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*Professional independent financial service providers whom you can trust
Professionele onafhanklike finansiële diensteverskaffers op wie u kan staatmaak*

Financial-, Estate- & Retirement Planning / Short Term Insurance / Budget Planning
Finansiële-, Boedel- & Aftreebeplanning / Korttermynversekering / Begrotingsbeplanning

Dear Clients,

December 2011

2011 has come to an end. Thank you to all our clients for the support and welcome to all our new clients. We appreciate all of you and our mission is still to create and maintain prosperity and the protection against financial risk based on a mutual relationship of trust and integrity.

It's important to us to review our clients' portfolios annually. Please make sure you keep your appointment as these discussions and feedback sessions are very important.

Masthead, our compliance officer and the largest support network for independent financial advisors in SA, does quarterly audits at our office. It ensures our clients are serviced efficiently and according to law. We pride ourselves that our systems are mostly in place. Thank you to Herman, our compliance officer for your contribution to ensure our office is operating as an efficient business.

Reflecting on 2011

The market was erratic (Alsi -3,1%) while interest rates remained the same (Money Market 5,5%). Quite a difficult year for the fund managers. Thank you to our fund managers who maintained excellent performances in such difficult times.

On a personal note – our year was quite eventful. In the month of July Elmarie was in an accident with 5 other cars on the N2. Although the car was written off, luckily she had no serious injuries. During June Toni had to undergo an urgent operation due to a chronic back/ abdomen pain and his appendix with a tumour was removed. Due to the medical condition Toni was able to claim for temporary disability and it confirms the importance of having sufficient risk cover. We are grateful everybody are healthy now.

Kirsten, our daughter, also works part-time at our office and is currently busy to scan all documentation to be able to save it electronically. Toni, Elmarie and Antoni have successfully completed RE5(R) (Regulatory exams).

Prospects for 2012

We are positive and excited for 2012. We are in the process of designing our own website. Thanks to Anthony Joshua for his initiative and effort up till now as well as in the future.

We are planning to upgrade our analysis program even further among others to improve our services to our clients even more.

Inspirational

We are truly proud of two of our clients:

Philip Koen, an electrician from Willowmore, has lost an arm in a car accident 10 years ago. In spite of his situation he is now working fulltime again with his trusted handyman fixing the electronic equipment of all the farmers in the district.

Ingrid September has completed a law degree just before her 60th birthday alongside her daughter, Quinn.

Thank you, you are indeed an inspiration to all of us. Congratulations also to all our other clients completing their studies.

Wealth Creation

Source: Masthead News letter Sept. 2011

Research conducted for Old Mutual's bi-annual savings monitor which tracks the savings trend of South Africans, indicates that South Africans have felt the impact of the recession, but are starting to plan positively for the future.

However, most of us are still saving far too little and are under prepared for what lies ahead. Many of us will need to support ageing parents, as well as provide for our children's tertiary education.

Unfortunately, there are no short cuts to financial freedom. "Get rich quick" schemes simply don't work.

Invest with a company that has a proven track record and that's well-known within the industry – don't be lured by the offers of astronomical returns which are simply not viable in current market conditions.

Understand your time horizon and risk profile – the longer you have to invest, the more risk you can afford to take and the greater the likelihood of making healthy returns, as well as taking advantage of compound interest (i.e. interest on interest).

It's time in the market that counts – not timing the market.

It's better to keep **investing at regular intervals over the long term.**

Most people want to invest when markets are doing well and tend to disinvest when markets fall.

It makes better sense to keep investing through the market lows, when shares are undervalued and are a lot cheaper. If you do this, you gain more wealth during the highs.

Diversify so that if one asset, investment or market does not perform well, you still have the other investments doing their best for you – thus managing your risk. Don't focus on returns from individual investments. See your investment portfolio as a whole.

Balance your portfolio – don't invest only in property or cash. There'll always be times when one asset class outperforms the other. Remember that cash and bonds provide stability, whereas shares and property provide growth. Choose a professional portfolio manager who can investigate opportunities and make sound investments.

Remember each person is unique – what's good for your neighbour isn't necessarily a good investment choice for you.

A sound financial plan helps to achieve success, regardless of what the market is doing.

Retirement planning

It's of the utmost importance to begin saving for retirement as early as possible. According to a Sanlam study (Mail & Guardian, 12 Aug. 2010) 64% of pensioners are forced to cut back on their

