

2006 has been a good year. This is the year we members of the Financial Advisors Association of Canada celebrated our 100<sup>th</sup> anniversary.

Advocis traces its origins to the Life Underwriters Association of Canada (LUAC), which was founded in 1906. During the nearly quarter century that I have been on the executives of LUAC, CAFP, CAIFA and Advocis, I have watched and helped the association evolve into a professional organization.

You can visit our local website at [advocisnorthcentralsask.com](http://advocisnorthcentralsask.com) to see a list of all the educational and charitable events we have hosted in 2006.

In 2006 we held four seminars to provide meaningful continuing education credits for our members. In March, Dean Owen gave us a compliance seminar called "Ignorance is Not an Excuse." In May, Ian Colborne moderated the annual "CLU/CFP Update" (our first members-only event). In September we brought in Leonard Morgan from Newfoundland. In October, we held our fall Education Day, which included a Loss Control and Prevention seminar.

Our local chapter supports three charities. In November Advocis teamed up with Radio Station CJWW to host a "wieners and beans" fundraiser luncheon for Denny Carr's Secret Santa, raising \$3,500 to help buy Christmas gifts for needy families. We donated the \$2,500 proceeds from our annual June golf tournament to Cystic Fibrosis Foundation. We donated \$3,000 to CNIB from our Fall Education Day. Our chapter also holds semi-annual blood donor clinics in June and December.

Saskatoon City Council declared the first week of October "Financial Planning Week." We listed all our members' names in a StarPhoenix newspaper supplement.

What else has happened in 2006?

The North Central Saskatchewan Chapter has joined the Advocis Century Initiative at a cost of \$1,000 per year for 5 years as our way to help build a stable capital base for the future of Advocis.

When you go to the Advocis National website you will find the entire Best Practices Manual online. This manual helps to demonstrate to regulators that we have the ability to comply with regulatory principles.

Tax changes are giving our profession a profitable boost. We saw a tax cut on dividends. The capital gains on shares donated to charity are now tax-free. The pension credit was doubled. Next year, we will see a new pension allocation option that will give retirees a useful new income splitting option. To take advantage of these new tax breaks, more people will need to consult with a personal financial advisor.

On the regulatory front, Saskatchewan Financial Services commission and BC have been recognized as leaders in embedding the CLU and CFP designations in regulations as

requirements for anyone to hold out as a financial advisor. Kris Birchard of Ottawa has been working with the two Saskatchewan chapters to establish a political action committee. We want to follow the examples of Ontario and BC in setting up meetings with MLAs to explain the Advocis model for a desired regulatory platform.

I want to recognize four members of our 2006 executive who are stepping down from the board. We thank Tanis Robertson, Steve Kook, Kelly Kuspira and Serese Selanders for their leadership in helping to make North Central Saskatchewan one of the strongest chapters in the country.

As you can see, good things have been happening in Advocis in 2006. I look forward to 2007. Best wishes to all for the New Year.

Terry McBride CLU CFP  
President  
North Central Saskatchewan Chapter  
Advocis