

**Want help with your estate planning? Call us!**

This article appeared in our eNewsletter issue March 2009.

**At my age flowers scare me**

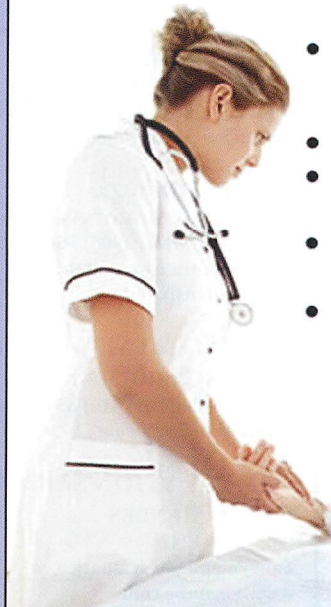
[www.pmcaregivers.com/Humor.htm](http://www.pmcaregivers.com/Humor.htm)

# IT WILL NEVER HAPPEN TO ME ...

The chances of getting a critical illness is 1:3 and with medical advances today, your chances of survival are better than ever, however, will your finances survive?



## A Critical Illness Can Be Devastating!!



- Will you be able to continue supporting yourself? Your family? Your Lifestyle?
- Could you afford the needed treatment?
- Could you continue to fulfill your financial obligations?
- Could you afford to take up a less demanding job?
- Could your spouse take a leave of absence to be with you?

**We have an affordable solution to this problem.**



**D'COSTA FINANCIAL GROUP**  
**905-471-0572 OR 1-800-97DCOSTA**

**[www.dfglife.com](http://www.dfglife.com)**

**[dfg@dfglife.com](mailto:dfg@dfglife.com)**

# DFG's Business Networking



## Realtors

### GEORGE MATHEW

CENTURY21  
(647) 293-9258 or (647) 828-9297 or (905) 616-3147  
gmassociates@gmassociates.ca  
www.gmassociates.ca

### STAN SHETTY

ROYAL LEPAGE  
(905) 574-4600 or 1-877-574-7441  
stanshetty@royallepage.ca

### MICHAEL D'MELLO

HOMELIFE  
B: (905) 889-2200 or R: (905) 303-8844  
mikedmello@gmail.com

### MAXIM MENDES

COLDWELL BANKERS  
(905) 783-3339 or (905) 812-9000  
max@maxmendes.com www.maxmendes.com

### HILDA RAMCHANDANI

ROYAL LEPAGE  
(905) 782-4567 or (905) 793-5000  
hilda@royallepage.ca www.homesbyhilda.ca

### MOHAMMED RAHMAN

REMAX  
(905) 470-9800 or (416) 592-0707  
mrahman@mrahman.com  
www.mrahman.com

### SURINDER BANWAIT

SUTTON  
(416) 240-1000  
subanwait@hotmail.com

### IGY VAZ

ADSTEK - HEATING & COOLING SERVICES  
(416) 804-0319  
isv@adstek.ca

### JOHN VARGHESE

METRO FLOORING  
(416) 873-7578 or (647) 892-2773  
info@metroflooring.ca  
www.metroflooring.ca



Home Improvement

### KITCHEN & BATHROOM MAKEOVER

DEEPAK VASANDANI  
GRANITE ENCOUNTERS  
(647) 449-5159  
deepakv@sympatico.ca  
www.graniteencounters.ca

### SAM BENINATO

RENOCANADA  
(416) 285-6798  
sambeninato@renocanada.com  
www.renocanada.com

### DR. CAROLYN LOBO

DENTIST  
(416) 653-1311

### DR. GIRISH DESHPANDE

DENTIST  
HARBORN DENTAL OFFICE  
(905) 275-1300  
harbordental@gmail.com

### RUEL VASANDANI

DENTAL HYGIENIST  
(416) 596-7474  
rue\_jude@hotmail.com

## Healthcare



### DR. BARRY MANOFF

OPTOMETRIST  
(416) 491-6829  
mossgrove@rogers.com

### DR. DANIEL WONG

GENERAL PRACTITIONER  
(416) 603-9009

### VANITA PAIS

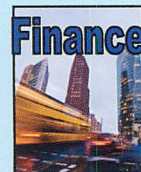
CONSULTING DIETITIAN  
(647) 224-2618  
van\_pais@yahoo.com

### PAM HANSRA

FAIRTRUST MORTGAGE INC.  
MORTGAGES AND LOANS  
(905) 238-(LOAN) 5626 or 1-888-751-9743  
pam@fairtrustmortgage.com  
www.fairtrustmortgage.com

### THOMAS PASQUALE

MANULIFE BANK  
(416) 723-4492  
tom\_pasquale@manulife.com



Finance

### CINDY STAFFIERI

ZENAN CUSTOM CRESTING  
Innovative promotional  
glassware specialist.  
(416) 736-6652  
info@zenan.ca www.zenan.ca



### GITA PAIS

BULL PRINTING  
Commercial & personal printing  
(905) 362-2855  
info@bullprinting.com  
www.bullprinting.com



### LOUELLA GODINHO

TRAVEL PACKAGES  
(416) 238-7004  
louellagodinho@yahoo.ca



### ADRIAN D'SOUZA

TRAVEL AND PROMOTIONAL PACKAGES  
(905) 361-0678 or (905) 361-0619  
adriandsouza@optionstt.com  
www.optionstt.com

### DJ (ENTERTAINMENT)

TONY RODRIGUES  
(905) 458-8602 or (416) 854-0266  
ynothy@hotmail.com



### IMMIGRATION SERVICES

NANCY MENDES  
(905) 901-1242  
nancymendes@sympatico.ca  
www.visatube.com



### LODGING

DOLORES WONG  
HOMEWOOD INN  
(416) 920-7944  
reservations@homewoodinn.com  
www.homewoodinn.com



### ACCOUNTING/TAXES

G & R ASSOCIATES  
(416) 675-4176 or (647) 724-7051  
sgajinder@hotmail.com



### FELIX LOBO

ROYAL BANK  
PERSONAL BANKING  
(416) 253-6143 felix.lobo@rbc.com

### OSWALD PATEL

H & J MUFFLER  
Car mechanic  
(416) 288-0556 or (416) 688-8570



AUTO

### AUGUSTINE SEQUEIRA

DRIVING INSTRUCTOR  
(416) 737-5165 or (416) 266-8480  
info@augdriving.ca www.augdriving.ca

### OLYMPIO FERNANDES

401/DIXIE NISSAN CAR SALES  
(416) 419-3805 or (905) 238-5500 EXT 173  
oly@401dixienissan.com

### GLADYS FERNANDES

GOAN/MANGLOREAN DELICACIES  
(905) 824-9566  
fernandes\_catering@yahoo.com



### VINCENT PEDRO MIRANDA

GOAN SAUSAGES  
(905) 507-6315 or (647) 894-6315  
vimiranda@hotmail.com

### OFFICIA SEQUEIRA

GOAN STYLE FOOD  
(416) 266-8480  
officia@teksavvy.com  
www.goanstylekitchen.ca

## Goan Delicacies

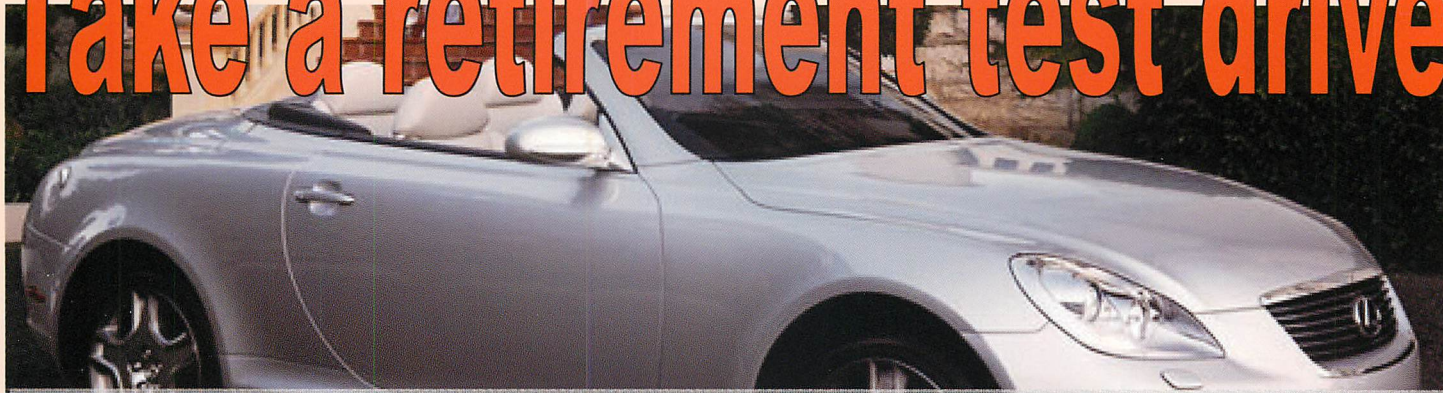
### STEPHEN VAZ

EUDORA'S FINE FOOD  
(416) 818-1369  
svaz@eudorafoods.com

Entry into classified section is free to DFG clients who have sent in their requests. However, certain restrictions apply. To advertise your business in DFG's classified section please call the office. D'Costa Financial Group does not hold any liability on any products or services purchased through the classified section.



# Take a retirement test drive



If you were to paint a picture of your retirement, what would it look like?

Who do you know who is retired and what is their retirement like?

What do you like about their retirement and what don't you like?

Your answers to these questions will help with your retirement picture.

Many people believe that their retirement will be lots of traveling, golf, fishing, and perhaps living in an exotic location. The reality is, some of these retirement dreams require substantial financial resources. Others take up only so much time in the day. What do you plan to do with the rest of your time?

Most people wouldn't buy a vehicle without test driving it first and in many cases they would only have it for a few years. Doesn't it make sense to test drive something that can probably last for decades?

What is a retirement test drive?

It will mean different things to different people. A test drive may include some or all of the following:

**Take some time** - consider taking a week, two weeks, or more and live like the retired person you want to be. Now, taking a four week Mediterranean cruise is a vacation, not a retirement test drive. Hobbies may fill some of your day, but realistically most hobbies can't be done full-time.

**Home downsizing** - many retirees move into smaller living spaces to make housekeeping more manageable. Consider renting a smaller home for a few months. This may be more realistic than selling your home, buying a smaller one and finding out you weren't ready for that kind of change yet.

**Adjust finances** - while taking your retirement test drive, budget for just the amount you expect your retirement income to be. It wouldn't be realistic to live on your full salary if your retirement income will be a reduced amount. You will have to make some assumptions about what expenses you will and will not have in retirement. This should give you an insight into what you can and cannot afford in retirement.

**Park a vehicle** - as you are no doubt aware, a vehicle can represent quite a financial drain. By adjusting your transportation activities or using alternatives, you can determine if you can save money by using perhaps only one vehicle per couple. This can have an environmental impact as well. While there are some activities you would like to do more of in retirement and perhaps some new ones you would like to try, a retirement test drive can tell you if they will actually be part of your retirement picture. Remember, your retirement picture can always be repainted.

*For information purposes only and not intended as specific retirement planning advice.*

**This article appeared in our eNewsletter issue October 2008**

## Lighter Side

*A wealthy old man by the name of Chet Bond was dying of a rare ailment. On his hospital bed, he asked his wife to bring his Reverend, his Accountant and his Physician to see him. The next day, when they came to see him he told them "I have trusted all of you for many years and I am requesting each one of you to put the \$90,000 that I am giving you now in a box and then put in into my casket so that I have it with me always.*

*Mr. Bond soon passed away and at his wake the three men each placed their boxes in his casket.*

*While leaving the funeral, the three were riding in a limo and the doctor confessed " I only left \$60,000 in my box. I*

*used the money to buy a new invention that will help me diagnose his rare disease and treat others. He would have wanted me to do it."*

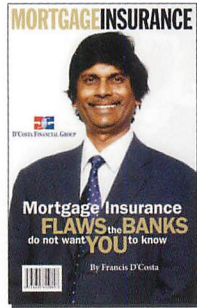
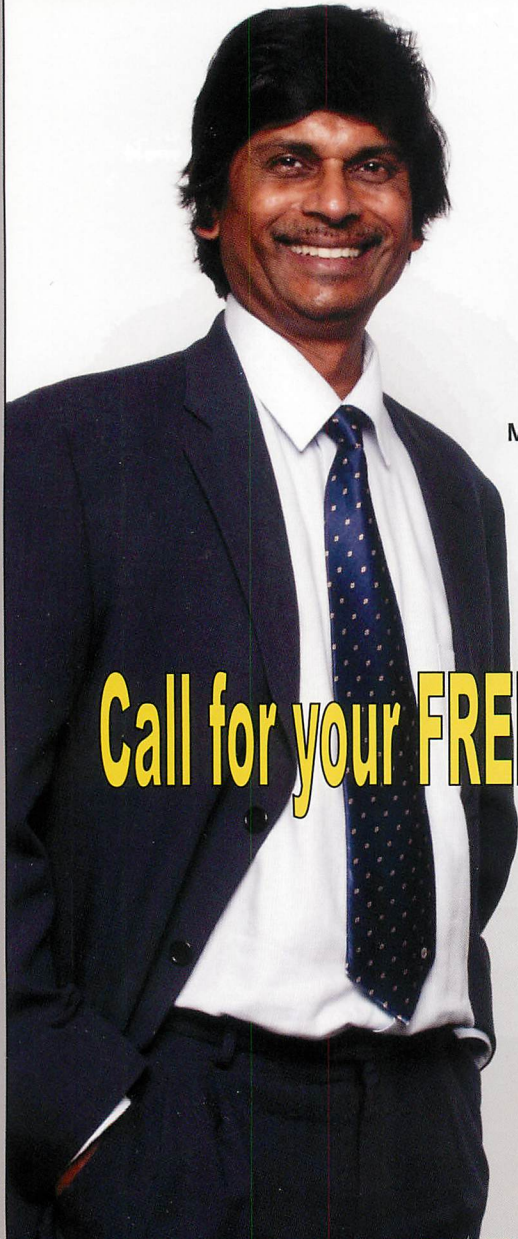
*The reverend then sighed and said "I only left \$30,000 in my box. We needed that money to help more homeless and Mr. Bond would have wanted me to do it."*

*Angrily, the Accountant then scolded the other two. "You two should be ashamed of yourselves for stealing from a dead guy. I cut Mr. Bond a check for the full \$90,000!"*



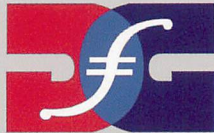
# MORTGAGE INSURANCE FLAWS the BANKS

do not want **YOU** to know



GET YOUR **FREE**  
MORTGAGE INSURANCE  
BOOKLET

Call for your **FREE** Booklet



**D'COSTA FINANCIAL GROUP**  
905-471-0572 OR 1-800-97DCOSTA

[www.dfglife.com](http://www.dfglife.com)

[dfg@dfglife.com](mailto:dfg@dfglife.com)

## ADDRESS CHANGE



Life insurance is an important asset you may own. For many it can be the largest. Just like you contact your bank and other institutions when you change your residence, it's extremely important that the insurance company and your insurance advisor know about the changes. This simple procedure could ensure you receive your notices from the insurance company. Carelessness in this concern may result in your policy lapsing.

At D'Costa Financial Group we take pride in servicing our clients and contact our clients via mail-outs 6 times a year, if not more. When your mail comes back with address unknown, it makes it very difficult for us to locate you.

Corresponding via email is cost effective, fast, and efficient. We also send out monthly informative eNewsletters, along with our frequent concepts and greetings through story board presentations. If you are not receiving our emails, then we probably don't have your email address.

Please update us with your email address. This will also help us to locate you if you forget to update your postal address.

Join our



Elite Centres  
Of Influence  
Club ... it's **FREE**

Call us for more info.