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## What Makes Us Unique!

As a  
**Demographic  
Investment  
Advisor**, our  
philosophy is to be  
**proactive** and **not  
reactive**.

Our investment  
strategy is  
**demographically**  
based on a blend  
of years of  
experience and  
just plain common  
sense.

# Special Demographic Digest

By Robert A. Hardies, CFP, MS, ATP

[www.fipfinancial.com](http://www.fipfinancial.com)

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Tuesday, May 10<sup>th</sup>, 2011

## Bob Hardies 25<sup>th</sup> Anniversary "Growing with Livonia" Celebration

In a profession that values relationships, it certainly was gratifying to have nearly 150 friends, clients, neighbors and community leaders take time to join my mother Ann, Dan MacIver, Larry Davis, Ashley Wilson and myself at our 25th Anniversary Growing with Livonia Celebration!



F&PA Celebration Cake by Heritage Bakery

We had people arriving early and staying late. Smiles. Conversations. Musicians. Food.

We spend significant hours each week researching, reviewing portfolios and analyzing demographic trends. This allows us to construct **superior portfolios** that get results.

It is this skill and preparation that guides us when we work with our clients.

We can only hope, for your sake, your advisor is doing the same for you!

If not, all we can say is **“Don’t you deserve a 2nd Opinion?”**

We can help people you know through this **shake-out period**. Now is the time to talk with them about our **“market neutral” strategy** for protecting their hard earned dollars.

Won’t you help by introducing them to us so they can ...

Where does one start when it comes to describing an evening that represented 25 years of service to clients I now call friends.



F&PA's Ann Hardies, Friends & Clients Dolores & Renee enjoying conversation & food

The Livonia Youth Symphony with ten students performed under the direction of Karl Karoub. As people arrived they were greeted with music played by outstanding young students, part of an organization that has been in Livonia since 1958. Later in the evening we presented a donation to Dave Lindenmuth, President of the Youth Symphony.

Every time I turned around another friend arrived at the Visual Art Association of Livonia studio. This was a perfect setting with art work fashioned by some of Michigan's best artists, a sky without clouds allowing the sun to add to the warmth of the afternoon. Music. Art. Conversation. Virginia Bosak, President of VAAL was on hand to accept a donation from us to help them continue their work in educating and showcasing Michigan's talented artists.

And Bighthouse Network was on hand with Karen Voran recording the entire evening to showcase on local cable television.

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our **Free 2nd  
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(734) 261-4011.**



**Long Time Friends & Clients Larry & Janet with myself in the middle**

And more conversation as I spent time with Larry and Janet, two of my original clients. With nearly 150 folks attending there were plenty of hugs, thank you's and congratulations to keep us busy the entire evening.



**F&PA's Larry Davis, Brandon Kritzman Livonia's 2011 Ambassador  
& City Treasurer Dennis Wright enjoying some conversation**

State Senator Glenn Anderson, Wayne County Commissioner Laura Cox and Livonia City Treasurer Dennis Wright came and stayed, presenting proclamations (now hanging on our walls to be viewed as you enter the office), sharing kind words and thanking our company for calling Livonia our hometown for 25 years.



**Brighthouse's Leigh Byrd & Chamber of Commerce President Dan West**

Dan West, President of the Livonia Chamber of Commerce, summed it all up when he commented that evenings like this, "blending business, art, friends and clients, is what makes a community so special" and why Livonia is appreciative of the support given back to the community by Financial & Portfolio Advisors.



**Koney Island Inns' Patricia Keros & her Chef were in attendance serving Spanakopita (Greek Spinach Pie) & Coney Dogs**

Did I mention food? There was plenty of it. Patricia Keros, whose father built the first coney island in Livonia in 1962, was on hand with the Koney Island Inn's famous spinach pie and their 2011 Best of Livonia Coney Island Hot Dogs. And their rice pudding. It was to die for.

Corsi's pizza & mostaccioli, voted best in Livonia 2010 and 2011, was quick to go. Heritage Bakery, also voted best in

Livonia 2010 and 2011, served up some of their famous desserts, including our celebration cake saluting our 25 Years of Growing with Livonia.

Flowers from Cardwell Florist. Coffee from Panera Bread. Movie passes from the Phoenix Theatre at Laurel Park. Each voted Best of Livonia 2011.



**F&PA's Dan MacIver's Family;**

**Dan, Son Kameron; Wife Veronica; Daughters Ashlyn & Marissa**

Dan MacIver, my right hand, who has been with me most of the time we've been in Livonia, brought his family to share the evening.

So much in life today is "rush to get it done," or "hurry up." It becomes so special when we pause to reflect on all that has been done or to simply say "thank you" to others who have meant so much to you. Relax and reflect.



**Friends and Clients - Pat & George enjoying the celebration**

What a concept. Relax. Reflect. Recharge. That is what our 25th Anniversary Growing with Livonia Celebration was all about. An opportunity in a relaxing setting to reflect on and with our friends, clients and neighbors. To recharge and use this moment to smile and say thank you.

Thank you for a great 25 years. We have made so many friends and within those friendships come good memories.

Thank you for being a part of our life, for relaxing with us, reflecting on the many good times and allowing us to recharge in preparation for another 25 years.

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For those who could not make our 25<sup>th</sup> anniversary celebration we wanted to share this event with you and thank those friends and clients for all the confidence they've placed with us over the years. Let us send you the warmest "Thank You" for allowing us to be a vital part of your life. We look forward to the next 25 years of serving your needs.

Sincerely,

*Bob*

Robert A. Hardies, CFP, MS, ATP  
Financial & Portfolio Advisors, Ltd.



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