



HANSEN'S FINANCIAL SERVICES

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Looking for the Light

As we look forward to the coming holidays, there seems to be a specter in our midst. The financial markets are surrounded in fog that clears then encloses us even more closely and then again a slice of sunshine appears. Undulating life circumstances make it difficult to feel assured you are making good decisions. Since the forces that have control over the correct methods to lead our economy to more stability are seen as the creators of the present circumstances, our confidence is shaken. The experts ability to move the markets back to what we know is suspect. Maybe what we know is not what we need.

Let's look at what may be possible due to the present economic situation:

- * It will lead to more international cooperation.
- * There will be a death of the notion that self regulation works, a realization that leadership doesn't come from the U.S., and an acceptance of the rule of transparency.
- * This downturn could lead to technology/energy revolutions.
- * The insistence by industries and governments that environmental, sustainability and governance (ESG) principles need to be mandatory.
- * We may realize that using less could beget more. There could be growth even if we aren't using new resources.
- * New innovative products could be manufactured in the US.



In light of these possibilities, what is good in our lives now? Most of us do not need the money in our investments now. We still go shopping. We still want to donate to special causes. We want our money to have a positive influence on the world. Most of us work if we wish. We're learning how to eat more healthily, buying from local sources and looking at organic/fair trade products. There are more sources for healthy eating. we can still watch our favorite sport, there are a myriad of entertainment venues available to us, and gas prices are down. When we think we may not have certain things in our life, we can focus on the intangibles like love, family and friends for which we are thankful. It is sometimes difficult to brainstorm ideas when there is fear for the future. Possibly, this will help add to your list of holiday appreciations.

Perhaps, in the long view, this debacle will lead world and local corporations to thinking of their role not as the ultimate home for all riches but for a way to bring the world closer to a solution for climate change and reduction of poverty. They certainly have the ability to make these changes as do we in our attitudes about what the community mission of a business should be. If we expect to prosper because of the single goal of making money with no provisions for the damage our products or processes can do, then we also need to change. That the world's outlook on what is monetarily important will change may seem to be wishful thinking but the most visionary thinking is what changes the world for the better. So if we dream and pass it forward, who knows what changes may occur.

If many economists and experienced economic advisors predict investment rates of return will be less in the next several years than what has been expected in the past, you may wish to reexamine your risk tolerance with us. Then we could talk about possible changes to your portfolio.



Did You Know?

The oil you're using was formed over two billion years ago by the conversion of decayed plant and animal life. And we, at our present rate, can use it all up in about 100 years. How many old dinosaurs did you just pump into your tank today?

Americans throw away 17 million pounds of toothbrushes annually. So, how about 100% recycled plastic ones or 100% recycled plastic razors, toothpicks and food storage containers? Stoneyfield Farms, in partnership with Recycline gives much of its plastic in the form of used yogurt cups which is recycled into useful products again. You buy your brush through a subscription program, at natural food stores or go to www.recycline.com. When you're through with the toothbrush, you use Recycline postage paid label to send the brushes back to the company to be downcycled into plastic lumber.

Discarded electronics-technotrash are a nightmare of waste. If you're ready to discard that analog TV, check first to see if the manufacturer has any kind of a take back program, particularly one that does not export the hazardous e-waste overseas. One of the companies offering this is SONY Electronics for all their products. For details visit their website at www.sony.com/recycle.

Fold 'em or Hold 'em? This holiday season why not trying doing both. We're talking about reusing all those holiday wrappings. If the kids haven't enthusiastically torn them all apart, fold those pretty pieces up carefully, flatten those boxes and save them until next year. Doesn't take up any more space than the new rolls and in today's economy you'll be saving money also. We know families who make a game out of seeing how long an individual piece of wrapping can last. Seem a bit extreme to you? Not if you're going to be very serious about doing your "small part" or maybe trying to make up for all those paper cups you used last year!

S L O W Food Mission

"Slow Food" considers itself both a movement and a message - an alternative to fast food, industrial agriculture and the standardization pressures that it believes threaten local food variety and traditions as well as the health of humans and the planet. Slow Food Nation plans to encourage individuals to get involved in the food debate and to call for new initiatives from national leaders. It is urging the government to:

- Identify and support food practices that are good, clean and fair - that is, that produce healthful and delicious food, humanely and without harm to the environment, in a manner that is socially just to both producers and consumers.
- Ensure access to affordable, nutritious food for all - especially to residents of many low-income areas, commonly known as "food deserts," where fresh food is unavailable.
- Provide and maintain resources and economic incentives that enable citizens, community groups and organizations to secure food directly from the source, thus strengthening the network of small producers.
- Protect the rights of all farm workers.
- Support edible education, providing children with the tools they need to choose healthy food and to understand the impact of food choices on their health, the health of their communities and the planet.
- Implement measures to restore and protect biological diversity.

HFS → HAS

Big news for usOn January 1, 2009 Hansen's Financial Services will become Hansen's Advisory Services, Inc. Why the change? We've decided to become a corporation instead of a sole proprietorship. There is a corporation business name very much like HFS. Therefore, we weren't allowed to keep our existing name. This doesn't change the focus or mission of our business. It is just a name change which also helps us separate personal record keeping from business revenue and liabilities.

The month of October has been filled with workshops and conferences. We've learned that some Chinese banks require borrowers to meet environmental standards before being granted a loan. Another way of cleaning up our environment is to make loans dependent on carbon production. Interest rates go up the more carbon that is produced. In New Zealand, Sweden, and Norway pension plan investing is assumed to be socially responsible. Investors can opt out.

This is the time to gather your tax information. Make sure you have recorded all your work expenses, charitable donations, medical expenses, and property taxes if you itemize deductions. Research any cost basis in stocks you have bought or inherited years before 2008. Even if you haven't sold the stock in 2008, it is good to know this information so you are prepared for the time you do sell. By waiting until you sell, it often makes finding the information much more difficult. Don't forget to add any dividends you have reinvested in a company to your cost basis (amount you paid for the shares plus any commissions and reinvested dividends).

Have you made any contributions to college savings plans, charitable contributions? Please update any change in pertinent information to us. Thank you! *** As always we appreciate our conversations and connections with you!