



# Area Chamber of Commerce

## MEMBER

## CONNECTION

November  
2005

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Kimberly Pinkerton, Editor

### On the Road in Wabash County Presents...

### Tis the Season....Shop Wabash County

The 2005 Wabash Holiday Shopping Season officially began with the November 17 Celebration of Light, sponsored by **First Farmers Bank & Trust**. After enjoying poignant messages of the season, Christmas carols and the sharing of light, we were treated to the arrival of Santa. The jolly gift-giver then led us back up north to enjoy the Christmas Wonderland of Open Houses. Carriage rides, music, reindeer, cider fountains and warm-baked treats awaited shoppers. Jeremy and Dawn Wayman (of **The Center for Sports and Physical Therapy** and **Treasured Dreams Cottage**), along with other members of the North Cass Business Association, are to be commended for an excellent retail promotion. This author observed many license plates from other areas and, after visiting with participating business owners and managers, I can honestly report that the event accomplished key objectives for our retail sector. Even though retail managers advertise in all types of media, there are still businesses whom our own residents have never walked through the doors of and uncovered the wonderful local treasures we have available. This event showcased 32 businesses and I heard owners/managers repeat over and over that people who participated hadn't realized what some of these stores contained. Great inventories, selection and prices are right here in our own neighborhood, if we but look. From ads to animals, and fine furniture to specialty gifts, hardware to groceries, photography to electronics – Wabash has it.

Shopping local ensures the economic stability of Wabash. Studies have shown that local dollars rebound 5-7 times within their community. Research has conclusively shown that local businesses contribute so much more than monopoly board businesses who move in, take the cream, and move on. Shopping local means you and your neighbors have solid employment here at home. Shopping local supports those businesses that support your Little League, YMCA, United Fund, Operation Elf, Red Cross, F.I.S.H., and other important activities and services. Shopping local means the Wabash County Hospital can continue to grow and provide us with excellent medical staff and facilities. Shopping local means Wabash will thrive and raise up future leaders who operate and bring more businesses here, because we have a solid educational system. Shopping local will mean contractors can build homes and businesses right here. Shopping local will mean thriving businesses in downtown, southside, eastside, westside and northside, because our community will thrive. Let's Shop Local, support your neighbors, and keep Wabash a destination on the map.

### SHOP LOCAL ASSISTANCE

#### For Chamber Members

Watch and listen for local holiday ads in The Paper of Wabash County, WJOT-Oldies 106, and The Plain Dealer.

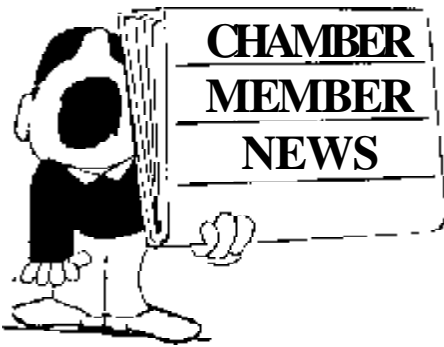
Access Chamber Member Business Directory by category or name at:  
[www.wabashchamber.org](http://www.wabashchamber.org)

Purchase Chamber Gift Certificates redeemable at over 300 local businesses at the Chamber office or online.

Use your Member-to-Member Discount card.

Always check your Chamber Member Directory when hiring a contractor, buying supplies and selecting vendors.

Attend upcoming Holiday Events on November 30. Enjoy festivities downtown from Paradise Spring to the Honeywell Center.



Please route this newsletter to the other staff in your business to keep them up-to-date on services, functions and programs available to all employees of our member companies!

HAVE YOU HAD CHANGES OR IMPROVEMENTS IN YOUR BUSINESS? HAVE YOU RECEIVED AN AWARD, REACHED A MILESTONE, OR COMPLETED ADDITIONAL TRAINING? WE WANT TO KNOW. SHARE THESE THINGS WITH YOUR CHAMBER PARTNERS. THEY TOO ENJOY HEARING. CALL, FAX, E-MAIL, OR MAIL NOTES TO THE CHAMBER OFFICE.

Amy Cole of **JobWorks** announces they have moved to their new location in the Central Shopper's Mart at 1143 N. Cass St. A Ribbon Cutting/Open House will be held on December 6 at 2 pm. Good luck in your new offices!

**Beacon Credit Union** has opened another office in Logansport at 1405 W. Market Street. We congratulate them on their continued growth!

Welcome to new **Next Marketing** CEO Robert M. Budd! We wish him the best in his new position. We also want to thank Bill Hensley for the many contributions he has made to growing **Next Marketing** into an invaluable part of Wabash economic life. Best wishes, Bill.

Locally owned and operated, **First Federal Savings Bank** is again growing in order to serve our community. "This has been an exciting year as we have been able to expand our products and services," stated Roger Cromer, President and CEO. "Starting an Equipment Leasing Division and the purchase of Insurance 1 Services created a need for more offices." The 3,900 square foot addition will provide needed work space and will be finished by the end of the year.

Congratulations to the many volunteers, our county commissioners, a committed board, and the staff of the **Wabash County Historical Museum** on an outstanding facility. The Grand Opening Celebration showcased the efforts behind this magnificent enhancement to Wabash County. If you haven't had the pleasure of visiting the museum, the Chamber encourages you to do so – you're in for a real treat!

Paradise Spring will be host to a live nativity and other seasonal activities on November 30. Bring your family out to enjoy the many festivities.

The **Honeywell Center** announces the following upcoming events: Kids Christmas Festival, Dec. 3; Madrigal Dinner, Dec. 9/10; Michael Flatley's **Lord of the Dance**, Dec. 14; Christmas with David Phelps, Dec. 17; Ft. Wayne Philharmonic Holiday Pops, Dec. 21. Call the Center at 563-1102 to reserve your tickets or make arrangements to host your Holiday group using any of their fine banquet and meeting rooms. Don't forget to take advantage of the Sunday Brunch and Eugenia's Lunch options, as well. Visit [www.honeywellcenter.org](http://www.honeywellcenter.org) for more information or to purchase tickets online.

**Physicians Health Plan of Northern Indiana, Inc.(PHP)**, is providing scholarship opportunities for high school seniors planning to pursue a career in a health-related field. PHP will award \$3,000 for the first place winner; \$2,000 to the second place winner; and third place will receive \$1,000. All entries must be postmarked by February 28, 2006 to be eligible. For entry requirements and an application, call 260-432-6690, ext. 463, or email your request to [custsvc@phpni.com](mailto:custsvc@phpni.com). Applicants for the program must have applied to a post-secondary college, university, or technical school.

**Cinergy** provides incentives to encourage the purchase and installation of high-efficiency equipment. If you are an Indiana retail, electric, commercial or industrial customer with a demand of 500kW or less, you may be eligible for cash incentives on motors, lighting and cooling equipment. Call 800-283-7741 to verify your incentive eligibility or to request a program application. Additional information may also be obtained at [www.cinergy.com](http://www.cinergy.com).

With fabulous food and beautiful meeting space, **Manchester College** reminds you that if you're looking for an affordable option for your group's Christmas party, Awards Celebration or other event, to contact event specialist Jeff Kock at 877-MC-GUEST (260-982-5551). Jeff will be happy to speak with you about the many exciting meeting room and food services options available for your group's event.

## WELCOME NEW MEMBERS!

The Wabash Chamber is pleased to welcome the following new members to its membership roster. Please welcome and support these fellow members:



**Helping Touch Massage** - Jami Hashbarger, Owner, invites you to visit them at 1593 Stitt St., Wabash, IN 46992. Telephone: 260-569-9181. Jami, along with her staff, offer a variety of massages and therapies, including Swedish massages and Deep Muscle Therapy. The holidays are coming, and gift certificates are available! Jami also offers special rates for large groups, wedding parties and businesses. Welcome Jami!

**Ugalde's Restaurant** - Ugalde brothers Gabriel, Bernardo, Alfredo and Fernando invite you to dine at Ugalde's Restaurant 1950 South Wabash St., Wabash, IN 46992. Telephone: 260-563-9197. Open Monday through Sunday, 6 am to 9 pm, Ugalde's is the place to enjoy a variety of Mexican, Italian, and American meal selections. Visit Ugalde's Restaurant today!



**Benson & Son Plumbing/Heating** - Owner Ken Benson and son Matt are located at 1540 Branch St., Wabash, IN 46992. Telephone: 260-563-1602. Call Benson & Son for all your residential heating, plumbing, electrical, and air conditioning needs! Ken and Matt also do sewer and drain cleaning.

**Pizza King** - President Greg Metz invites you to visit them at 46 W. Canal St. to enjoy a variety of subs, salads, and breadsticks. Free delivery is conveniently available evenings and weekdays during lunch. Call your local Pizza King at 260-563-7417.

**The D Shoppe** - Owner Mary DeLauter - located downtown at 2 W. Market St., Wabash, IN 46992. Telephone: 260-563-1420. This quaint shoppe offers many fine gifts and home decor items. Visit Mary at The D Shoppe and find the perfect gift for the holidays.



**Staffing Choice** - Regional Manager Carla Leaver is located at 633-1/2 S. Wabash St., Wabash, IN 46992. Telephone: 260-563-4600. Staffing Choice specializes in finding temporary and permanent placements for individuals seeking jobs in clerical, industrial and professional fields. Thank you Carla!

**Executive Relocation Services, Inc.** - located at 2446 Rainbow Rd., Warsaw, IN 46581 - President Tammy Driscoll promises a personal touch with a professional attitude. Independently owned and operated, Executive Relocation Services offers personal attention to all your moving needs. Call Tammy today to find out what they can do for you!



**The holidays are just around the corner.....do you have your Chamber Gift Certificates??**

Your Chamber staff would like to remind you to take advantage of the Chamber's new Gift Certificate Program through CertifiChecks. These gift certificates make great holiday gifts and are available for purchase in a variety of ways. AND, they never expire! \$50,000 in gift certificates has already been sold, and we're ready for your order! Call the Chamber at 260-563-1168 or go online to [www.wabashchamber.org](http://www.wabashchamber.org) to find out how YOU can get Chamber Gift Certificates today!!

# Leadership Development of Wabash County Seeking Enrollees

Would you like to develop your leadership skills while learning who's who and what's what in Wabash County? Or maybe you're a new leader in Wabash County? Leadership Development of Wabash County and the Manchester College Small Business Institute have teamed up to bring a leadership course that has been designed to meet the evolving needs of business and industry. The course will include Skill Development, Personal Coaching, and Interactive Learning, and will conclude with a county tour. Seven classes between January 24 and May 9 will meet from 8:00 a.m. to Noon at various locations in the county. Tuition is \$295 and class size is limited, so register by **December 9** to ensure your place. For more information, contact the North Manchester Chamber at 260-982-7644. This course is sponsored by the Wabash and North Manchester Chambers of Commerce and the Wabash County Economic Development Corporation.



## From the State of Indiana -- Business Awards



If your business (excluding non-profits) will be celebrating its 50<sup>th</sup> or 100<sup>th</sup> Anniversary in 2006, please let your Chamber office know. The State of Indiana offers recognitions to such businesses and we want our members to get the recognition they deserve for their economic impact to our community.

Also, many changes have taken place in our state government. The Indiana Chamber has produced the 2005-2006 State Agency Directories for your convenience in locating state offices. Your Wabash Chamber office has these booklets available for your purchase at a cost of \$6 each.



## Loans Between \$5,000 and \$25,000 Available through SBA CommunityExpress Business Loan Program

Are you seeking between \$5,000 and \$25,000 for your small business? Some small businesses only need a small amount of funding to get started or to take that next step in growth. The Small Business Development Center will be holding a free informational session on a small business micro-loan program offered by Business Loan Express. This workshop will be held at the Area 5 Agency at 1801 Smith St., Logansport, on Tuesday, November 29, 2005 from 11 am to 1 pm. These guaranteed loans are offered through the SBA Community Express Loan program. Applications for loans will be accepted at the workshop. The SBA Community Express Business Loan Program combines the SBA's small business loan guaranty program with no-cost technical assistance and training from the SBDC. Seating is limited, so please reserve your seat. For information or to reserve your seat, please contact the Small Business Development Center via phone at (765) 454-7922 or via e-mail at [sdripps@isbdc.org](mailto:sdripps@isbdc.org).

## Tax Season is Upon Us...

May we recommend the following Accounting, Legal and Financial Service Provider Members: **Dawes & Pugh CPAs, LLC; Beacon Credit Union; Gilbert, Naragon, Terrill & Co., Inc.; Community First Bank & Trust; Keller Accounting Service; First Farmers Bank & Trust; Rea Logan & Co., Inc.; FirstFed Financial; Bucheri, McCarty and Metz; First Federal Savings Bank; Douglas C. Lehman, PC; Frances Slocum Bank; Guenin Law Office; Wells Fargo Bank; Johnston & Johnston Lawyers; Farm Credit Services; Lynn & Stein, PC; Al Plummer; and Tiede, Metz & Downs.** Call the Chamber to find out how you can contact any of these member organizations or visit the online membership directory.

## WABASH AREA CHAMBER COMMITTEE NEWS

### Annual Dinner



The Annual Dinner Meeting was held November 3 in the **Honeywell Center**. We thank Emcee Troy Phillipy for entertaining us while keeping the evening moving along. We also thank Committee Members Larry Hoover, Beth Miller, Tina Byerly, Trisha Metzger, Rob Pearson, Kim Pinkerton, Lindsey Beverly, and Douglas Lehman, the 362 attendees, and the staff of the **Honeywell Center** for ensuring another great evening of fun, business, and more fun. President Kimberly Pinkerton acknowledged and challenged the over 300 leaders in attendance, and announced Larry Hoover as the recipient of the 2005 President's Choice

Award. Speaker Steve Siemens amused and inspired us, after we honored 2005 Business of the Year Wabash County REMC. We watched as outgoing Chair David Rutledge passed the gavel of leadership to Douglas Lehman, and we struggled to guess who the Distinguished Citizen would be as 2004 Distinguished Citizen Dave Phillips wove the story of 2005 Distinguished Citizens Gene and Mary DeLauter. Good food, good fun, and great companionship—it was definitely an evening to remember.



### Public Relations

The Plain Dealer and PR Committee worked together to complete the 2006 Wabash Calendar. 5000 copies have been printed and are available at the following locations: the **Wabash Area Chamber of Commerce** (111 S. Wabash Street), **Wabash County Convention & Visitors Bureau** (36 E. Market Street), the **Honeywell Center**, **First Federal Savings Bank**, **Beacon Credit Union**, **Wells Fargo Bank**, **Frances Slocum Bank**, **First Farmers Bank & Trust**, **Community First Bank and Trust**, **Ivy Tech Community College**, **Wabash County Historical Museum**, **Wabash Carnegie Library**, and the **Plain Dealer**.

We thank the following companies for sponsoring the calendar and ensuring its FREE distribution to the public: **Alumitech**, **Avalon Village**, **AWS**, **Beacon Credit Union**, **The Body Connection**, **BPB**, **Boyer Lock & Safe**, **Brandt's Harley Davidson**, **Cintas**, **City of Wabash**, **Denney Motor Sales, Inc.**, **Dr. James Ford Historic Home**, **Douglas C. Lehman P.C.**, **Daywalt Pharmacy**, **Eads & Son Bulldozing, Inc.**, **First Federal Savings Bank**, **Frances Slocum Bank**, **Family Service Society**, **G & S Metals**, **GMS Graphics**, **Gaunt & Son Asphalt, Inc.**, **Grandstaff-Hentgen Funeral Service, Inc.**, **Guenin Law**, **Hayes Lemmerz, Int.**, **Heartland Career Center**, **Hipsher Tool and Die**, **The Honeywell Center**, **Indiana American Water Company**, **Ivy Tech**, **Kelly's Ice Cream**, **Kitchen's Plus**, **Midwest Eye Consultants**, **NIPSCO**, **Ponderosa Steak House**, **Tony Loudon Pro Shop**, **Thermafiber, Inc.**, **Ugalde's Restaurant**, **United Tool Company**, **Visionary Enterprises**, **Wabash City Police**, **Wabash City Fire Department**, **Wabash County Farm Bureau, Inc.**, **Wabash County Hospital**, **Wabash County Sheriff's Department**, **Wabash Electric/Information Technology**, **Wabash Marketplace, Inc.**, **Wabash Realty**, **Wabash True Value/Just Ask Rental**, **Wabash Valley Abstract Co., Inc.**, **Wells Fargo Bank**, **Whites Residential & Family Services**, and **Yohe Realty**.

The PR Committee will be sending out a letter seeking Emcees and Sponsors for the 2006 Business Before Hours Event. The committee is diligently seeking to ensure a well-rounded program from all business sectors. We want our community to know who our businesses and business leaders are, so please make your reservations early. Spots will be filled on a first-come, first-serve basis. Details and dates will be in your letter.

### Ag Committee

Ag Committee Chair Darin Hadley (**Wells Fargo Bank**) has been busy working with committee members to plan the 2006 Ag Day Event. Anyone who would like to be a sponsor, please contact Darin at **Wells Fargo Bank** at 260-563-1116.

### Home and Business Expo

It's coming...the 2006 Mardi Gras Home and Business Expo will be held March 11/12...watch for upcoming details!

### Online Event Registration

Your Wabash Area Chamber of Commerce is pleased to announce that ONLINE EVENT REGISTRATION is now available! **Visionary Enterprises** has made it easy for our members to register and pay for events by visiting [www.wabashchamber.org](http://www.wabashchamber.org). Be it Business Before Hours, Membership Investments, Gift Certificates, the Home and Business Expo or Lunch & Learn Seminars, we welcome your online registrations. Open 24 hours a day, it's just another way your Chamber is working to serve you better!

## BOARD MEMBERS

2005-2006

Douglas Lehman, Chair  
Douglas C. Lehman, PC  
Ron Kerby, Chair Elect  
Frances Slocum Bank  
Andy Eads, Vice Chair  
The Plain Dealer  
Chris Webb, Treasurer  
Alfe Heat Treating, Inc.  
David Rutledge, Past Chair  
Wells Fargo Bank  
Beth Miller, Resource Dev.  
The Huber Agency  
Kimberly Pinkerton, President  
Wabash Area Chamber of  
Commerce

Robert Pearson  
Wabash County REMC  
Tina Byerly  
Beacon Credit Union  
Jeff Galley  
G & S Metals, Inc.  
Howard Halderman  
Halderman Farm Management  
John Andersen  
Ford Meter Box Co., Inc.  
Jim Reynolds  
Reynolds Oil  
Larry Hoover  
Quality Electric  
Kathy Jones  
First Farmers Bank & Trust  
Trisha Metzger  
First Federal Savings Bank  
Celia Briggs  
Wabash City Schools  
Greg Metz  
Metz Title



## December BBH

Come to the Honeywell Center and join us for the 17th anniversary of the Chamber's Business Before Hours!

Wednesday, December 12, 2005 from 7 am to 8:30 am

Business sponsors: **Youth Service Bureau, ARC of Wabash County, FirstFed Financial, Family Physicians Associated.** Emcee: Dr. Jim McCann.

Breakfast is \$7 for Chamber members; \$10 for nonmembers.

Reservations will be accepted through December 14.

Poinsettias will be provided by **White's Family & Residential Services, Inc.**



# Gold Members

We thank and salute those member businesses who carry GOLD LEVEL status:

**Richard Ford**

**Beacon Credit Union**

**Pettit Printing, Inc.**

**First Federal Savings Bank**

**Yohe Realty, Inc.**

**Wells Fargo Bank**

**Miller's Merry Manor**

**Frances Slocum Bank**

**Ford Meter Box Co., Inc.**

**First Farmers Bank & Trust**

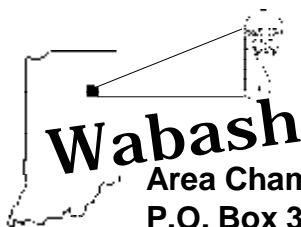
**\*\*NEW GOLD MEMBERS\*\***

**Bulldog Battery**

**Physician's Health Plan of Northern Indiana, Inc.**

Any Wabash Area Chamber Member can elevate their membership status to Gold Level by investing an additional \$500 above their regular membership investment. In addition to having their company acknowledged at Chamber events and in publications, Gold Level Members receive \$100 in Chamber Bucks and receive a free large rotating banner ad on the Chamber website.

Please notify us of any changes on address label



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# Financial Insights<sup>®</sup>

A Creative Personal Finance Report



## FirstFed Financial, Inc.

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Manchester, IN 46992  
260-982-2188



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## Ten Ways to Prepare for Retirement

This is simply a checklist. It is not all-inclusive, it is not exhaustive and, most of all, it is just a start.

**1. Retirement will most likely be very expensive.** Experts estimate retirement income needs at 70 - 90 percent of pre-retirement income. Understand your financial future.

**2. Find out about your Social Security benefits.** Recent changes make it



easier; you automatically get a statement each year if you are over 25 and a participant in Social Security. While the statements are sent automatically, you may request one at any time by calling 1 (800) 772-1213.

**3. Find out everything you can about your employer's pension or profit-sharing plan.** Check to see what the benefit is worth; most companies will provide an individual benefit statement if you request one. Before changing jobs, find out what will happen to your plan. For a free booklet on private pensions, call the U.S. Department of Labor at 1 (866) 444-7542.

## Financial Flexibility

While your financial goals ought to be firm enough to preclude making it easy to renege on commitments, they also ought to be flexible, providing the opportunity for review and potential change on a periodic basis.

Life's pathways are filled with roadblocks, detours and potholes, as well as wonderful vistas and beautiful landscapes. Personal life changes, new circumstances and differing investment environments require a constant look at your financial goals and objectives. Sometimes situations call for drastic changes. In other instances minor adjustments or "tweaking" is all that's needed. And just as there is no one "right" strategy for everyone, there is no unalterably correct plan for anyone for an entire lifetime.

For instance, a 22 year-old unmarried, professional's plan is quite different from what it might be at 25, married with a child. In the middle years, housing requirements change and college expenses might kick in. Just before and at retirement, living arrangements may change again and the portfolio mix might change substantially to prepare for income-orientation.

**Life changes that most commonly trigger a need to review your financial goals or investment portfolio are: marriage or a substantial change in living arrangements, birth, adoption, change in jobs, promotion, a second income, gifts, inheritances, death, divorce, disability, college expenses, changes in goals and priorities, and the sale or purchase of a home or any other major asset.**

Keep your goals and objectives flexible and call anytime for assistance.

**4. Contribute to some sort of tax-sheltered savings plan.**

**5. Invest in an IRA.** Depending on your income and situation, your annual contribution to an IRA may be deductible. Contributions to a Roth IRA are not deductible.

**6. Don't touch your retirement savings; keep retirement dollars segregated and set aside for retirement.**

**7. Start now.** Set goals and stick to them. The sooner you start saving and

investing, the more time your money has to grow. No guarantees, but why not put time on your side?

**8. Consider the basic investment principles we have talked about for years.** How you save may be just as important as how much you save.

**9. Ask questions.** While these tips point you in the right direction, you need specific advice for your particular circumstances. Get practical advice.

**10. Be careful and have fun!**

## Questions & Answers

**Q. Can you review the categories of beneficiaries and what they mean?**

**A.** Sure. Beneficiaries usually fall into three categories: primary, secondary/contingent and "remainderman" (thought by some to be a sexist designation) or final. Naming beneficiaries is critical since it ensures that your assets will be distributed according to your wishes and not that of the state.

Primary beneficiaries will receive distributions in the percentages indicated or equally, if no percentages are indicated. If a primary beneficiary dies before you do, your assets will be distributed among the remaining primary beneficiaries.

Distribution goes to secondary/contingent beneficiaries if there are no living primary beneficiaries. As with primary, the allocations are made by percentages indicated or equally if there are no specifics provided.

If a primary or secondary/contingent beneficiary dies during the distribution process, the distribution will be paid to the beneficiary's estate unless otherwise indicated.

In most cases, if all primary and secondary/contingent beneficiaries predecease you, your estate will be named as the remainderman or final beneficiary.

Some situations may demand more complex beneficiary arrangements. Get competent legal advice.

**Q. Do most government offices have a presense on the world wide web? If so, what are there locations?**

**A.** There are lots of government offices on the web. A few that might be of special interest are: the Social Security Administration at <http://www.ssa.gov>, the Internal Revenue Service at <http://www.irs.ustreas.gov> and the U.S. Department of the Treasury at <http://www.ustreas.gov>.

*We will accept questions from readers and reprint selected answers in this column. Send your question(s) to us; we'll answer as many as we can.*

## Financial Notes Worth Noting

### Who Is More Likely to Save: Men or Women?

A survey by the Employee Benefit Research Institute and Mathew Greenwald & Associates shows that men are slightly more likely than women to say they have saved for retirement. The difference appears to be driven largely by differences in household income between men and women, the survey said, since men tend to earn more than women.

The results are contained in the 2005 Retirement Confidence Survey conducted by EBRI and Greenwald. Other results:

- Men are more likely than women to report they are contributing to a workplace savings plan, perhaps because nonretired men (57 percent) are more apt than nonretired women (45 percent) to be offered this type of plan by an employer.
- Men and women are statistically equally likely to say they (and/or their spouse) have an individual retirement account (IRA) opened with money saved outside of an employer's retirement plan (not money rolled over from an employer's plan).

Full details of the survey are published in the April 2005 EBRI Issue Brief, "Encouraging Workers to Save: The 2005 Retirement Confidence Survey," and are available at [www.ebri.org/ibpdfs/0405ib.pdf](http://www.ebri.org/ibpdfs/0405ib.pdf). All EBRI research is available at the Institute's Web site, [www.ebri.org](http://www.ebri.org).



### Make Time for a Check-Up Now

Almost everyone agrees that nothing is more important than your health! If you have severe chest pain, you immediately run to a doctor for a check-up . . . just to be sure it isn't something really serious. Nothing is more important than your health . . . not even money or reducing taxes; however, with many retirees, these run a "close second."

Unfortunately, few people schedule a periodic check-up for their financial health and there may be no warning signs about an impending serious problem or financial disaster. Some tangible and intangible benefits of a financial check-up might include:

#### Tangible Benefits

- Organized records help clients, spouses and heirs
- Options for surviving spouse's income security
- Potential immediate/future tax savings and increased income
- An estate distribution plan that meets your objectives

#### Intangible Benefits

- Peace of mind that only comes from knowledge
- Financial and mental freedom to enjoy life
- Preparing spouse for decision making
- Control over how your legacy and tax dollars will be used

Call for a "check-up" appointment today.

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# Investing By Objectives

**A**lthough there are a few individuals who get where they are going without knowing their destination, such lucky people are few and far between. Investing is a journey of sorts, and to ensure a lucrative and enjoyable trip, you've got to know where you are now and where you want to be when you arrive. Lack of a starting and ending point might be considered by many an investor as too adventuresome.

Identifying long- and short-term objectives is the best place to start. Financial objectives can be as simple as a new car or as complicated as starting a new business. They might include a trip to the "old country" next year and/or a dignified retirement 12 years from now. Other objectives might be guaranteeing a college education for your yet-to-be-born or 2-year old (long-term) or your 16-year old (short-term) or a home for your current family or a dream cottage for your retirement years. Another objective might simply be the accumulation of wealth — that's an OK objective as well!

Always remember, however, that the more lofty a financial goal and the shorter the period of time in which to achieve it, the more sacrifice must be made in current consumption: more dollars must be invested. With time on your side, less dollars might achieve the same goal, although there are no guarantees.

### Objective Setting

Setting objectives is both easy and difficult at the same time. Here are some of the rules of the road.

- Identify where you are now: an annual income and net worth statement are two good tools.
- Soul searching comes next. Think about your hopes, dreams and desires and put them in some sort of priority order.
- Specificity is crucial. Don't list vague ideas; be very exact.

- Write them down. Don't leave such important ideas to memory or to chance.

- Identify and select the strategies or system of strategies to reach your objectives.

- Implement the plan; implement the plan; implement the plan! (this is not a typo — just so important, I've repeated it three times).



### An Investment for Every Objective

The financial services industry continues to try its best to create products that meet the diverse needs of the investing public. The adaptation of investments to investor needs is, admittedly, not the result of altruistic desires on the part of investment companies. The industry wants to create new products to sell. But such profit-oriented activities are OK. The end result is the same: investors have a virtual plethora of investment products from which to select.

For instance, there were, at the end of 2004, over 8,000 mutual funds with more than 33 categories of invest-

ment objectives from which to choose (figures from the Investment Company Institute).

Of particular interest from an historical standpoint: those numbers stood at 3,108 and 21 when an article like this was written in 1991 in these pages.

As always, please remember that your portfolio is personal and, given differing circumstances and individual financial objectives, is designed just for you and your family. If anything in this article piques your curiosity, don't hesitate to call. We can create, redesign or modify your portfolio at any time. In fact, a flexible plan is almost a necessity in these ever-changing times.

*Source: Investment Company Institute*

## 33 Categories of Mutual Fund Investment Objectives As Listed by the Investment Company Institute, 2005

Aggressive Growth Funds	Other World Bond Funds
Growth Funds	General, Intermediate and Short-term
Sector Funds	Government Bond Funds
Growth-and-Income Funds	Mortgage-Backed Funds
Income-Equity Funds	Strategic Income Funds
Emerging Market Funds	General and Short-term
Global, International and Regional	State Municipal Bond Funds
Equity Funds	General and Short-term
Asset Allocation Funds	National Municipal Bond Funds
Balanced Funds	Taxable Money Market Funds
Flexible Portfolio Funds	- Government
Income-Mixed Funds	Taxable Money Market Funds
General, Intermediate and Short-term	- Nongovernment
Corporate Bond Funds	National and State
High-Yield Funds	Tax-exempt Money Market Funds
General and Short-term	
Global Bond Funds	

*Source: Investment Company Institute*

# Staying Power for the Ups, Downs and Cycles of Financial Markets

**K**nowing which way the market is going to go on any particular day, week or month is even too much for the professional stock market watchers. So what can we do if we want to be in the market and don't have the time or the tools to watch all the companies, follow all the trends, outguess the timers, etc. etc?

Well, there is no foolproof way to do that, but there is a way that gives you a fighting chance!

It's called **Dollar Cost Averaging**. While it certainly isn't magic and will not guarantee to work in every situation, it's one of the best ways to help flatten the inevitable lows and highs that are experienced in any market.

**Dollar Cost Averaging** is a simple and steady approach to investing that establishes the investing of a fixed amount of money on a regular basis. As a result, you will buy more units of an investment when its price is low and less when its price is high. Additionally, although this is no guarantee either, you are likely to pay less than the average market cost of those units during a period of rising and falling prices.

The table to the right is a graphic representation of how it might work with a \$300 monthly investment over a 6-month period.

For instance, from October 2005 to March 2006, you would purchase \$300 worth of an investment that was initially priced at \$25 per unit. We then hypothesized that the investment would change price on a monthly basis, sometimes going to as low as \$15 and climbing back to a \$25 value by March of 2006.

Over the six month period you have invested a total of \$1,800 and purchased a total of 92.75 units.

In March of 2006, your account is valued at \$2,318.75 (92.75 X \$25), a \$518.75 increase over the amount you invested. Also, while the average price per unit over the six-month period was

\$20.17, your average price was \$19.40.

**Dollar Cost Averaging** is a hypothetical construct and cannot assure a profit and cannot protect against loss in a declining market.

Periodic investment programs like

**Dollar Cost Averaging** involve continuous investing, regardless of fluctuating price levels. As a result, you should consider your financial ability to continue purchasing units through periods of low price levels.

## DOLLAR COST AVERAGING

(How It Might Work -- A Hypothetical Scenario)

Month	Investment	Price Per Unit	Units Purchased
2005			
October	\$300	\$25	12.
November	\$300	\$20	15.
December	\$300	\$16	18.75
2006			
January	\$300	\$15	20.
February	\$300	\$20	15.
March	\$300	\$25	12.
<b>Totals</b>			
<b>6 months</b>	<b>\$1,800</b>		<b>92.75</b>



## *Wabash County Summer Internship Program*

**N**ortheast Indiana offers a wide variety of career options, but these opportunities are often overlooked by new college graduates who think the best jobs are to be found out of state. Utilizing a grant from Lilly Endowment Incorporated, Manchester College's Office of Career Services is bringing together Wabash County local employers and college students for summer internships.

### **The Initiative to Promote Opportunity through Educational Collaboration**

This unique grant initiative allows employers the chance to engage a student intern in a meaningful project that will benefit both. These internships introduce students to employment opportunities in Indiana and enable area businesses to benefit from the skills and ideas of student interns. In the past, student interns have developed marketing plans, evaluated and recorded environmental information, implemented new business software and created new customer identification systems.

A grant advisory committee considers and selects 15 summer internships to fund each year. Selection is based on significance of internship projects, opportunity for students to contribute to the organization, variety of internships in different career fields, and availability of qualified students. Grant-funded internships must be full-time, summer opportunities (10-12 weeks) in Wabash County.

**APPLY NOW**  
**for a grant-funded intern for your organization this summer!**

Letters of intent from interested employers are due by **November 30, 2005.**

## *Internship Placement*

**T**o be considered for an internship placement through the Initiative to Promote Opportunity through Educational Collaboration, organizations must first submit a letter of intent. After a review of the letters of intent, selected organizations will be invited to participate in the program. The letter of intent should be one to two pages in length and must include the following information:

- The goals of the internship
- The scope of the work for which the intern will be responsible
- A description of how the intern can have a positive impact on your organization
- Specific qualifications and skills that the intern would need to be successful
- A brief description of your company
- Name, phone number, and e-mail address of the primary contact person that will supervise the internship
- An indication of whether your organization would like assistance in developing an internship opportunity even if you are not selected for grant funding (internships can be on a volunteer basis)

### **Letters of intent should be mailed to:**

Office of Career Services  
**Manchester College**  
604 E. College Avenue  
North Manchester, IN 46962

For more information about the Wabash County Summer Internship Program, please contact Liz Bushnell, assistant director for internships, at 260-982-5242 or [ejbushnell@manchester.edu](mailto:ejbushnell@manchester.edu).

## An affordable evening of sports action

The Spartan Skybox is available for groups of 15-25 people. Skybox rental is included in the cost of game tickets for your guests (\$7 per person) and the cost of the catered food (\$5-\$13.50 per person). So the total cost ranges from \$12-\$20.50\* per person, depending on which menu package you choose.

To reserve the Spartan Skybox, call Conference Services at 260-982-5551 or toll free 877-MC-GUEST.

\*Discount available for Manchester College employees

### Reservations:

Conference Services, Manchester College  
1-877-MC-GUEST  
260-982-5551  
meet@manchester.edu

## 2005-2006 Manchester College Basketball

### MEN'S HOME GAMES

Nov. 18	Manchester College Tip-Off Tournament	8 p.m.
19	Manchester College Tip-Off Tournament	5 p.m. or 7 p.m.
Jan. 7	Manchester vs. Mount St. Joseph	3 p.m.
18	Manchester vs. Franklin	7 p.m.
25	Manchester vs. Anderson	7 p.m.
Feb. 1	Manchester vs. Defiance	7 p.m.
4	Manchester vs. Hanover	3 p.m.
11	Manchester vs. Transylvania	3 p.m.
18	Manchester vs. Bluffton	3 p.m.

### WOMEN'S HOME GAMES

Nov. 18	Manchester College Tip-Off Tournament	6 p.m.
19	Manchester College Tip-Off Tournament	1 p.m. or 3 p.m.
22	Manchester vs. St. Mary's Notre Dame	7 p.m.
Dec. 16	Manchester vs. St. Mary of the Woods	7 p.m.
Jan. 4	Manchester vs. Bluffton	7 p.m.
11	Manchester vs. Defiance	7 p.m.
21	Manchester vs. Transylvania	3 p.m.
28	Manchester vs. Mount St. Joseph	3 p.m.
Feb. 4	Manchester vs. Hanover	1 p.m.
8	Manchester vs. Franklin	7 p.m.
15	Manchester vs. Anderson	7 p.m.

Game times are subject to change. For the latest times please visit the Manchester College Athletic Web site at: [www.manchester.edu/athletics](http://www.manchester.edu/athletics)



Enjoy sports action with  
VIP treatment  
in the  
Spartan Skybox!



**W**ouldn't watching college basketball be more fun without the crowds and the hard wooden seats? Consider reserving the Spartan Skybox for a home basketball game at Manchester College this season!

Located on the upper level of Manchester's Physical Education and Recreation Center (PERC), the Spartan Skybox is a comfortable room above the arena where you and your guests can enjoy a perfect full-court view of the action. While watching the game you can relax with tasty catered food and drinks.

The Spartan Skybox is a great way to entertain clients, show your appreciation to employees, or just have a special celebration with friends. It's a party where you and your guests get the VIP treatment.

Groups of 15-25 can reserve the Spartan Skybox for men's and women's home basketball games at Manchester College. The Skybox books fast, so call us soon at 260-982-5551 or toll free at 877-MC-GUEST1

### Skybox amenities

Furnishings in the Skybox include three comfortable couches, a large square table with dining chairs, coffee tables, bar stools with a high table, refrigerator, a 27-inch television and telephone. A sophisticated audio system allows Skybox guests to choose whether to listen to the live game or the radio broadcast.

To ensure everything is perfect, you and your guests will have the services of a student host all evening. The host manages the audio system to your preferences, conveys any special needs to the catering staff and helps with special requests.

Restrooms are conveniently located right across from the Spartan Skybox and are handicapped accessible. Prior arrangements may be made for handicapped parking and access to the Spartan Skybox.

### Menu options

Menu #1 – \$5 per person

- Hot and spicy wings
- Tortilla chips and salsa
- Popcorn
- Assorted vegetables and dip
- Assorted bottled and canned cold drinks (two per person)

Menu #2 – \$7.50 per person

- Mini ham-and-swiss sandwiches
- Sliced cheese and crackers
- Assorted vegetables and dip
- Chips and dip
- Assorted brownies and bar cookies
- Assorted bottled and canned cold drinks (two per person)

Menu #3 – \$10 per person

- Swedish meatballs
- Stuffed mushroom caps
- Mini quiches
- Sliced cheese and crackers
- Assorted vegetables and dip
- Chips and dip
- Assorted mini tarts
- Chocolate-dipped strawberries
- Assorted bottled and canned cold drinks (two per person)

Menu #4 – \$13.50 per person

- Carved beef tenderloin
- Carved pork loin
- Assorted condiments
- Assorted rolls
- Broccoli salad
- Fresh fruit tray
- Sliced cheese and crackers
- Chips and dip
- Assorted vegetables and dip
- Assorted mini bar cookies and tarts
- Assorted bottled and canned cold drinks (two per person)

(Add shrimp cocktail to any of the above menus for \$4.50 per person.)