

*"Good seasons start with good beginnings."  
Sparky Anderson*



I initially sat down to write this edition of the newsletter in time for the 'official' start to spring, but with cool temperatures and slush on the sidewalks, I just couldn't bring myself to do it. I thought I was all safe to give it another go this morning after a few days of sunshine and warmer weather, but as I look out the window I see snow falling once again. Sigh. I'm not sure why I'm surprised or sighing though, because it's been the same every year for as long as I can remember. My Nana's birthday was the first week of April, and without fail we have always had a final snowfall around that day. Each year I hope it will be different, and each year I am let down.

So why try to buck this never failing trend, and why not embrace it as "what is"? One of my favourite Jim Rohn recordings reminds me "Life and business are like the changing seasons. Pray tell, how long has winter followed the fall? Every year regularly

for the last six and a half thousand that we know of." Furthermore, he continues, "You cannot change the seasons, but you can change yourself."

As we kick off another annual cycle with Spring 2011, I'd like to share some more of Mr. Rohn's insights in regards to how to best harness these inevitable and predictable seasons in our life in such a way that we can achieve our personal goals – whatever they may be.

- Spring: Learn how to sow your seeds and take advantage of the opportunities of spring quickly. They are limited!
- Summer: Learn how to protect your crops all summer. Prevent intruders from attacking your garden, and protect your values. You have to take care of what you start!
- Fall: Learn to reap your

harvest without apology or complaint. You reap what you sow!

- Winter: Learn to handle the inevitable winters. Night always follows day. Recessions always follow progressions. Get wiser, get stronger, get better!

And then it will be spring once again! Without fail - after a final snowfall in April, of course...

This spring, let's determine together to make this the most successful and lucrative of years. It begins with the seeds we sow today. If there is anything I can do to help prepare your fields of wealth or to plant the figurative "money tree" you have always wanted in your backyard, please don't hesitate to let me know – and we can celebrate together without complaint or apology when it comes time for your harvest.

With A Smile,

Will



## REFERRAL PROGRAM!

*I continue to work towards  
building my practice solely on your referrals!*

Would you rather work with a planner who spends their time...

- a) Looking *FOR* clients?
- or
- b) Looking *AFTER* clients?

**Thanks to Dan Milling, Colin Foley, and Nicole Onyskiw for favourable introductions to family and friends this past quarter!!!**

*Who do you know that you could help 'live comfortably'  
simply by introducing me?*

*Sentiment seems to be turning...*

*How do the 'bears' feel after their  
annual winter hibernation?*



### UPCOMING EVENTS

April 11, 2011  
May 16, 2011  
June 13, 2011

#### **"Coffee and Conversation"**

Coffee Cravings, Napanee  
Just Drop In!  
anytime between  
10 and 11:30 am

June, 2011

#### **Personal Finance Roundtable**

Details To Follow

April 9, 2011

#### **Childbirth Kingston**

**Spring Sale and Family Fair**  
Portsmouth Olympic Harbour  
9 am to 2 pm

**"Behold, my friends, the spring is come;**

**the earth has gladly received the embraces of the sun,  
and we shall soon see the results of their love"**

*Sitting Bull*

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**"Some people plant in the spring  
and leave in the summer.**

**If you're signed up for a season,  
see it through."**

*Jim Rohn*