

January 2003

Dear Clients,

I felt it appropriate to begin my annual address with the following prayer:

*God, grant me
The serenity to accept the things I cannot change,
Courage to change the things I can, and
Wisdom to know the difference.*

Reinhold Niebuhr

Although the sentiments expressed in this verse were written to be a philosophy of life, I believe they can also form a good foundation on which to base your planning reflections for the upcoming year. Life is full of things you cannot change like the weather, so we must learn to adapt. How often have we set off on a vacation, only to be disappointed by the weather? When dealing with the unpredictable, hold few expectations and be prepared for the worst. One thing we do know is eventually the sun will shine again. Markets are like this, they will shine again.

As your advisors we focus on those things that can be controlled, like the determination of your risk tolerance with an accompanying appropriate asset allocation. We focus on educating you, our clients, on the history of capital markets, and clarifying what realistic returns are for various asset classes. Our tendency has always been to err on the conservative side of the equation. We put every effort into implementing comprehensive financial plans by following the ten steps of The Dream Achiever Process™. The crux of the matter is that you must base your expectations around the things you can control. The key is to set goals that are reasonable and attainable.

The past few years have been an affirmation of our approach. Virtually all of our clients' short term requirements are being met, while they remain on track to achieving their long-term goals, this after experiencing the worst bear market in the past hundred years. The cumulative effect of these markets has tested our resolve. Your accompanying statements invariably show the first positive quarter in a long time. Does this mean we have turned the corner and are on our way to recovery? I'm not sure, but one thing I am sure of is that investing in today's markets is a lot safer than it was two years ago. May God grant you the wisdom to set realistic expectations for 2003 and beyond.

Wishing you a healthy and prosperous new year,



David D Humes and staff