

# February 2009 Ontario REIN™ Workshop Supplemental



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## The Crash of 1987

- Dow Hit New High August 25, 1987 - 2722.44
- On October 19, 1987, the stock market crashed.
- The Dow dropped 508 points or 22.6% in a single trading day.
- This was a drop of 36.7% from its high on August 25, 1987.



## The Crash of 2000

- From 1992-2000, the markets and the economy experienced a period of record expansion.
- From September 2000 to January 2, 2001, the NASDAQ dropped 45.9%.
- In October 2002, the NASDAQ dropped to as low as 1,108.49 - a 78.4% decline from its all-time high of 5,132.52.



## The Big "W"



## So What Do Investors Do Knowing The 'W' Reality

It's Simple.

Focus On  
Goal, Plan & Yield



## Your Goal

- What EXACTLY Do You Want Your MONEY To Do For You?
- What EXACTLY Is Your Personal Belize?
- How Are You Going To Hold Yourself Accountable To Your Goal?



## Your Plan

- What Steps Does Your Plan Have?
- What Proven System Are You Going To Follow?
- What Risk Mitigation Strategies Have You Included?
- How Will You Deal With Distractions?



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## Your Yield

- The income return on an investment.
- Annual income / Purchase price
- $\$10,800 / \$110,000 = 9.8\%$

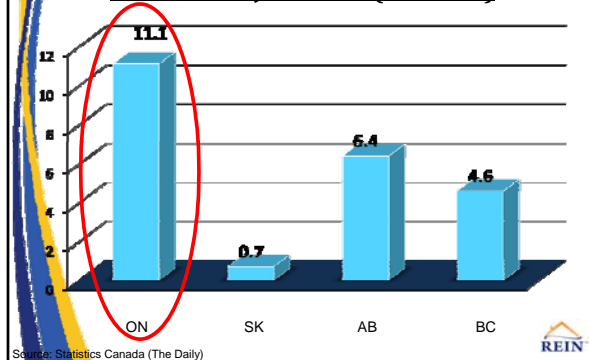


## Your Yield

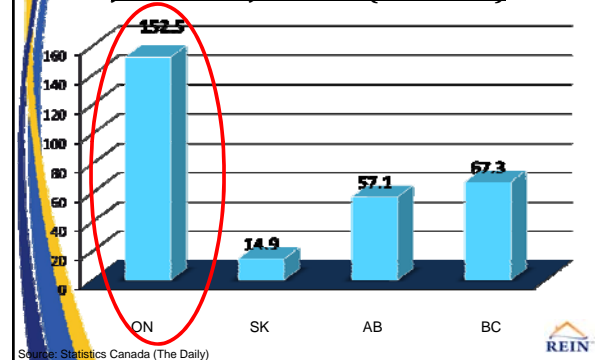
- What Realistic R.O.I. Do You Want Your Money To Create?
- Over What Timeline?
- What Investment Vehicle Can Provide You This Yield?



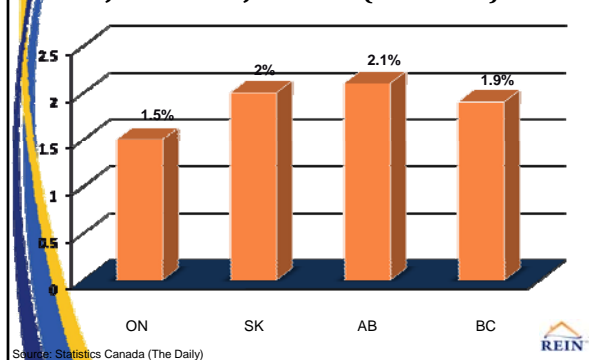
Population Change in Thousands  
Dec. 2008 - Jan. 2009 (1 month)



Population Change in Thousands  
Jan. 2008 - Jan. 2009 (12 month)



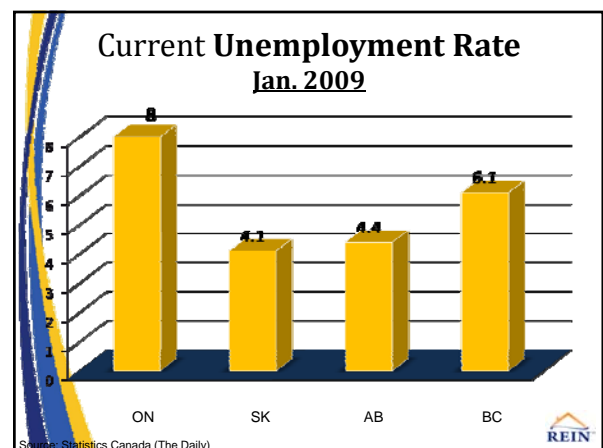
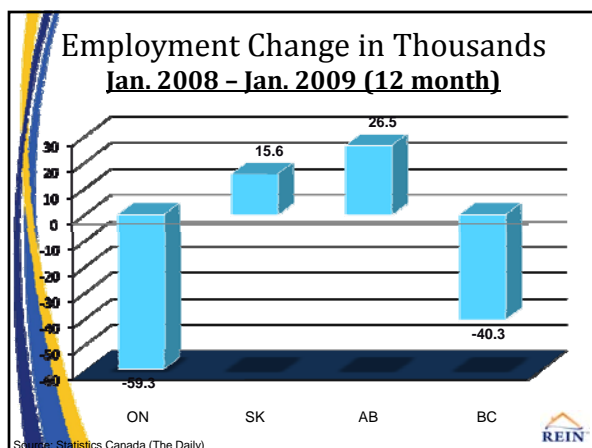
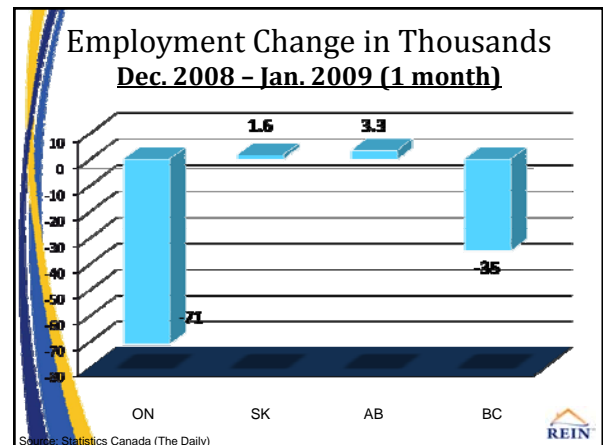
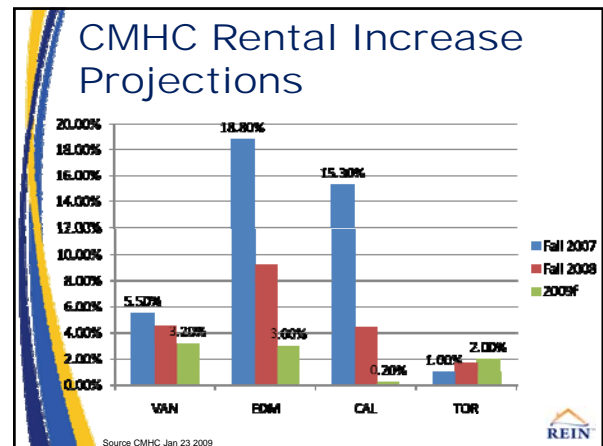
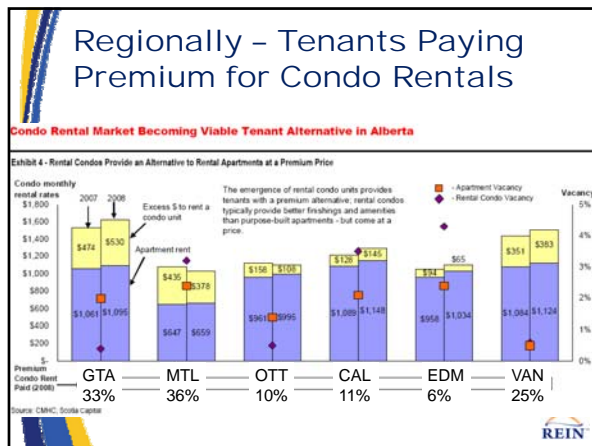
Population Growth %  
Jan. 2008 - Jan. 2009 (12 month)



Nationally - Stable Vacancy & Healthy Rent Growth



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