



Cove

Financial Planning Ltd.

Dear Client & Client Spouse,

Since our last Christmas letter the Olympics have come and gone. It got started for us when the torch bearer ran past our office one gray morning and we saw all of the people that came out to see it. Our interests in the games lead to many hours in front of the TV cheering on our athletes along with a trip into the city to check out the excitement. We were pleased that we didn't leave town as we originally contemplated and the concerns regarding traffic gridlock never materialized. I am happy that everything went off well.

Christie and the kids are doing well. Derek is in his last year of high school with graduation coming up so that's one down and two to go (high school at least). The kids continue to play sports and keep good company which, to us, is the most important thing of all.

I have started training again after sitting on my duff for a long time and I am feeling better for it. Our new office is located just the right distance from home to allow for a nice 60 minute trail run or 50 minute trail ride to or from the office. With the longer days of spring riding home after work is a great way to end my work day. I need gimmicks to keep me motivated, my gimmick is my heart monitor. I wear it during every training session and right after my run or ride I download the data to my computer, which creates a diary entry in the software allowing me to look back to see when and how hard I have trained each week. When I use this tool my goal shifts from training to the accumulation of data which of course requires that I train. It's like collecting pennies and watching the jar fill up. This is just one of the tricks I employ to get me out the door. No matter what your fitness level or goals, try using a heart rate monitor when you exercise. You will find it very revealing and it may also inspire you to exercise more often or more regularly. For more information about this topic and the products that are available go to www.polar.fi.

Cove Financial Team – Camille Drexler recently joined our office support team in the position of Administrative Assistant. She works mostly behind the scenes maintaining and updating client data and keeping the office data systems working smoothly. It's not often that you will need to speak to Camille, however if you do she will be available to provide you with any assistance that you need.

Trust & Estate Practitioner (TEP) Designation – I am pleased to announce that in March of 2010 I was awarded the TEP designation from the Society of Trust & Estate Practitioners. The Society of Trust and Estate Practitioners (STEP) is the leading worldwide professional body for practitioners in the fields of trusts, estates and related issues. STEP members help families plan their long-term financial future, facilitating good stewardship and financial planning across future generations. STEP members also help families comply with the often-complex law and tax rules surrounding trusts, estates and inheritance.

Buyers Markets for Insurance – I have attached an article written by John MacKay, actuary with PPI Financial, detailing the opportunities existing in the Canadian life insurance market place. It applies to anyone considering the purchase of Term-100 or Level Cost of Insurance (LCOI) Universal Life insurance for business or estate planning purposes and for those who already have life insurance and may be thinking about cancelling their coverage. The article was written in December of 2009 and predicted the increases in LCOI and Term-100 insurance rates that are now being implemented by RBC Insurance.

I believe this is the first of a number of increases to come with rates potentially climbing by as much as 65% before the dust settles. All applications received after May 14th 2010 will be subject to new insurance rates, which will see current Joint Last To Die rates increase 10% and Single Life insurance rates increase

5%. If you are thinking about buying insurance now is the time to act. Call our office at (604) 924-9152 for more information.

Help us find a cure for MPS – It is my belief that one of the most rewarding things we can do is to reach out and help others. I have discovered the truth in this through my involvement with several non-profit organizations over the years. Three years ago I was introduced to a brave group of people battling a rare disease known as Mucopolysaccharidosis (MPS). I was moved by their courage and their hope. I was struck by the depth of the sadness I feel when I contemplate the impact of this disease and the contrasting joy that springs from the hope of finding a treatment or cure. It is in the experience of these emotions that I feel a profound connection with those affected by MPS as well as my family and friends.

MPS is a subgroup of genetic diseases categorized as Lysosomal Storage Disorder diseases or LSD. Lysosomal Storage Disorders are caused by lysosomal dysfunction usually as a consequence of the deficiency of a single enzyme required for the metabolism of lipids, glycoproteins (sugar containing proteins) or so-called MucoPolySaccharides from which comes the acronym MPS.

The definition of what constitutes a rare disease varies between countries. In the USA a disease is considered rare if incidence is less than 1:1,500. In Japan it is 1:2,500. Europe is 1:2,000. LSD incidence as a group is between 1:5,000 to 1:10,000 but the incidence rate of an individual LSD ranges from 1:70,000 to 1:500,000. Suffice it to say a LSD is extremely rare.

In comparison all cancers have an annual incidence rate of 1:220 or up 44 times the incidence rate of all LSDs combined and up to 2,000 times the incidence rate of the rarer LSD.

There are approximately 340,000 births in Canada each year and based on the above incidence rates there are approximately 3.4 births per year on average for an individual LSD between 34 and 68 births per year within the entire LSD group of diseases.

Due to the small number of cases worldwide funding research for treatments and cures is not a priority among governments. Most governments are focused on finding cures for the diseases affecting the largest number of people hence the \$411,000,000 of cancer research spending annually in Canada and the \$4.8 billion spent in the U.S. This is in contrast to privately funded research for MPS of about \$475,000 annually funded entirely by donations and private fund raising efforts. The positive side of the picture is that even with this modest amount of funding progress is being made. One of the leading researchers in the world is our own Dr. Lorne Clark who does his research out of Children's Hospital. He is at the forefront of biomarker research.

I would like to share a story about the power of supporting MPS research financially. Mark and Jeanne Dant have demonstrated that a relatively small amount of money can do incredible things.

Ryan Dant was born on 1988 to Mark and Jeanne Dant. Mark was on the police force and Jeanne worked in the airline industry. Ryan was one of only 40 babies in the U.S. born each year with a fatal, genetic condition called Mucopolysaccharidosis, or MPS 1. In 1991, when Ryan turned 3, a physician noticed that his liver was abnormally large. The doctor told the Dants that Ryan was sick and would probably die before the age of 10.

There wasn't much research on the disease because so few people got it, so the Dants decided to look for a cure themselves. They started the Ryan Foundation to help fund a cure. It became a community project with all their neighbors joining the fight. Their first fundraiser was a bake sale, which netted \$342. Over three years, the Ryan Foundation graduated from bake sales to \$100,000 golf tournaments with Ryan as their poster child.

In 1995 Mark met a young scientist at UCLA named Emil Kakkis who was one of the few researchers in the world studying MPS 1. Kakkis was about to stop research because of a lack of money, even though

he had a sense that this complicated disease had a fairly simple solution: Create a synthetic version of the enzyme that's missing in kids who have MPS 1.

The science was solid, but to take his synthetic enzyme from the lab to the bedside, Kakkis needed money. Over the next few years, the Ryan Foundation raised a million dollars and gave it all to Kakkis.

Within three years, Kakkis had attracted additional funding from a small biotech firm and got FDA approval for a clinical trial of his synthetic enzyme treatment. Ten kids were chosen for the trial at Harbor/UCLA Hospital in California. Ryan was one of them. Two months before Ryan's 10th birthday, Kakkis and the Dants administered the first dose of Ryan's enzyme treatment. Week by week, Ryan's life improved. All 10 kids showed improvement. Now at age 19 Ryan is living his life doing many of the things that you and I would call normal.

The Canadian Society for MPS and Related Diseases has its headquarters in Vancouver. The board is made up of 11 individuals of whom all but two have a child or children affected by MPS. Todd Harkins is one of those dads. His son Nicholas has MPS 1. Todd used to play hockey in the NHL and currently runs the hockey program at the North Shore Winter Club. Through Todd's connections in the hockey community and his intense desire to raise funds for MPS research he started the MPS Fantasy Cup and Gala dinner. The MPS Fantasy Cup is a recreational hockey game involving current NHLers, Alumni, up and coming prospects and normal people like me. Half of both teams are made up of normal folks, including some celebrities, who make a financial contribution to play in the game. The Gala dinner, at the Sutton Place Hotel, is both fun and intimate. This one event is a cornerstone to the fundraising that takes place in Vancouver.

As a board member and friend I invite you to join us in our efforts to raise money for MPS research by participating in any way that you can. There are a number of ways you can help. You can donate online at www.mpsociety.ca, play in the MPS Fantasy Cup, come to the Gala dinner on May 15th or donate an auction item. Our special guests will be Mark, Jeanne and Ryan Dant. You can buy your tickets for the Gala and the game at www.mpscup.ca. I would love to see you there.

There are other ways you can help fund a cure. We are able to facilitate gifts that are of a non cash nature as well. If you feel inclined you can plan a gift through your will, donate a life insurance policy (see attached article), or gift publically traded shares or air miles. Call our office to find out more.

Closing – Spring is here. We made it through another winter and came out the other side unscathed. On behalf of all of us here at Cove we wish you and your family a happy spring season.

Sincerely,

Cove Financial Planning Ltd.



Bernie Geiss, CLU, CFP, TEP, RHU