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and for us to work
toward empower-
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their dreams.*



A VanLandingham Company

6650 East Brainerd Road
Suite 200
Chattanooga, TN 37421

Phone 423-510-0409
Fax 423-510-0868

E-mail
plan2retire@guardianwealth.com

Website
www.guardianwealth.com



Fee Only

HERE'S A THOUGHT...

You already know what it takes to succeed. But it's easier said than done, right? When you read something like this, or how-to information, to help you actually do what creates success in your professional or personal life, what kind of reaction do you have? Does it feel like a burden, just more “stuff” someone else wants you to do – and that you don't want to do? Or are you able to see it impersonally, as what the goal requires of you?

Recently, six-time Ironman triathlon world champion Mark Allen was

speaking to a group of eager professionals hoping to learn the secrets of his unprecedented success, and he illustrated this distinction perfectly. When he trains, he trains to win. The intense workouts are simply what's between him and his goal. If something comes up that makes the race more difficult, such as the wind or heat on the island of Kona, again, that's

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What happens when you start seeing the “must-dos” in your life merely as steps toward a goal? Do they become easier? Not

necessarily, but they become more meaningful, more satisfying even when they are profoundly challenging. Are you willing to do what your goal requires?

“DEVELOP AN
'ATTITUDE OF GRATITUDE.'
SAY 'THANK YOU' TO EVERYONE
YOU MEET FOR EVERYTHING
THEY DO FOR YOU.”

—Brian Tracy

The Gift of Imagination

BY CYNTHIA BRIAN

If you want to know why imagination is important, just ask a child to tell you a story. Children's minds are filled with chocolate moons, whipped cream clouds, cows that fly, dogs that talk, and many invisible friends.

As soon as we could reach the pedals, my brothers, sisters and I learned to drive in a 1930's Ford jalopy. It had three gears and a

m a x i m u m speed of about thirty-five miles per hour. My dad had cut the top off it so we could imagine that it was a convertible. We loved to drive it up and down

the ranch roads and through the vineyards, pretending that we were traveling in faraway lands.

One afternoon, my sisters and the children of the field laborers decided to go on an adventure. While driving through the fields, they spotted a deer and wanted to play with it. The deer started running. The jalopy, with about six little kids in it, went in rapid pursuit. When the deer jumped over a small ravine, the kids thought the car could jump too. After all, didn't Fred McMurray's car fly in the movie *Flubber*?

The jalopy flew all right. Over the ravine and right into several grapevines, throwing the kids, seats and all, out of the car. (There were no seat belts in those days.) The muffler was broken off and the windshield cracked, but amazingly no one was hurt. The jalopy came to a halt, the deer pranced away, and the kids wiped the dirt off their faces and assessed the damage.

"What are we going to tell daddy?" they thought. They had to come up with a believable story so they wouldn't get in trouble for damaging his grapevines and the

jalopy. As the kids were walking home, they hit on a foolproof idea. They marched together into the tractor barn and began telling dad their story:

"We were out on a drive inspecting the vineyards, when, out of nowhere, a big train came and plowed into the jalopy. The train then knocked down the grapevines, and we were lucky to escape with our lives."

My dad listened intently, asking for more details. The kids went on and on, and the story grew to such proportions that my

dad could hardly contain himself. Finally they finished, certain they had convinced him.

Dad told them how much he appreciated their honesty and how happy he was that they survived the ordeal. However, train or no train, they were grounded and would not be allowed to drive again until they understood the responsibility of being behind the wheel of a car. In addition, they would have to pay off the damages by working in the fields.

The wonderful part of the story is that it was several years before the kids realized that my dad had not bought their story, even though there wasn't a train track for fifty miles! My dad had so enjoyed their enormous communal imagination and was so relieved to know that everyone was all right that he had the good heart to play along.

Children constantly remind us what it is like to be free, innocent, and playful. I know that's why I enjoy working with them—to make sure they don't lose that sense of wonder and magic when they enter the

grown-up world of acting. My daughter, Heather, has always had an active, frolicking imagination. As a small child, she would draw funny pictures and ask me to write down the story that went with the picture. I saved most of them, and today we reread them and laugh until we cry. The stories make no real "sense," but they are original, usually about animals teaching humans an important lesson in living. Her reality of working with animals was created first in her imagination.

Exercise: Just imagine

Children are great at imagining they are someone or something else. Become a child for ten minutes. Find a room that has a full length mirror. Lock the door, look in the mirror, and become the person you most want to be. Is it a rock star? A proball player, Miss America, an astronaut, or President? Do you want to win an Academy Award, a Nobel Prize, or the love of your life? Sing, dance, applaud, scream, yodel, or travel to distant shores?

Imagination is the beginning of reality. Savor the moment.

Imagine your reality.

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MENTAL HEALTH

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CAREER HEALTH

Be The Kind of Person...

BY LINDA LARSEN

I was new and inexperienced. I wanted to be a “working” actor and accordingly, was in graduate school studying professional actor training. One day a visiting “pro” said he was going to give us the number one most important piece of advice that we would probably ever hear. He said that we could make some really great things happen in our career if we would remember to “be the kind of person that other people *love* to work with.” He said if we mastered that one thing, it would ensure that we’d get a lot of work. We needed talent and good training, of course, but we didn’t need to be the most talented or the best trained. We just needed to be the kind of person that other people loved to work with. He said that if we became known as someone who was difficult – we could kiss our careers goodbye.

For whatever reason, that piece of advice has remained with me in a major way. It has guided me time and time again in my life. Believe me, there have been countless times when I wanted to scream at some idiot who didn’t know what he was doing, or tell a co-worker what she *should* be doing, or get demanding, or distant, or angry, or snippy. And it was in those times that I trained myself to do the following: 1) stop, 2) take a breath, and 3) think to myself, “how would someone, with whom I LOVE working, handle this situation?” Then, when I see the answer – I know exactly what to do – and how to do it.

OK, before you say something like, “But that’s just not me. I wouldn’t respond like that,” let me propose the following. You are “not like that” because you have decided that you are not like that. You have declared it to be so and, by gosh, “that’s just the way it is.” The

truth is that you do have the choice to behave exactly as you choose to behave. You do. And when you repeatedly assert *that fact* to yourself *it* will become true for you.

Here’s your job:

- Think of someone with whom *you* love to work.
- Write down all the qualities he or she embodies that elicit positive responses from you (good listener, positive, helpful, energetic, smiles when you approach).
- Visualize how *you* would look and sound embodying those qualities.
- Post the list of those qualities in several places where you can see it during the day. And here’s the biggy...
- For one solid workday, simply embody those qualities. That’s all. For eight or nine hours, just be the kind of person that people love to work with.

I believe that what you will see is a positive difference in how other people treat you. I contend that you’ll like the results you get so much that you will try it again and again. Remember – we teach other people how to treat us. And the key to learning anything, of course, is repetition and consistency. The more you do it, the better you will become at it and pretty soon, you will create a new habitual way of being.

I am not talking about being overly sweet or not standing up

for yourself when you need something. I’m not referring to compromising your core values or presenting a phony facade.

I’m simply talking about embodying those universal qualities that you admire and respect in others.

And while we’re at it – why not take this one step higher? You could exponentially increase the effectiveness of this idea if you carried it over into your personal life. Why

not become the kind of person that people simply love to be with? Don’t stop with eight working hours; take it to a full 24 hour period! Do this at home also with your wife, your husband, and children. You’ll be amazed at what can happen.

By the way, even if absolutely no one noticed what you were doing, or responded to you any differently – how do you think you would feel at the end of the day having actually *lived* those great qualities?

You really can make great things happen. The choice is yours.

© 2004 Linda Larsen. All rights reserved. Linda Larsen is a professional speaker, keynote presenter and trainer working throughout the U.S., Canada and Australia. She is the author of the critically acclaimed “True Power - Get it, Use it, Share it” and the best selling audio program, “12 Secrets to High Self Esteem.” She can be reached via her website, www.lindalarsen.com or email lindalarsen@lindalarsen.com or telephone (800) 355-4420.

We could make some really great things happen in our career if we would remember to “be the kind of person that other people love to work with.”

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RELATIONSHIP HEALTH

Anger: Detect, Direct and Dedicate

BY MARLENE CHISM

Have you ever blown up about something small and wondered if you are losing it? Perhaps someone made a stupid mistake in traffic, or someone got that parking space you wanted, or the sales person ignored you. Out of the blue, you blow up and wondered where it came from. What probably happened is that you were unaware of your angry emotion at the time it originally happened and there was a build up that finally needed to escape. Research by psychologist Andrew Ortney reveals that emotions can last from 5 seconds to 1 hour but the average duration of an emotion was 40 hours! To live effectively we need to be able to do three things: Detect the anger, direct it to where it needs to go and dedicate it to getting results.

Detecting Anger

Anger can be difficult to detect for various reasons but two seem to be prominent. First, we are uncomfortable with what it represents, the possibility of conflict. Secondly, anger isn't a black and white issue; it is on a continuum. Think of a number line starting at zero, which is neutral, and goes to 100, with 100 being insane with rage. At five, you might say you are a little agitated or annoyed. Perhaps at 20, you are feeling impatient and at 50 you are feeling taken advantage of and so on. How we react to and handle anger is one thing –

detecting it is another. How do we detect anger? One way is to look for the hidden signs. It is equally important to be able to find potential hidden signs of anger in others as well as in ourselves.

Hidden Signs

Sarcasm can be a hidden sign of resentment, which is anger and can be disguised as eye-rolling and subtle put-downs. Another sign is always trying to find someone to 'take sides' or to grant social proof. Other signs of anger include justifications such as, "she deserves it, after all she did it to me." Another justification

might be in behaviors such as purposely forgetting to do something in order to get revenge. Often times these are just habits but keep in mind, these habits don't usually contribute to healthy relationships. The point is, sometimes anger manifests itself in ways other than direct outbursts. Other than these tell tale signs, how do we detect our anger?

By becoming aware of our thoughts and feelings by living each moment in the present. Then, we can express anger at the time it happens instead of taking it out on someone else or becoming upset over something small. Being able to direct your anger is a part of being a competent communicator. After all, there is a purpose behind your anger. Perhaps your anger is telling you that you need to set

some boundaries or you need to speak up. Carol Tavris author of "Anger — The Misunderstood Emotion," says "The purpose of anger is to make a grievance known, and if the grievance is not confronted it will not matter if the anger is kept in, let out or wrapped in red ribbons and dropped in the Erie Canal." Understanding that anger serves a purpose will help you to direct it rather than deny it.

Direct Your Anger

Being able to direct your anger in a purposeful way with the relationship still in tact is one of the most important skills you will ever learn. It takes a dedication to self-awareness, improvement, as well as a commitment to take responsibility for your life rather than search for blame. The next time you become aware of your anger and feel overwhelmed or tongue-tied, try this communication tip: "Excuse me. I'm at a loss for words right now. I need some time to evaluate my thoughts. Let's get back on this issue at 2pm today." Then after careful consideration and your composure in tact, you can articulate at your 2pm meeting, "I was angry when you made the comment about..." Then, ask for what you want. "In the future, if you have a complaint about my work, please approach me in this manner..."

The emotion of anger has a purpose and it is important to learn how to detect it, direct it and dedicate it to getting results.

© 2004 Marlene Chism. All rights reserved. Marlene Chism speaks professionally across the U.S. and works with people who want to create Authentic Power and build rewarding relationships. She can be reached at (417) 831-1799 or through the web at www.icareconsult.com.

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Seven Helping Pillars

BY WILLIAM COTTRINGER, Ph.D.

We are all born with an innate desire to be successful and help others. There is wisdom in the saying, “you can best help yourself by helping others first.” But this process is tricky – because you actually have to figure out how to do both things at the same time.

The biggest challenge of helping yourself involves seeing the gap between where you are and where you want to be, and then actually doing something productive to close this gap. Ironically, learning how to do this is the first step in learning how to help others.

Here are seven helping pillars. When used wisely, they can help close the gap between where you are and where you want to be, so you can help others do that too. Oddly somewhere in between, you lose track of who you are helping (and that is how you know you are being successful)!

Self-Understanding

Progress in being able to understand and help others starts with your own self-exploration. This self-exploration is aimed at finding out who you really are, where you are going and how you can best get there. There are too many wasted good intentions in trying to help others, when this first stage of personal development is skipped or rushed. Sometimes learning about yourself is so uncomfortable that you just want to run away from it. But your gap just gets wider until you finally have the courage to confront and deal with it.

Balance

You can't attract other people to ask for your knowledge and good advice until you start appearing well-grounded yourself. You have to practice living what you are preaching and eliminate areas of your own life in which you have slipped precariously out of balance.

Getting back in balance is often strenuous work but the payoff is worth it – it gives you an advantageous viewpoint in which you can see in all directions. And that includes the reward of seeing where you want to be, which is the first step in getting there.

Confidence

You really can't begin to help others close their gaps until you learn how to close your own. But the real proof in the pudding is when you test and prove a very fundamental belief – the certainty that you can affect reality positively and get where you want to be yourself. This may take a lot of dismal and uncomfortable failures, but the willingness to keep trying and endure adversity is what builds real confidence and this confidence is an attraction magnet for others.

Creativity

Most problems in life require clever, creative solutions. And sometimes the best things in life – including creativity – are cleverly hidden right under our noses. The quickest way to discover creativity may be to redefine it in order to make it more readily accessible. Try viewing creativity as simply “the ordinary act of seeing a common thing with renewed interest, looking for new and unusual ways to apply what you are seeing, and figuring out a simple, clear way to communicate your new knowledge to others.”

Reverence

A fundamental covenant we all must follow is to respect our fellow human beings. The best way to convey respect is to

practice small, ordinary acts of love and compassion with others. Such reverence is the stepstool needed by those who are trying to catch up with the rest of us and the stepladder needed by those who don't even know they are left behind. When you learn to communicate reverence, people listen because they sense the truth and sincerity of what you are saying.

Acceptance

The only true way to change another person's problem behavior is to try and do the most difficult thing you can ever do – to accept it. None of us are willing to change anything until we feel we are completely and unconditionally accepted for who we are.

Gradual awareness and increased understanding help dissolve all problems and this is what helping acceptance is all about.

Timing

The best timing for helping others happens after we have mastered these other six pillars. Then time will take care of itself. Ironically, we often get the cart before the horse by rushing into trying to help others before we have readied ourselves.

Practicing these seven helping pillars will greatly improve your chances of being successful in helping yourself and others.

© 2004 William Cottringer, Ph.D. All rights reserved. William Cottringer, Ph.D. is a success coach, sport psychologist and college teacher. He is author of “You Can Have Your Cheese & Eat It Too.” He can be reached at ckurtdoc@charter.net.

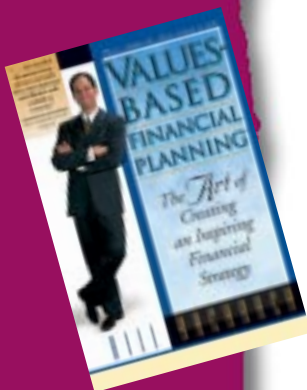
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SPIRITUAL HEALTH

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PHYSICAL HEALTH



You Gotta Have Heart

BY RICO CAVEGLIA

Did you know over 1,000,000 Americans die each year from heart disease?

The 20th Century saw a massive increase in the number of people suffering and dying from heart disease. Heart disease kills more people than everything else combined. It is currently estimated that approximately 60 million Americans have some form of heart disease, which will cause about one million deaths this year.

The amazing thing is most of this suffering and death can easily be prevented. Even the medical establishment agrees; heart disease is primarily a lifestyle disease. A lifestyle lacking in good nutrition, proper exercise, relaxation and fulfillment leads to degenerative diseases.

Most everyone is aware of the vital functions our hearts perform on a continuous basis. The heart pumps oxygen and nutrient rich blood throughout our entire body to nourish all of our 60 trillion cells. It will beat approximately 100 thousand times per day and push 2 ounces of blood through 60 thousand miles of arteries, arterioles, veins, venules and capillaries in about one minute. Yes, the heart is truly a remarkable organ, worthy of our appreciation and attention. However almost everyone seems unaware that they are responsible for the health of their heart!

Causes

Many people associate heart problems with the onset of middle age and some even think it's inevitable by retirement age. We do not have to experience heart problems or declining health as we age. The fact is the vast majority of health problems, including

heart disease are due to poor lifestyle habits. In some cases the heart may be defective at birth or sustain damage as a result of an infectious illness. Heart disease primarily is due to the gradual deterioration and blockage of the coronary arteries. This condition has many contributors such as lack of oxygen, homocysteine buildup, diabetes, free radical damage, high blood pressure, smoking, toxic chemicals in our environment, medications, eating rancid and heated oils, excessive alcohol consumption, the lack of proper exercise, rest, relaxation and diet.

The body repairs damaged arteries by covering the lesions with fibrous plaque made up of blood cells, fats and cholesterol. As this plaque builds up, it can become calcified, leading to Atherosclerosis, narrowing of the arteries and Arteriosclerosis, hardening of the arteries. These conditions are the biggest risk factors for heart disease.

The Bottom Line

Heart disease is not an unavoidable part of life. You are not at the mercy of bad cholesterol molecules that are searching just for you, so they can clog your arteries. Your heart health is dependent upon how you live your life. The major factors that contribute to the health of your heart are: How you perceive and handle emotional stress, how you feed your body and how you care for your body with exercise and rest. In order to avoid becoming just another sad heart attack statistic, please take to heart the following healthy heart tips.

A Few Healthy Heart Tips

- Let go of any anger, hard or hurt feelings and resentments...

forgive.

- Open your heart... allow yourself to love and be loved.
- Do what you love. If not your job then find a hobby or service to enjoy daily.
- Do not smoke.
- Get daily aerobic exercise.
- Eat a 50% raw natural foods diet.
- Avoid fried and processed foods, refined sugars and foods containing hydrogenated oils.
- Take whole food supplements.
- Take regular time outs to relax and de-stress.
- Be happy, have fun everyday.

We all share the desire to experience a productive, fulfilling and joyful life. In order to be as successful as we can be, at everything in life, we need to have a high level of energy, stay healthy and avoid serious diseases. If you would like to improve both the quality and quantity of your life, the single most important thing you can do is to protect and rejuvenate your heart. Even if you have not been diagnosed with a heart problem or feel you have been neglecting your health and are at risk, you should begin implementing the healthy heart recommendations immediately. Each of us is responsible for our own health and our own life. Being responsible is being powerful. I urge you to live powerfully and create the healthy life you desire and deserve.

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