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We want to know --

What you think of the new format  
for this newsletter. Email us at  
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## African Trip Inspires Investing in Adventure

By E. Dennis Zahrbock

In the movie *Out of Africa* Meryl Streep and Robert Redford show us the unbelievable beauty of a wonderful country. The opening words of the film, spoken in a Danish-English accent are **"I have a farm in Africa."** Well, let me say the opening words I choose for this article are **"We had a trip to Africa,"** and what a trip it was!

It all started when our good friends, Lynn and Marla Koob, purchased a safari trip at a charity auction. They were the opening bidders, and then found they were the only bidders, so they enjoyed a bargain on this adventure. They were allowed to bring friends, so Sue and I went along. We coughed up a little more than the bargain price but in U.S. Dollars the trip was still a bargain. My guess is a ten-day trip to London or Paris would cost more!

Our adventure began in Johannesburg with a tour of the Apartheid Museum and a short trip to a lion park. We then traveled to the eastern shore of South Africa to a city called Richard's Bay (likely named after my California friend Richard Sullenger as he had been to Africa a year or two ago). We then transferred to Zulu Nyala, a game farm about twenty miles inland from the Indian Ocean. Our very first afternoon on a game drive we were delighted to see warthogs, nyala, impala, monkeys, rhinos, hippos, giraffes and elephants. The highlight of that first three hours was the herd of elephants coming out of the forest and actually putting a dent in our Range Rover. They were less than three feet from us as they passed by.

The next six days were filled with more adventures including a side trip to the

Indian Ocean coast and a lunch of fresh seafood that was to die for! Our 24-year old guide was a lucky draw as he had more knowledge than we could even absorb. We'd recommend Marias to anyone . . . he made a good trip a great trip.

So why highlight our trip to Africa on the front page of our newsletter? The answer is really quite simple: we deal in people and how they invest their assets. Investing in memories can be as rewarding as investing in stocks, bonds and retirement accounts. No matter what you invest in, you are interested in the return. A memory that will never be lost may have as much impact on life as a return of 10% for a ten-year period . . . maybe more!

Investing in memories is like investing in other investments. It should only be done with funds that you have available. Just as it makes no sense to invest for retirement using a credit card, it also makes no sense to invest in memories using a credit card.

*Continued on next page*

## Being a Grown-Up . . . Just for a Day

"I learned that it's important to keep your checkbook balanced."

"My Construction Company made a lot of money, and we were able to pay off our loan."

"There were several things we did to serve our customers well and we earned a profit."

Little lessons . . . life lessons. That's what happened in January when the 5th grade class from Earle Brown Elementary School set up shop at *JA Biztown*, a model community sponsored by Junior Achievement.

Each student was assigned a job, worked hard, received a paycheck, had taxes withheld, went to the bank, and paid bills.

These energetic entrepreneurs experienced a day in the life of "big people's business" because Business & Estate Advisers, the Kaelberer Family Fund, and John Hancock Life Insurance Company supported the event financially.

Sarah Kaelberer, B & E partner, told the class, "Now that you've

earned some money, you have three choices: spend it, save it, or give it away. Whatever you choose, do this: spend wisely, invest wisely, or give it away wisely."



Construction worker for a day

A lesson for everyone!

Photo by E. Dennis Zahrbock

# The Balance Sheet

By E. Dennis Zahrbock

A Zahrbock tally, balancing work, family, and friends

- B & E Partners, **Sarah Kaelberer and Steve Bowman** have again qualified for the prestigious TOP OF THE TABLE (TOT) achieved through the Million Dollar Round Table. This honor is given to only 1,000 financial advisers of 250,000 in the nation.
- New employee, **Sue Hildebrand**, has joined our firm as marketing director. She began her career as a teacher, and most recently served as executive assistant in the Northwest Synod of Wisconsin, Evangelical Lutheran Church in America (ELCA). Her responsibilities with B & E will include print projects and event coordination.
- The start of 2008 has seen **rough times in the stock market**. It's interesting to go back to 1856 and find that the average of the 6th and 7th year of each decade suffered a 30% or greater correction. In one or two cases the correction occurred in the early part of the 8th year. Could the beginning of 2008 be the delayed 7th year correction? Also interesting to note that the average return in the 8th year (in 9 of the past 11 decades) has been up 19.7%. I'm not making any predictions, I'm just relaying history. Past performance does not predict the future, but let's see what this particular 8th year unfolds . . . as much is yet to come. [taken from *Growth Fund Guide*.]
- On a cold winter night in January, Grammy and Grampa Zahrbock, three grandchildren, and three energetic labs spent the night in the "grandchildren's house" on the Zahrbock property. This three-quarters-sized log cabin, built by Grampa, is complete with a working fireplace, a loft for sleeping, and three-quarter-sized furniture. Grammy had good intentions, but about 4 a.m. decided to seek the comfort of her own bed!
- Good news! **Rachael (Zahrbock) and Todd Friesen** are expecting their first child in June. Future grandparent camps will now feature the "dirty half dozen."
- When our 1995 snowmobile had mechanical problems, I took it to the "snowmobile hospital" for repairs. A few days later it was ready for pick up, so I took along two of the grandchildren when I went to retrieve it. We were all intrigued by the **2001 kiddie kat snowmobile** on the showroom floor. You guessed it . . . my repair bill turned out to be triple the estimate when the "kiddie kat" was thrown in on the bill!
- Remember to save June 2 for the annual **Skip-A-Day of Work** in Rice Lake. The first Skip-A-Day was in 1984, when a dozen Wayzata Rotary fellows decided to skip a day of work and go crappie fishing on Lake Sylvia near Annandale, Minnesota. The idea caught on, and now, twenty-four years later it has evolved into a golf and fish fry event, and is enjoyed by over one hundred people.
- In a previous issue of the newsletter, we did an article on **Leasing vs. Buying** your next new car. I've now taken time to create a *White Paper* and a method to analyze what's best for you. If you would like a copy of this *White Paper* you may contact me at [edennis@business-estate.com](mailto:edennis@business-estate.com). Simply request a copy of the *White Paper* on Leasing vs. Buying and you will be emailed a copy of the document.

## We like PERCENTAGES . . .

Before the September issue of the newsletter, we would like all who receive our newsletter to submit their email address to [sue@business-estate.com](mailto:sue@business-estate.com). We hope to report 50% (or better) response from YOU!

## Advisory Board Members



**Polly Wolner, Rice Lake Advisory Board**

Polly Wolner serves on the Rice Lake Advisory Board. Before moving to Rice Lake, she worked for a financial planning firm, and comes to the board with experience in this field.

Polly serves on several boards, most of them with a fund-raising focus. She sees the B&E board as an advisory unit, with a good mix of community people.

In her job as executive director of the Restorative Justice Program for Barron County, she networks with community volunteers, teachers, parents and youth. Polly comes from an "entrepreneurial family" with parents and all four siblings owning their own businesses.



**John Hogenson, Wayzata Advisory Board**

John Hogenson enjoys serving on the Wayzata Advisory Board. He sees this as a way to participate in an advisory capacity as a community leader. John has recently taken a call as lead pastor to St. Andrew's Lutheran Church, Mahtomedi, and prior to that served on the pastoral staff at St. Philip the Deacon Lutheran Church, Plymouth.

"I first met Dennis Zahrbock and Sarah Kaelberer at the Wayzata Rotary meetings, and I appreciate the fact that they have a community spirit," said Hogenson.

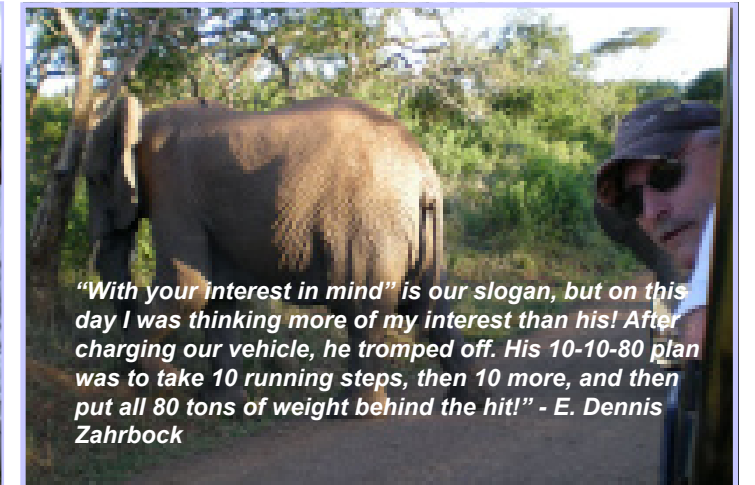
## African Trip . . . from page 1

I've long advocated and will reiterate today--If every dollar one earns is broken down with 80 cents going for taxes and lifestyle, 10 cents going to savings and investments and 10 cents going to charity everyone will reach a point in their life when they can remove some of the funds in the savings and investments to invest in memories such as our trip to Africa.

Yes, "we had a trip to Africa" and everyone reading this article can have one too. Just follow the 80-10-10 formula and it can move from a dream to reality.



With mothering instinct, Sue Zahrbock greeted these lion cubs.



"With your interest in mind" is our slogan, but on this day I was thinking more of my interest than his! After charging our vehicle, he tromped off. His 10-10-80 plan was to take 10 running steps, then 10 more, and then put all 80 tons of weight behind the hit!" - E. Dennis Zahrbock



Steve Bowman completed his first full American Birkebiener Ski Race in February. This is one of America's largest cross country ski races with 8,000-plus participants from many countries. The course was over 30 miles long and it took Steve four hours and twenty minutes. His goal was under five hours so he was extremely happy. Next year he is shooting for a finish time of less than four hours so the training started the next day. Stick to it!

Stick to it . . . That's what Steve Bowman says, as he completes his first American Berkebiener Ski Race. It's also what he says to the teens in the *Tips for Teens* insert. Take a look at Steve's good advice, not only to the youth of today, but to all of us as we consider a plan for investment.

## Skip-a-Day of Work XXIV Monday, June 2, 2008 Rice Lake, Wisconsin

~ a B & E tradition for  
24 years ~

Registrations to be mailed  
in May

## Mission Statement

Business and Estate Advisers, Inc. is a financial resources firm whose knowledgeable team solves any problem using creative solutions and exceptional service for each and every client. Friendly interaction, concise communication, confidentiality and integrity are key values held by the company.

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