
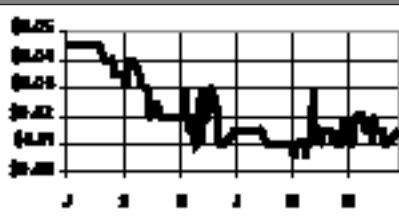

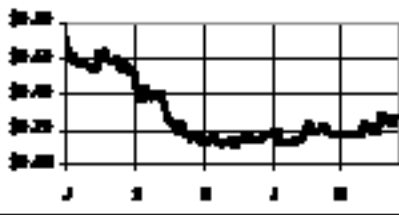

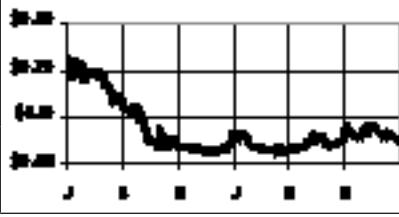


BY THE NUMBERS

Losses are shown in brackets. Graph information by Stockwatch.

Optimal Geomatics Inc. (TSX-V:OPG)					
	▲12%	(\$610,046)	(\$0.01)	Mapping profitability: Despite six-month revenue improving to \$7.8 million from \$6.95 million for the same period last fiscal year, six-month losses for the geospatial mapping company increased to \$610,046 compared to previous losses of \$381,530. Expenses declined slightly to \$2.1 million and foreign exchange gains dropped to just \$2,958 from \$305,628 previously.	
	Revenue: \$7.8m 6 months, 2009	Net income 6 months, 2009	Earnings per share, 6 months, 2009		
Skana Capital Corp. (TSX-V:SKN)					
	▲14%	(\$16.5m)	(\$0.32)	Managing investment risk: Skana's shares in Ryland Oil Corp. and Rainy River Resources Ltd. were trading at significantly below original costs as of December 31, 2008. Consequently, an impairment loss of \$14.8 million was recognized by the merchant bank that makes strategic investments in resource-based and other opportunities. It posted a \$2 million loss in fiscal 2008.	
	Revenue: \$1.02m Fiscal 2009	Net income Fiscal 2009	Earnings per share, Fiscal 2009		
Verb Exchange Inc. (TSX-V:VEI)					
	▲54%	(\$980,470)	(\$0.01)	Text and talk: Increased traffic on its carrier services boosted revenue, but costs associated with the launch of its Tabrio service and increased marketing efforts cut into profitability and expanded its three-month losses to \$980,470 from \$361,319 during the same period last fiscal year. Expenses grew to \$994,725 in Q1, 2009 compared to \$559,236 the year previous.	
	Revenue: \$6.9m 3 months, 2009	Net income 3 months, 2009	Earnings per share, 3 months, 2009		

TRUE WEALTH

THANE STENNER

Wanted: new financial advisers for wealthy investors

The rich are restless. Dissatisfied. Disappointed. On the move.

Over the past several months, there has been a dramatic erosion of confidence among investors.

It has been particularly pronounced among wealthy individuals. Quite simply, the wealthy feel unhappy and unsettled about their advisory relationships. And they're unsure of how to deal with it.

A conversation I had in early March summarizes this dissatisfaction. (I've changed the name, the numbers and some of the non-essential details to protect confidentiality.)

"Doug" is a serial entrepreneur who has founded a number of successful companies. His current net worth is about

\$75 million.

"I'm looking for a new adviser," he told me candidly.

His previous one – a well-known Vancouver-based investment counselling firm (long only) – had performed poorly last year, with his portfolio dropping from about \$19 million to \$10 million.

Now, Doug is a veteran investor. He wasn't happy with his performance, but he understands markets have been exceptionally volatile. He also recognizes that 2008 was a very bad year for investors around the world.

So rather than getting angry at the past, Doug wanted to know his lead adviser's outlook for 2009 and determine a course of action for the next 12 to 36 months.

So he asked a question:

how had the adviser's own portfolio performed, and how was the adviser positioning his personal portfolio for a recovery?

The response shocked him. Instead of acknowledging shortcomings and presenting a well-reasoned recovery plan, Doug's adviser made an off-colour joke: the adviser hadn't had much money in the market because of a costly divorce. Instead of renewing Doug's confidence, the adviser's insensitive response left Doug feeling quietly displeased.

Doug took the weekend to reflect on the conversation. By Monday he had concluded that he had lost confidence in his adviser.

He called the firm and informed them he had put them on notice and was searching

for a new wealth adviser.

I'm sure similar conversations are happening all over the country.

No matter what your net worth, you want your adviser to understand what you're feeling. You want a viable, well-reasoned plan for the future.

Do you still have confidence in your adviser? Here's a simple assessment.

Assess 2008 performance:

- While 2008 was the worst year in decades, you should feel confident your adviser did everything possible to protect your wealth.
- What steps did your adviser take to protect your capital?
- Was he/she proactive or reactive as last year's events unfolded?
- Did your adviser outper-

form an appropriate benchmark (or peer group for discretionary managers)?

Assess commitment to you:

- You should feel your adviser values your business, appreciates your input and understands your unique financial situation.
- How often did your adviser communicate with you over the past year?
- Does he/she give you the attention and/or service you're looking for?
- Does your adviser understand your personal financial circumstances?

Assess plan for the future:

- There's nothing your adviser can do to turn back the clock. What he or she can do is give you confidence in the future.
- Does your adviser have a plan to "lead you out of the

wilderness?"

■ Does this plan give you a sense of strength?

■ Has your adviser presented fresh, well-substantiated ideas on how to (a) protect your portfolio from further downside and (b) participate in the upside?

If you're not 100% satisfied with the answers to the above questions, perhaps it's time to do what the wealthy are doing: start the search for an adviser you can feel confident in. ■

Thane Stenner (thane.stenner@gmppc.com; www.stennerinvestmentpartners.com) is the founder of Stenner Investment Partners within GMP Private Client L.P. He is also the author of True Wealth: an expert guide for high-net-worth individuals.

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- > BIV's Fastest Growing Companies list ranks by highest percentage revenue growth between 2004 and 2008.
- > Include total revenue 2004, total revenue 2008, company name and contact information
- > Submission deadline: 5pm, August 10, 2009 to rchu@biv.com

Issue: September 8, 2009