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## **MESSAGES from the Masters**

### **THE MIRACLE OF PERSONAL DEVELOPMENT by Jim Rohn**

One day Mr. Shoaff said, "Jim, if you want to be wealthy and happy, learn this lesson well: Learn to work harder on yourself than you do on your job."

Since that time I've been working on my own personal development. And I must admit that this has been the most challenging assignment of all. This business of personal development lasts a lifetime.

You see, what you become is far more important than what you get. The important question to ask on the job is not, "What am I getting?" Instead, you should ask, "What am I becoming?" Getting and becoming are like Siamese twins: What you become directly influences what you get. Think of it this way: Most of what you have today you have attracted by becoming the person you are today.

I've also found that income rarely exceeds personal development. Sometimes income takes a lucky jump, but unless you learn to handle the responsibilities that come with it, it will usually shrink back to the amount you can handle.

If someone hands you a million dollars, you'd better hurry up and become a millionaire. A very rich man once said, "If you took all the money in the world and divided it equally among everybody, it would soon be back in the same pockets it was before."

It is hard to keep that which has not been obtained through personal development.

So here's the great axiom of life:

#### **TO HAVE MORE THAN YOU'VE GOT, BECOME MORE THAN YOU ARE**

This is where you should focus most of your attention. Otherwise, you just might have to contend with the axiom of not changing, which is:

#### **UNLESS YOU CHANGE HOW YOU ARE, YOU'LL ALWAYS HAVE WHAT YOU'VE GOT**

## **QUOTES from the Masters...On Results**

"The greatest form of maturity is at harvest time. This is when we must learn how to reap without complaint if the amounts are small and how to reap without apology if the amounts are big." -- **Jim Rohn**

"The content of your thoughts and personal beliefs can be proven by a single indicator - your current results." -- **James A. Ray**



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McCormick-Klessig & Assoc., Ltd. provides individuals, families, small and medium sized businesses with complete coverage of personal and business risks in all product lines: Commercial Personal Life Accidental and Health (including group products).



## The Impact of Inflation on College Costs

Unfortunately, college costs have been rising at a faster rate than the general inflation rate.

In 2008, the inflation rate was 3.8% (source: Consumer Price Index; CPI-U; January 2008 - December 2008).

For a similar period of time, tuition and fees at four-year colleges increased an average of 5.9% to 6.4%. Over the past decade (1998-99 to 2008-09), total in-state charges in inflation-adjusted dollars at four-year public colleges have increased an average of 4.2% per year, while total charges at private four-year colleges have increased an average of 2.4% per year (source: The College Board Annual Survey of Colleges, 2008-2009).

Failing to consider the impact of inflation on college costs could undermine your ability to provide for your child's education.

### Consider the funds that may be needed when an 8-year-old child is ready to attend college in 10 years:

	Today's Average Annual Cost	Average Annual Cost in 10 Years			
		College Inflation Rate:			
		4%	6%	8%	10%
<b>Public School:</b>					
Resident Student *	\$14,333	\$21,216	\$25,668	\$30,944	\$37,176
Commuter Student **	\$ 6,585	\$ 9,747	\$11,793	\$14,217	\$17,080
<b>Private School:</b>					
Resident Student *	\$34,132	\$50,524	\$61,125	\$73,688	\$88,530
Commuter Student **	\$25,143	\$37,218	\$45,027	\$54,282	\$65,214

\* Includes tuition, fees, room and board; in-state residency is assumed for public schools.  
 \*\* Includes tuition and fees only.  
**Source:** The College Board Annual Survey of Colleges, 2008-2009

### Do You Know...the value of an investment in higher education?

According to the College Board's Education Pays 2007, full-time workers ages 25 and older with a bachelor's degree earned a median income in 2005 of \$50,900, almost 62% more than the \$31,500 earned by a full-time worker with only a high school diploma. Those with master's degrees earned a median income of \$61,300, which rose to \$100,000 for those with a professional degree.

The purpose of this newsletter is to provide information of general interest to our clients, potential clients and other professionals. The information provided is general in nature and should not be considered complete information on any product or concept described. For more complete information, please contact my office at Office: (715) 627-4302.