

Reality Cheque

October 2007

Create abundance from what you have regardless of how much money you start with.

Quick Facts

- The current overnight rate remains at 4.5% The last two interest rate announcements in 2007 are October 16 and December 4.
- Variable rate mortgages are based on the overnight rate. Fixed rate mortgages are based on bond rates.
- The Canadian dollar was worth \$1.06 USD in August 1957, the highest it has ever been.
- The Canadian dollar has had a colourful past. See "A History of the Canadian Dollar" at www.bankofcanada.ca/en/dollar_book/index.html

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Hot Off The Press!

Welcome to the first edition of **Reality Cheque!** We hope you enjoy reading this newsletter as much as we enjoyed putting it together.

"Who is 'we'?" you may ask? We are Lorraine Watson & Bonnie Duckett of GloMar VPC Inc. and Debbie & Gary Niessen of MaliRoo Properties Inc.

We are friends and real estate investors who have chosen to work together cooperatively in order to leverage our strengths, efforts and resources.

Our intention is to help each other live our personal dreams sooner than we each could on our own.

We all have a strong desire to help others realize their dreams too.

Reality Cheque is one way to do just that.

Through this newsletter we would like to:

- pique your interest in living your dream as well as investing.
- offer interesting, valuable, informative and educational material.
- include at least one thing you didn't know before (even for those already in the know!)



- provide tools/questions to make educated investment decisions.

We sincerely hope you will find the time to read through our first issue and find yourself eagerly awaiting the next edition.

And please let us know how we may assist you on your path to achieving success and fulfilling your dreams!

The Next Generation

Keys To Success From An Olympic Medalist by Jenaya Niessen (age 11)

I recently attended a skating clinic with Olympic medalist Elizabeth Manley and I learned some valuable lessons that can be useful in skating and in everyday life. Some of the major keys to success I

learned from her are:

- Set daily, weekly and monthly goals. Take five minutes a day to work on writing and reviewing these goals.
- Visualize myself doing what I want to achieve.
- Trust I know how to do it

in tough situations.

- Think about what I want to achieve and believe it.
- Have motivation, confidence and a strong desire to achieve my goals.

She is an inspiring person and I learned lots of good information from her that has helped me a lot.

Investing In Experience

from the desk of Lorraine & Bonnie

Where to begin! There are so many lessons we have learned along the way we want to share with you and I know there will be many more to come. So maybe I will take that as a hint as the place to start.

The long and short version of the story both end up at the same spot.

Nothing is ever perfect and there will never be a perfect time. Get over it and get going.

No matter how much effort we put into crossing all the t's and dotting all the i's, there



will always be something we didn't, or couldn't anticipate. The one thing we know for sure is if we don't put any effort into actually taking action we won't get any closer to fulfilling our dreams.

Doing something new, or bigger than before, always expands one's comfort zone even though it's not very comfortable. And quite a whole bunch of fears come forward.

But with

every expansion comes more and more room for bigger and better things than was ever possible before. And best of all comes the knowing we'll be able to handle the unpredictable that will always come our way.

It's tough to admit we've "lost" money along the way but I know we make increasingly better decisions all the time.

This so-called "lost" money has simply become the tuition fee for the real-time school of investing. Some courses may be more expensive than others but the lessons are truly priceless.

Over to You

What comes quickly to mind is the classic riddle "if a tree falls in the forest ..." that morphs into "if a newsletter is sent out and nobody reads it, did it do any good?"

For this first issue we have tried to create the type of newsletter we would be excited to receive on a regular basis.

But in reality, your input is essen-

tial to making this a useful, quality newsletter over the long term.

Not only are we eagerly waiting to hear your suggestions on how to improve the newsletter, we would also love to know what topics you want covered and questions you want answered.

If you have a question (or several!) or specific topics of interest, most likely others do too. We will do our best to include as much as we can.

We hope you have enjoyed this first issue and have already added your name to our mailing list.

"Small opportunities are often the beginning of great enterprises."

By The Book

Sales Dogs by Blair Singer - 2001, ISBN: 0-446-67833-3

A title including the word "sales" might scare even the bravest among us but don't let that turn you off.

This book is really about seeing your natural personality from a new perspective and commu-



nicating with others in their "language".

Everyone is selling every day. Any time you want something somebody else has you become a salesperson. Children and animals are the most natural sales people of all.

Think about it!

Discover if you are a Pit Bull, Golden Retriever, Poodle, Chihuahua or Bas-set Hound at heart, and have fun identifying your friends and family too.

An online test is available as well at <http://www.salesdogs.com>.

Diving into Due Diligence

Long term wealth is built upon the foundation of fundamentals. While there are riches to be found in the higher risks of speculation, losses may sweep in just as quickly. And emotional decisions simply lead to the overlooking of sometimes critical facts

For most people, researching fundamentals is about as exciting as the fifth straight day of turkey leftovers.

Fundamentals remain steady over the long term and cut through the



ups and downs of speculation and emotion. They enable you to step outside of the headlines and opinions to see what is really going on.

But due diligence doesn't have to be painful. Working with a core set of resources and questions to research every investment significantly speeds the process and improves your results.

While different types of investments may require different questions to answer, there is a lot of overlap in the due diligence

you do for each area.

We will frame our look into due diligence primarily around real estate but we will also include other factors we have learned along the way and cross over to all investments.

The due diligence for every opportunity will cover passive factors and active factors. Passive factors are those you have little or no control such as interest rates. Active factors are those where you do have direct influence or control such as value adding.

Next month we'll begin our look at passive factors.

What's That?

Credit Score

When you apply for a loan or credit one of the factors the lender will look at is your FICO® score.

A FICO® score is a snapshot of your credit risk at one point in time. The score is a numerical value, typically on a scale of 300-800, calculated based on your current credit report or history.

You can raise or lower your score. Factors affecting your score include: payment history and late payments, amounts owing, length of credit history, types of credit and the amount of new credit or inquiries.

- Credit scores can affect the approval of your application or

the interest rate you are offered.

- FICO® was developed by Fair Isaac & Co in the 1950's and is now an industry standard.
- Your BEACON® score is the FICO® score used by Equifax.

"The path to wealth begins with words. Words may be free but they are the most powerful tools at our disposal.."

Time For Fun

Did you know:

On average, 990 litres of water are required to produce 1 litre of milk. (UN FAO report "Livestock's Long Shadow" p167)

Approximately 250 litres of water are used to make 1 litre of Coke. (Google: 250 litres coke water)



Brain Teasers

a) What comes once in a minute, twice in a moment but never in a thousand years?

b) The more you take the more you leave behind. What are they?

c) The rungs on a 10 foot ladder attached to the side of a ship are spaced 1 foot apart. During a bad rainstorm the water rises at a rate of 1 foot per hour.

How long will it take for the water to cover the ladder?

- see answers next month -

MALIROO PROPERTIES INC.



*Dreams Become
Reality...
One Property At A Time*

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GLOMAR VPC INC.



*Transforming dreams ...
into extraordinary lives.*

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This newsletter is researched and presented in good faith without any warranty or liability for any erroneous, incomplete or misleading information. Seek independent professional advice for your investment decisions.

Cashflow Game Nights

Come out and have a fun night playing your way onto the Fast Track ... where your money works hard for you instead of you working hard for your money.

Okotoks

Crystal Shores Beach House - 403 Milligan Drive

- October 24, 2007 6:30pm - 9:30pm
- November 28, 2007 6:30pm - 9:30pm
- January 2008 - TBA 6:30pm - 9:30pm

RSVP to vpcinfo@glomar-vpc.com or register at the Beach House: 995-1358

Calgary

Willow Ridge Community Centre - 680 Acadia Dr SE

- November 16, 2007 7:00pm - 10:00pm
- December 7, 2007 7:00pm - 10:00pm
- January 11, 2008 7:00pm - 10:00pm

RSVP if possible to vpcinfo@glomar-vpc.com

Please remember to bring a calculator, pencil, eraser and paper.

You can sign up for our courtesy Game Night reminder service at:

<http://www.maliroo.com>

or http://www.glomar-vpc.com/event_schedule.html

Catching Up

MALIROO PROPERTIES INC.



Deb, Gary, Jenaya, Ryan

Fall is officially here with the magnificent colors of red, orange and yellow. To no surprise, summer flew by quickly and September was a whirlwind of activity.

We enjoyed our first ever houseboat trip with Gary's family on Shuswap Lake this summer and a week at

Kootenay Lake in Nelson, BC. You can never have too much sand, sun and time at the lake!

Our son Ryan is now back at U of L in his second year of Business Management. Our daughter Jenaya is in grade 6 this year and active with skating. Gary has the 65 Chevelle Malibu convertible back on the road after re-upholstering the interior and doing some mechanical work. My position on the board of directors for the Okotoks Skating Club has kept me busy this fall along with planning for our real estate investment business.

We look forward to seeing you at one of our up and coming Cashflow game nights!

GLOMAR VPC INC.



Lorraine & Bonnie

I hope I'm like everyone else and find this part of newsletter writing - about ourselves - the most difficult. We don't lead very exotic lives so there doesn't seem to be a lot to draw up from the excitement department.

I've had a busy summer doing the groundwork and research for our real estate investing and Bonnie has been busy throughout the summer on big projects for two clients. In between we managed to squeeze in time to make progress on updating the house and confirmed the time has come for a new hobby.

We have enjoyed our two years in High River - the slower pace, working from home, being out of the city and not to forget the great people we've met. These are the beginnings of our most extraordinary life, with much more to come. And we look forward to helping many others turn their dreams into extraordinary lives too.