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## **MESSAGES from the Masters**

### ***CREATING OPPORTUNITY by Jim Rohn***

An enterprising person is one who comes across a pile of scrap metal and sees the making of a wonderful sculpture. An enterprising person is one who drives through an old decrepit part of town and sees a new housing development. An enterprising person is one who sees opportunity in all areas of life.

To be enterprising is to keep your eyes open and your mind active. It's to be skilled enough, confident enough, creative enough and disciplined enough to seize opportunities that present themselves...regardless of the economy.

A person with an enterprising attitude says, "Find out what you can before action is taken." Do your homework. Do the research. Be prepared. Be resourceful. Do all you can in preparation of what's to come.

Enterprising people always see the future in the present. Enterprising people always find a way to

take advantage of a situation, not be burdened by it. And enterprising people aren't lazy. They don't wait for opportunities to come to them, they go after the opportunities. Enterprise means always finding a way to keep yourself actively working toward your ambition.

Enterprise is two things. The first is creativity. You need creativity to see what's out there and to shape it to your advantage. You need creativity to look at the world a little differently. You need creativity to take a different approach, to be different.

What goes hand-in-hand with the creativity of enterprise is the second requirement: the courage to be creative. You need courage to see things differently, courage to go against the crowd, courage to take a different approach, courage to stand alone if you have to, courage to choose activity over inactivity.

And lastly, being enterprising doesn't just relate to the ability to make money. Being enterprising also means feeling good enough about yourself, having enough self worth to want to seek advantages and opportunities that will make a difference in your future. And by doing so you will increase your confidence, your courage, your creativity and your self-worth – your enterprising nature.



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#### **About Our Firm...**

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).



## Capital Needed to Replace Earning Power

**Of all the assets we own,  
our earning power is the most valuable!**

**How much capital would it take to replace your earning power?**

For each year that you need this much monthly income:	This is the amount of capital required to provide that monthly income, assuming your capital earns an annual interest rate of:			
	4%	6%	8%	10%
\$ 500	\$ 150,000	\$ 100,000	\$ 75,000	\$ 60,000
1,000	300,000	200,000	150,000	120,000
1,500	450,000	300,000	225,000	180,000
2,000	600,000	400,000	300,000	240,000
3,000	900,000	600,000	450,000	360,000
4,000	1,200,000	800,000	600,000	480,000
5,000	1,500,000	1,000,000	750,000	600,000
10,000	3,000,000	2,000,000	1,500,000	1,200,000

This example is based on the capital retention method, which uses interest return only to provide income. Principal is not liquidated and remains available.

This is a hypothetical illustration only and is not indicative of any particular investment or investment performance. It does not reflect the fees and expenses associated with any particular investment, which would reduce the performance shown in this hypothetical illustration if they were included. In addition, rates of return will vary over time, particularly for long-term investments.

**For example**, \$1 million of capital earning 6% annually will produce \$60,000 of income, or enough to replace the income of someone earning \$5,000 per month.

**Will you have sufficient capital available to replace your earning power in the event of death, disability or retirement?**

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.