

Welcome to the Legenis monthly newsletter.

We normally start a New Year full of hope and expectation. Now watch someone come along and rain on our parade. Wisdom says it is not what happens to you but how you take it, which determines your character. As Winston Churchill said "*a kite only rises in an adverse wind*". This could be quite a challenging year for us all, so it is important to be well prepared.

Usually in December and January I reflect on what I did in the last period and what I now wish to do. How is my journey progressing? What is important for me this year? Of course most important are the holiday periods, looking forward to breaks and travel during the year. Time out to recoup and recharge comes first, then the personal, family then work objectives and finally the other stuff which seems to fall into all the other time available. I always want to work towards something, especially if it is a planned break. I find this creates energy and drives performance. Not too long between breaks, 10 – 12 weeks on with 10 days off is a great balance for me.

I sincerely hope you find this newsletter an enjoyable and informative read, and look forward to working with you.

If you find these updates useful, feel free to forward on to a work colleague or friend.

Kindest regards,  
Dr Robb Musgrave  
Managing Director, Legenis

*Legenis: Leaving a lasting legacy for families, foundations, corporations and non-profit communities by empowering them to do the right things, by doing things right.*

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## Article 1

### Building Great Legacies – Sir Edmund Hilary

Sir Edmund Hillary lived a life of personal achievement, and then transformed his success to lead a life of significance.

Few people who find themselves cast as heroes early in life continue to command universal esteem. Sir Edmund Hillary was one of these remarkable people. To be the first to reach the top of the world's highest mountain ensured international celebrity and a place in history, but the modesty of a New Zealand beekeeper remained with him. Nor indeed were mountaineering or apiculture, his only accomplishments.

Sir Edmund's other life was wholly admirable, and he said he was prouder of it than of anything else. This was his tireless work for the Sherpas. Through his efforts hospitals, clinics, bridges, airstrips and nearly 30 schools have been built in Nepal just South of Everest.

For the latter part of his life Sir Edmund continued to occupy himself with environmental causes and humanitarian work on behalf of the Nepalese people. When he died at the age of 88, he was mourned by his countrymen and by legions of admirers around the world including thousands of people whose lives he had changed.

### **How Can Sir Edmund Hillary be meaningful to you or your business?**

At Legenis we deliver expertise and comprehensive services to help clients build and sustain their individual missions. We lead the industry in serving both institutions and individuals by seamlessly integrating their philanthropic foundations into their broader personal and financial relationships.

We work with people who want to leverage their success into significance and we do this by advising, developing and meeting compliance requirements for:

- **Personal Foundations**
- **Corporate Foundations**
- **Structured Legacy creation**

Perhaps you have successful clients who want to become significant and who may benefit from our unique and patented processes.

As 2009 is shaping up to be a challenging year for all professional advisers, now is a good time to focus on strengthening client relationships.

We can assist you to:

- change a select client's focus from short term investment results to living a much fuller life while focusing on long term progress
- build better structures for asset protection and distribution
- create strong family connections through values-based advice

As Sir Edmund Hillary observed "*You don't have to be a fantastic hero to do certain things – to compete. You can be just an ordinary chap, sufficiently motivated.*" What will motivate you into 2009?

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## **Article 2**

### **Seniors Reflect on Life**

David Solie in his book "*How to Say it to Seniors*" suggests that one of the primary tasks that



engages the elderly is the search for a legacy through which they will be remembered. This consists of re-examining the events of their lives with the enhanced perspective of age. Solie says it is the mission of the elderly, an all-consuming task and one that does not come naturally to many of us. According to Solie, when faced with reflecting on their lives and developing their legacy, most people have no idea how to accomplish the task, and it needs to be facilitated. It is a vast task with competing issues like losing control.

Questions that can assist this life review process are *"How has your life been different to that of your parents? At this point in your life what is your perception of your life's meaning? How would you like to be remembered and by whom?"*



### Article 3

#### **It's About More than Just the Money**

When we die, we pass something from generation to generation that is much more important than money or property. It is our personal values. But the majority of estate plans focus just on the distribution of personal wealth.

Years ago one of the most important parts of the Will was the preamble. The publicly read preamble was a person's last declaration of their beliefs and values to family and friends. It said – This is what the life I lived was all about and what I considered important. Perhaps people placed more worth on the preamble years ago because they did not have much material wealth to pass along. In modern times the recognition of our values are considered extra fluff, rather than the real stuff that defines who we are and the impact we want to have.



### Article 4

#### **You Can Take It With You!**

*"If rich men could remember that shrouds have no pockets, they would share their wealth for the good of others, and so know the highest pleasure wealth can give."* Bruyere

There's a saying, that no one has ever seen a hearse pulling a U-Haul trailer. But you can actually take it with you. The secret to taking your possessions into the life hereafter is to *convert* them into good deeds. The person who possesses wealth also possesses power. But it is power to do both good and evil.

How you distribute your estate says much about you as a person. Have you thought about how to pass money to your children or grandchildren so that it enhances and builds their life rather than being a de-motivator for living a productive life?

Have you included organisations that exist to carry on with your beliefs and causes, after you are gone? You have worked a lifetime to accumulate what you have. The wise course of action is to have a well thought out plan of what you want done with it and begin to act on this now, while you are alive and later, upon your death.

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