

## **PLANNING TODAY, SHAPING TOMORROW**

Veronique Hupin: We just met eating chicken wings after school. I was sixteen and he was seventeen. We started dreaming of having our own vineyard. My mom came across an ad for this piece of property, Les Pervenches.

Michael Marler: We're one of the few organic vineyards in Quebec.

Veronique: You have to be proactive. You can't be reactive, especially in Quebec: cold is our number one enemy.

Michael: There are multiple methods you can use for winter protection: hay, and a geo-textile cover. We don't leave anything to chance.

Veronique: We have a wind machine to protect us against spring frost. So we're prepared for that as well! Since we're an organic vineyard, we have to be ready for any type of insects. We've released chickens in the vineyard, we've released lambs. It's all about being ready and being out there.

It took us about three years to get it done.

Veronique: We were the first ones to have a bottle with a label saying "Chardonnay from Quebec". We have one daughter, Celine, who is ten years old. She loves driving the four-wheel, handling the cash register.

Michael: You have a daughter and it's like, you know, actually I'm put on earth to take care of someone else.

Veronique: We put as much money as we can every year aside for her education, so obviously, financial preparation is quite important for us.

Michael: If we're prepared for what we do in our work then we're prepared for the future financially.

Veronique: Grapes have to come in before it freezes, you've got to make sure that they're ripe, and that the grapes are well-balanced to make the best wine you can.

Michael: We do everything from crushing to bottling to selling. You know, you can have problems along the way, but if you're prepared for them they're just not as catastrophic as they could be. You don't even have to call them catastrophes any more.

Veronique: I think we've been successful. This is our sixteenth harvest. We're not rich, but as long as we can put money aside for Celine's education and travel a bit, we're happy, so far.

Michael: We're totally living the life that we dreamed of. I have a lot of freedom, less stress, I get to spend all my day with my wife.

Veronique: If you're prepared at all times, your life goes smoother and you can enjoy it a lot more. We're really lucky I think that we're able to do what we love doing and we're doing it together.

**YOU ARE READY. GO.**

**YouAreReady.ca**

**Advice**

**Banking**

**Investments**

**Insurance**

**Manulife**