

20th Annual Kasanow & Associates: Wealth Management Client Appreciation Dinner

In celebration of my 20 years of helping my clients/friends see their goals and dreams come true, the 20th Annual K&A Client Appreciation Dinner was held on August 29th at **Indigo** restaurant. Once again, our Ohana gathered together to enjoy a fine meal by renown **Chef Glenn Chu**, classical guitar music by **Jeffrey Peterson**



Barbara Steinmetz and Tim Bryan.

and dance entertainment by **IONA Contemporary Dance Theatre**. It was a delightful time for all who attended.

Mahalo Nui Loa to those of you who took the time to join me for this special event! An extra special thanks to those of you who flew long distances to come: **Tim Bryan** from Salt Lake City, **Ed and Janie Favreau** from Minneapolis, **Lindy**



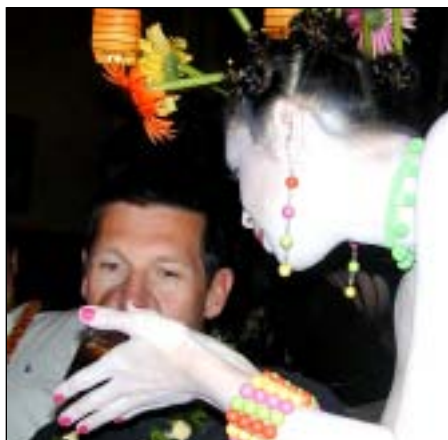
Janie and Ed Favreau.



Danielle Paschal and Joe Loewenhardt.

and **Jim Finnegan** from Kihei, Maui, **Joe and Sue Loewenhardt** from Honokaa on the Big Island, and **Barbara and Martin Steinmetz** from San Francisco.

Once again I want to especially thank the continuing generous support of our sponsors: **Wasatch Advisors: Tim Bryan, Leuthold Group: Ed Favreau, Mel Hertz, CFP and Credit Suisse Asset Management: Steven Plump**. Likewise, many new clients attended the dinner for the very first time and I want to once again welcome you to the **K&A Ohana: Sean Boyle, Diane Cadinha, Dr. Lynn K. Fujimoto, Ann LeCompte, Joan Packer,**



Tim Bryan and Maile Baran.



Sami Akuna and Thelma Diercks.

John Parkinson, and Glenn and Noreen Ueda.

Finally, thanks to my friend and neighbor **Edie Vajda**, who helped with checking everyone

in while **Maile** performed with **IONA**. I can hardly wait to do it again in 2005! Hopefully, my Mom Gertrude will be feeling up to flying and joining the Ohana once again from Indy. Until then, go in Peace and Ahui Ho!



Janie Favreau and Laura Brucia Hamm.

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GLOBAL MARKET UPDATE



A sigh of relief has come to Wall Street as the third and most volatile quarter thus far in 2004 has come to an end. The global financial markets have been challenged all year by the ongoing escalating war in Iraq, fears of terrorist strikes in the USA, oil prices nearing \$50 per barrel, Fed tightening of monetary policy and the Presidential elections. Investors also were worried about the upcoming presidential debates, consumer spending that ceased in August and quarterly profit worries for America's largest companies.

As expected, in September, Federal Reserve Board Chairman Greenspan raised short term interest rates another 0.25%, making the move upward 0.50% YTD. The move was obviously factored into the markets as both the bond and stock markets rallied briefly afterwards. Most believe the FED will continue moving rates up to curb inflationary fears over the next 12-18 months. Many companies warned of quarterly earnings disappointments while oil prices soared to a 21 year high of \$49.90 per barrel.

The results since 12/31/03 YTD are as follows: the **Russell 2000** (small-cap blend index) is up **2.88%** thus far closing at **572.94**. Also up **2.27%** this year is the **MSCI EAFE** (international index) which closed at **1318.03**, the **S&P 500** (large-cap blend index) finished at **1114.58** with a minor gain of **0.24%**, the **NASDAQ** (tech and biotechnology laden index) has lost **-5.32%** for the year, closing at **1896.84**, and the **DJIA** also ended in the red, losing **-3.57%**, closing at **10,080.27**.

Our Lower Volatility Portfolios continue to perform very well even under negative market pressures. Our Bank Loan fund (Bonds) just completed a 12 month total return of **10.03%**! Most portfolios hold nearly 30% of their assets in this conservative stable value investment. Commodities have continued to rise, turning in the strongest returns YTD based on increasing oil prices, precious metals as well as lumber and other building products needed to rebuild storm thrashed Florida. One of our Long/Short strategy funds is up year to date along with our illustrious Wasatch Small-Cap funds and our

international holdings have also posted gains. We will be reallocating funds to Real Estate and Treasury Inflated Bonds during the quarter.

Hopes are riding high that the last quarter will bring a much anticipated broad based market rally to lift the major indexes into the plus column to finish the year on a positive note. Of course, so much will be riding on the November 2nd Presidential Election results. Wall Street, which hates uncertainty and change, would obviously like to see President Bush in office another 4 years.

The first Presidential Debate from Florida on 9/30/04 showed two determined candidates, both with their own style and fervor for campaign rhetoric. As Americans, it is our duty to be well educated so when we do pull that lever on 11/2, we will be fully aware of the leader we are choosing and what his stated policies will be on the various issues so important to the world today. Please, get out and VOTE and encourage everyone eligible that you know to do so!

I urge you all to watch the Vice Presidential Debate and the two remaining Presidential Debates and to be sure to get out and vote on 11/2. Having your voice counted is what's most important about this process.



**HK's
PHOTO
GALLERY**



Gentle Rest

Old Islamic Cairo, Egypt

FAST FACTS

☞ Susan Buffet, wife of Warren Buffet, died on July 29th. Her Berkshire Hathaway shares were valued at \$2.64 billion. She has left \$150 million to be divided amongst three foundations that her children oversee.

☞ Rock & Roll legends The Who played two dates in Hawaii (Honolulu & Maui) on a limited six city world tour. They had not performed here since 1967.

☞ Cinema Paradise 2004 was a huge success! Over 100 films screened during a week at the historic Varsity Theatres. Congratulations to Sergio, Chris, Sidney and Wei!

MARKET BOXSCORES 6/30/04

INDEX	9/30/04 CLOSE	% CHANGE from 6/30/04	% CHANGE from 9/30/03
DJIA	10,080.27	-3.40%	+ 8.68%
S&P 500	1,114.58	-2.29%	+ 11.91%
Nasdaq Comp.	1,896.84	-7.37%	+ 6.15%
Russell 2000	572.94	-2.94%	+ 17.41%
MSCI EAFE (prelim)	1,318.03	-0.75%	+ 19.39%

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My mission: to lead responsible adults to fiscal fitness through planning, implementing and coaching their financial decision-making.

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Please recycle this newsletter!

The information contained in this newsletter has been gathered from sources believed to be reliable and accurate, but it is not necessarily complete and cannot be guaranteed. The information is intended for general use only and should not be construed as specific or comprehensive advice. It is important to note that individual situations can vary; as such, the information should be relied upon only when coordinated with individual professional advice. Please note: on all charts and graphs in this newsletter, remember that past performance is no guarantee of future results.

This issue was printed on October 2, 2004.

Dancing Is My Passion!

by Maile L. Baran

I feel very blessed to have been with IONA Contemporary Dance Theatre for six years now. In those six years, 2004 could possibly be the busiest of them yet!

In the beginning of April, we restaged *Hawaiian Myths and Legends* and filled it with new choreography and aerial acrobatics. Later that month, we bundled up and took *Destiny* to Sheboygan, Wisconsin. There we performed the evening length show, along with five educational shows. The natives of Sheboygan were very warm and appreciative of us Hawaiians performing in their home town. We even got one request from a gentleman who wants to have five golden statues at his funeral! Getting a standing ovation for this "controversial" work from this small town was really an eye opener. Maybe the world really is ready for IONA!

Personally, the most exciting thing that I've done this year was flying to Shanghai in July to help DBEDT promote Hawaii and our culture. Cheryl Flaharty (IONA's Artistic Director), Danielle Paschal (fellow dancer), and I along with some amazing local artists (Kapena, Makana, Kalaeloa, and Raiatea Helm) spent ten days together amongst the large group of isle promoters. The name of the giant week long event was *Hawaii experience in Xintiandi*. Xintiandi is Shanghai's newer, high-scale shopping area.

We performed almost every night, mingling through the crowd down the main shopping strip. I have never felt like such a "Rock Star" in my life! Who would have thought that IONA would have been such a hit? Literally crowds of hundreds would follow us as we strolled down the mall, getting little kids to dance hula with us and older grandfathers to do butoh. It was just amazing!



Maile Baran in Shanghai

A couple days into the trip, I was asked by Makana to travel with him and fellow musicians Kalaeloa, and Miss Hawaii 2004 – Olena Rubin, to Tianjin to perform at



L to R: Danielle Paschal, Olena Rubin and Maile Baran in Shanghai

an Opera House. When we stepped into the Opera House, I was blown away by how strong the energy in that beautiful theater was.

During the day there, I taught 20 female Chinese students the "Hukilau," which they later performed on stage. I thought it would be a difficult task being that we couldn't really communicate, but these girls were so talented. About five minutes into the lesson, I realized that these girls had to be dance students, and they could teach me a thing or two.

That night, I performed as *Nirvana* through the crowd at intermission. The crowd around me was so thick that I could barely move, so many people would walk right up to me, wanting to be blessed. *Nirvana* even got a chance to bless our Lt. Governor Duke Aiona, who was there for the show.

On stage later that night, I was given the opportunity to dance as *Nirvana* to Makana performing live on the Chinese Harp. The crowd loved it! We later closed the show with the entire cast singing *A-L-O-H-A*, and I got to dance solo to their high energy sounds. What an honor!

Besides almost dying in every taxi that we hopped into, and losing ten pounds from sweating in the blistering heat, this trip was pretty darn perfect. It's funny; I learned more about the local people in Hawaii by being away with them. Every single person in our group exuded the Aloha spirit in so many ways. I never would have

imagined that I would meet these life long friends in Shanghai.

Upon our arrival back in Hawaii, IONA's been busy. First was a show at the Waikiki Aquarium and our latest show, *La Madonna*. The aquarium show was really fun as the audience got to sit on the lawn and watch as dancers in fishy costumes roamed around them. *La Madonna* was an installation piece at Studio I in which the audience got to be right up close with the dancers and even interact with them. Both shows were really great for us as performers since they

gave us a different kind of connection with the audience in a more intimate setting.



Geneva Rivera as Sea Anemone @ Waikiki Aquarium

Five of us also performed for the 20th Anniversary Party of **Kasanow & Associates** at Indigo. That was just pure fun!

In September, we headed back into the studio to rehearse *Hawaiian Myths and Legends* for our island tour. We performed to nearly two sold out performances at UH Hilo Theatre on Sept. 24th and 25th. It was the first time IONA performed in Hilo in 7 years. This (continued on page 4)

Remaining Physically Active in Retirement is the Secret to Happiness

by Joan Packer



I started married life during WW II in the government town of Oak Ridge, Tennessee, where the streets ran red with mud when it rained and there were no sidewalks. My

husband was an engineer on the super secret Manhattan Project. For a year and a half I had no idea what his work was, not until Hiroshima. By that time we were in Richland, Washington, another government site.

Some years later, we moved to Washington, D.C. where I taught high school English in Maryland. Many years later I moved back to the family farm in Missouri and continued to teach.

When I retired I did some traveling while managing our two farms. Several winters when snow covered the hills and I couldn't get up my ice-covered driveway, I visited my brother in Honolulu.

It didn't take me long to sell those farms and move to Hawaii and buy an apartment in the same building he lived in along the gold coast. That was in '92,

and I was somewhat of a couch potato and hadn't a clue as to the future. But being active is de rigueur in Hawaii because everybody is. With Kapiolani Park on one side and the ocean on the other, walking and swimming became daily routines.

Then I started doing tai chi with a group in the park and have enjoyed that for ten years. Now, I am the instructor.



Five years ago I began working with Diane Cadinha, my (and Harry's) personal trainer twice a week, lifting weights and getting stronger. Now at 83 I feel better than I did at 40!

I take French classes and volunteer as a docent during the school year at the Waikiki Aquarium. Both activities challenge me mentally – all those verb tenses! For a Midwesterner whose only knowledge of marine life was catfish, I had to learn a lot about a new and fascinating subject. So far, each year is better than the one before!

(continued from page 3)

was my first time performing on the Big Island where I am from, so I was nervous but very excited as friends and loved ones watched!

While you read this, we will be performing at the Maui Arts & Cultural Center on October 2nd and doing a private corporate program on October 4th.

Thankfully, we can say that we have been really busy this year. It's always a little scary when we have time to breathe. I know that many of you are huge supporters of IONA, and I want to send you my warmest Mahalo! If it were not for our amazing and wonderful supporters, we would not be able to do all that we have! I feel very fortunate to live in Hawaii and be a part of such an inspirational group. Be on the lookout for more provocative IONA performances coming your way soon!!!



Maile Baran in La Madonna at Studio 1

You Know You're Getting Old When...

Your former students who were 10 years old in the early 1980s are now married with children and you are not! Most of you know I taught school for 10 years from 1974–1984. I just returned from the Mile High City, Denver, where I attended the Financial Planning Association's annual educational symposium with 3,000 peers. My thanks go out to dearest friends **Marilyn & Dick Dana** who generously shared their home with me and took me to "True Grit," a fundraiser for "Third Way," a residential treatment center for abused teens.



Leia Rockhold, Beth's daughter

Several of my Colorado Yale Elementary students have remained friends of mine for over 20 years and in fact, two

have become clients! Talk about going full circle! It was a delight to have dinner with clients **Beth Rockhold**, a former 5th grade student from 1984 who now holds a Senior Management position at ADT Corporation and her brother **Bill Topkis** who now manages for Comcast.

Likewise, I loved dining with clients **Troy & Heather Juenemann**. Troy was in 5th grade in 1981 and he and his family



Alexander, Heather, Riley and Troy Juenemann

nominated me for Colorado State Teacher of the Year in 1981 and I ended up being the Runner-up! Troy is a Senior

Project Manager for IBM. Heather has her hands full with two beautiful children.

Courtney Albers and I had lunch one Saturday and talked about life, love and the pursuit of happiness. She too attended Yale in 1984. Courtney and I



Courtney and Chandler Albers

hadn't seen each other in over 14 years! She was stunning and is a Counselor/Social Worker while I just got older.

Finally, I was thrilled to have dinner with **Nanci & Keith Robertson**. These fine folks took me to a wonderful restaurant called Zengos which I returned to twice! Nanci owns her own Medical/Nursing Consulting firm while Keith owns a major trucking company.