




BY THE NUMBERS

Losses are shown in brackets. Graph information by Stockwatch.

Neovasc Inc. (TSX-V:NVC)				
	▼18%	(\$1.7m)	(\$0.10)	<i>Tissue types:</i> With revenue declining 18% in Q1, 2009, the producer of surgical and tissue products chalked up the decrease to the termination of a direct sales force for its Metricath products at the end of 2008. It revamped its internal sales marketing activities during the quarter to attract more consulting services and contract manufacturing clients for its tissues business.
	Revenue: \$355,484 3 months, 2009	Net income 3 months, 2009	Earnings per share, 3 months, 2009	
UroDynamix Technologies Ltd. (TSX-V:URO)				
	▲1,169%	(\$655,238)	(\$0.01)	<i>Guts and glory:</i> The medical-device developer focusing on applications of near-infrared spectroscopy for abdominal conditions saw the first commercial sales of its URO NIRS 2000 product in Q1, 2009. That resulted in record revenue and a higher order backlog. An increase in marketing and selling expenses was offset by a decrease in R&D expenses.
	Revenue: \$271,281 3 months, 2009	Net income 3 months, 2009	Earnings per share, 3 months, 2009	
Vigil Health Solutions Inc. (TSX-V:VGL)				
	▲50%	(\$388,939)	(\$0.004)	<i>Keeping tabs on dementia:</i> The wireless call system and technology platform provider for caregivers of dementia patients saw revenue improve as fiscal losses decreased to \$388,939 in 2009 from losses of \$877,771 in fiscal 2008. Stable operating expenses and increased revenue cut losses. One-off sales and sales and maintenance revenue also grew by 41% to \$162,000.
	Revenue: \$4.5m Fiscal 2009	Net income Fiscal 2009	Earnings per share, Fiscal 2009	



TRUE WEALTH

THANE STENNER

To earn like a millionaire you have to think like a millionaire

It's not the money. It's the mind.

This is the lesson I have learned through working with the wealthy over the past 20 years. Simply put, the wealthy think differently: about money, about investing, about life. A lot of people get this one wrong. They assume being rich means using money differently. These people are looking in the wrong place. Sure, affluent individuals use advanced strategies to manage their wealth. But before they became millionaires, they had to have "the millionaire mind"—a way of thinking that leads to financial and life success. Allow me to outline four critical components of that thinking by way of some personal anecdotes and obser-

vations I've gleaned from real-life millionaires I've worked with. Hopefully, by shaping your mind after theirs, your wealth will grow like theirs.

Don't water the wine

Some months ago I read **Geoffrey Beattie's** column on the "builder's principles" his boss **Kenneth Thomson** passed on to him. Now the CEO of **Woodbridge Co.** (the multi-billion-dollar Thomson family holding company), Beattie follows the same principles his boss did.

"Don't water the wine," was rule No. 1. In other words, insist on quality. Remarkably simple advice that I've heard echoed by many of the wealthy business owners I know. If your goal is to build wealth,

invest in excellent businesses with excellent long-term prospects. Diversify to protect your wealth, but don't diversify aimlessly. Rather, diversify by investing in other excellent businesses.

The value of time

Money is not an end unto itself but, rather, a tool for accomplishing life goals

I had a conversation with one of my clients several months ago; he told me he was closing a deal to buy a private jet. I asked him how he came to make his decision.

"I value my time," was his response. He said he calculated his hourly earnings based on the expected long-term return on his investment portfolio, divided by a 40-hour workweek (the figure came out to about \$20,000 per hour). If a private jet could save a few hours on every trip he made for business or pleasure over the year, it would more than pay for itself.

Most of the wealthy entrepreneurs I've met share this perspective. They're willing to invest in technologies, services, systems and advisers that save them time, because they realize time saved is money added to their net worth.

Be brave

In an average week, I speak to perhaps a dozen clients. That number has tripled since last summer. My clients are deeply interested in the current financial turmoil. But not for the reasons you might think.

My clients aren't looking

for information. They're looking for opportunity. They're calling me because they want to learn about the opportunities created by the current financial crisis, and how they can profit from the herd's pessimism. Some call this value investing. Others call it contrarianism. I call it courage.

Wealth is a tool

Most of the business owners I know are satisfied with their accomplishments and at peace with themselves. Why? Because while they all care about their wealth, they understand money is not an end unto itself but, rather, a tool for

accomplishing life goals.

These people have given their wealth a purpose. They're willing to spend money in the pursuit of their life goals—whether that goal be a growing business, a charitable foundation or simply a happy and financially secure family. If you wish to be wealthy one day, let this be your first and most important step toward that goal. ■

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