

# MORE GOOD NEWS



GSI Japan, 1 -11 -2 Yayoi, Utsunomiya, Tochigi, Japan Tel./Fax. 028-638-4155  
GSI Canada, Suite 280, 521 - 3rd Ave SW Calgary, AB CA  
[www.glennsimoninc.com](http://www.glennsimoninc.com)

## “Why invest in **Edmonton** if markets like **Vancouver** are so **HOT?**”

This is a **great question** and one I get asked from time to time, especially as the market continues to rise. Vancouver and parts of B.C. are great places to *have* invested. But, that doesn't necessarily mean they're the best places to invest now.

If you own a nice patch of waterfront, made a purchase many years ago or are a flipper (one who buys property in an up market, makes minor repairs and resells at a higher price while the market is still rising) you may be doing ok, for now. But if you're just getting into the Vancouver market, you're probably buying at the top and will need to hold long term (think 10 years plus) to make your initial investment back. And those aren't cash flowing years collecting rents from tenants either. You'll be feeding your new pet **alligator** (alligator: An alligator is an expensive piece of property that gobbles up all the-

## Fabulous New Property

Another great GSI deal. 22% first year projection!



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profits with negative cash flow far exceeding rental income, leaving you financially and mentally drained)

If an average home sells for \$600,000 in Vancouver and you're putting 25% down, that's **\$150,000 bucks in deposit!** Plus the monthly loans! Of course there are still good deals in parts of B.C. There are good deals in all markets *if you know how to find 'em.*

## Gold Nugget Investment!

For only **\$39,000 Canadian** you CAN own this gorgeous, money making home in lovely Cumberland. This beautiful, two story executive home, was built in 2000 by Jayman builders. With about a **22% return** in the first year it will appreciate very nicely and make a great **PROFIT YEAR AFTER YEAR!**

Click here for the full [FEATURE](#) sheet

Visit [www.glennsimoninc.com](http://www.glennsimoninc.com) opportunities page for more information. **Remember, we arrange EVERYTHING! You simply sit back and get a great return!**

Give us a call to **secure this property now!**  
It won't last long. **81-28-638-4155**

## Buy Value, Not Hype!

*Continued from above, article by GSI.*

You may just not find the economic fundamentals to support them. *I'm talking about investing, not emotional/speculative buying.* Remember, I'm from Vancouver, **I love it too.** But, I'm focused on growing my capital and that of my **investors** and that means buying the bargains and selling them near the top, like the prices you see now in Vancouver! Frankly, I prefer to sell my investments before the peak so that I can leave something on the table for the next guy. In a nutshell, I'm **specializing in Edmonton** because of 4 main points; **Rock solid Economic fundamentals** (not just oil), housing affordability, long-term demand, growth and the fact that it's under valued (I can never just stop at 4!).



*Sunset at  
Edmonton  
City Hall*

See, these are **ECONOMIC FACTS**, and that equates to a **good investment and healthy return** with out the doubt and speculation of a 'Hot' or emotional market.

## Top 7 Steps to Reaching Your Business Goals

By Marian Banker

### 1. Vision

**What is your dream for your business? Clarify it in your own mind first and then write it in one or two sentences.** This is the first tangible step to making your dream a reality. If you don't know where you're going, how can you ever plan to get there?

### 2. Mission

**What will you be doing to achieve that dream?** This should define the core business you're in. Write it and refine it until its one sentence. Use your mission as the basis for your Universal Selling Proposition (USP).

*"Great minds have purposes,  
others have wishes."  
Washington Irving*

### 3. Goal setting

**Using your vision and mission as the foundation, what do you realistically think you can achieve during this period?** Start with annual goals, and then break them down into quarterly and monthly goals. Think through the sequence of events that will lead you toward your annual goals.

### 4. Strategy

**Using your review** of last year's operating information and your goals for the coming year, what are the major steps that you think will produce the results you want? How can you best use your resources? What else do you need?

### 5. Plan

**What specific actions or tasks will carry out your strategy or strategies?** What will it cost to carry out your plan? What sales will you have to generate to cover the costs? Create a sequence of actions and corresponding timeframe. It's not hard; it just takes some initial planning time. Use your quarterly and monthly goals as a guide. Get help if you need it.

Please see *7 Steps* on page 3

## 7 Steps to Reaching Your Business Goals

### 6. Implementation

**This is one of the most important, and most often missed, steps in the process.** Break down your monthly plan by the week and add the specific action steps to your weekly calendar. Make sure you schedule time to do what's necessary. When planning the next week, bring forward anything that didn't get done.

*Get into ACTION and achieve your goals!*



### 7. Assessment

**Review operating information monthly.** Check out industry and pertinent economic indicators at least quarterly. Using that data, make adjustments to your strategy and plan. At least annually, perform a total review including your vision and mission. Summarize and document results, commenting on what worked and what didn't.

**FINAL STEP: Repeat the process annually -- and reap the rewards**

*"The greatest thing in this world is not so much where we are, but in which direction we are moving." Oliver Wendell Holmes, Jr.*

## Upstart Energy Company Pays Record Price for Land in Oil Sands

By Dave Ebner of the Globe & Mail

Friday, September 23, 2005

***Rivalry means firms must 'aggressively pursue and acquire properties'***

CALGARY -- The **oil sands gold rush** hit new feverish highs yesterday with upstart **Synenco Energy Inc.** paying a record amount for land, pushing the total raised this year to a record for the region.

Synenco **paid \$76-million** for 9,215 hectares, which is 36 sections -- or square miles -- of land, located in the far northwest of the **oil sands region in Alberta.**

The competition among oil sands players **"requires companies to aggressively pursue and acquire properties,"**

Michael Supple, Synenco chairman, said in a statement, in which he also described the land as "highly prospective."

The purchase, along with several others announced yesterday by the province of Alberta in its twice-monthly auction of exploration and development rights, increased the amount paid for **oil sands land this year to \$223-million.** This tops the record of \$183-million set in 1997.

It also helped push the total generated from all oil and natural gas land sales **in Alberta to \$1.31-billion,** increasing the record of \$1.16-billion set two weeks ago. The previous high had been \$1.15-billion in 1997.

*Upstart Energy* from page 3

Synenco said its new land is adjacent to the western edge of its Northern Lights oil sands lease, a project it is developing in conjunction with partner **China Petroleum & Chemical Corp.**

The state-owned firm, better known as **Sinopec, paid \$105-million** in May for a 40-per-cent stake in Northern Lights.

The new land, Synenco said, belongs to it alone. However, a Synenco investor believes that Sinopec is clearly backing the strategy.

Calgary-based Synenco privately held but possibly going public within six months, raised \$60-million in August from investors at \$14 a share. With the money used to expand the company's oil sands holdings, one broker said yesterday that the shares were trading privately between investors at \$15 or more yesterday.

**The land is on the edge of the oil sands** that are considered viable to mine with trucks and shovels, rather than drill for bitumen, said Greg Stringham, a vice-president at the Canadian Association of Petroleum Producers.

"It's too early to tell" if mining or drilling will work best in the area, Mr. Stringham said. And he added that the price of the land, while high, is based on a scarcity of supply and the fact that the land is likely particularly valuable to

Synenco, which has an adjacent property.

"A lot of the leases have already been acquired," Mr. Stringham said.

**The flood of money coming into provincial coffers from land sales is just one stream of revenue for the booming province.**

**Oil and natural gas prices remain near or at records and royalties from production in Alberta continue to surge.**

Premier Ralph Klein yesterday suggested the **provincial surplus will be around \$9-billion** in the 2005-06 fiscal year, higher than recent estimates of \$7-billion.



*Sunrise in the Oil Sands*

***Making investors successful one property at a time!***

**Glenn Simon Inc.**

1-11-2 Yayoi, Utsunomiya,  
Tochigi, Japan

**Phone & Fax:**

**81-28-638-4155**

**E-Mail:**

**glennsimoninc@lycos.com**

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