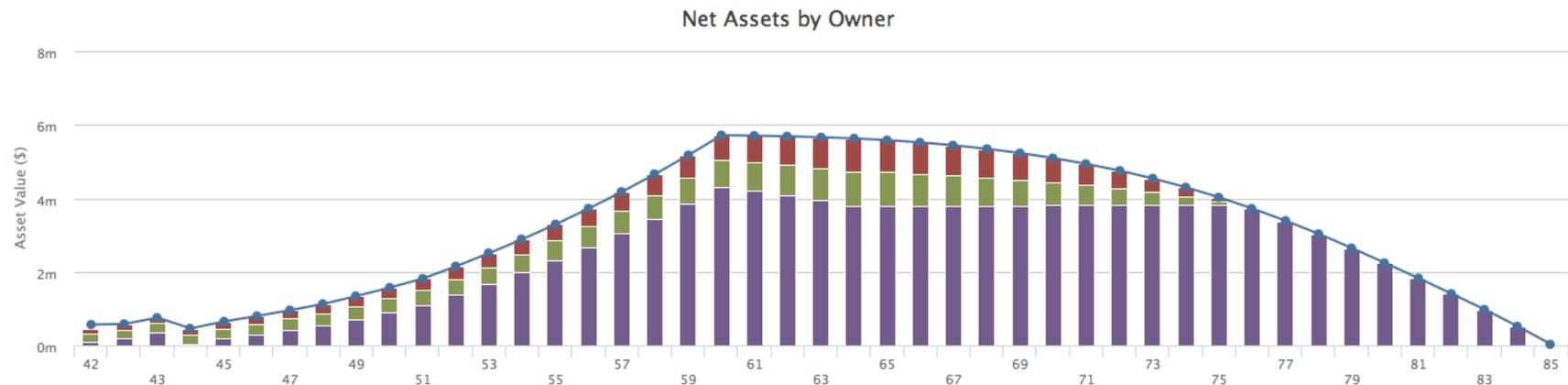


Personal Projection

Summary	A big improvement has been achieved, but based on your current income and assets, you cannot achieve all three of the goals stated above and priorities will have to be made.
Assumptions	In the projections below, the following assumptions have been made: <ul style="list-style-type: none"> • Cost of living of \$145,000 (which includes \$15,000 for annual travel) • Income for you both remains the same (Mr's potential annual bonus not included) • School fees as outlined above
Differences to the last projection	
Are any trade-offs required?	Assess whether to reduce the amount of the house changeover if you wish to provide your children with a private school education, or to delay financial independence date
Meeting Notes	



Summarised below are the steps to implement the action items for your personal financial strategy.

Action	Reason	Status	Meeting Notes
Cashflow			
1. Use strong cashflow to build wealth and aim to pay another \$1,000 per month for future home renovation/changeover	Your primary wealth driver is your strong cashflow and ensuring that you are making the most of this is the most important factor of your financial strategy.	To be discussed	
2. Set up two savings accounts to prevent overspending	To separate savings and monies used for holidays/trips	To be implemented	
3. Retain access to emergency funds	Want access to a certain level of cash in the event of emergency	\$30,000 retained in offset account	
Debt Management			
4. Review shares held and assess whether to sell and use to fund future house changeover.	To reduce the future mortgage on a house changeover and reduce the interest cost with no tax deduction, especially with school fees <i>Note: need to assess any capital gains tax implications</i>	To be implemented closer to the time of the changeover	
5. Consider gearing as a potential strategy	Can consider borrowing to invest to build wealth - but needs to be balanced with cashflow needs of a future mortgage and private school fees	To be discussed	
Tax Planning			
6. Adjust insurances to increase income protection insurance and reduce life insurance	Refer below: income protection insurance is tax deductible, whereas life insurance is not	Refer below for full insurance review	
7. Consider salary sacrifice to super to reduce tax, but cashflow more important	It is possible to save \$1,850 pa, based on contributing more to superannuation, but this would mean giving up \$3,500 pa of after income which is needed for school fees and future mortgage repayments at this stage of your lives	To be discussed Cashflow can be more important than tax savings	

Action	Reason	Status	Meeting Notes
Wealth Accumulation			
8. Maintain participation in the employee share plan, but balance this with realising vested shares each year for diversification	The employee share plan can be an efficient way of building wealth, but you want to balance this with having a diversified portfolio and reducing the risk of having a large part of your income and wealth tied up in the company.		
Superannuation and Income Planning			
9. Review the most appropriate long term superannuation fund	Ensure that your superannuation fund is making the most of your savings.	Maintain current super fund	
10. Review eligibility for the co-contribution payment and make an after tax super contribution if worthwhile	As a 'low income earner' with part-time employment, you may qualify for the government's co-contribution payment of \$500 with a \$1,000 after tax super contribution before 30 June	To be reviewed before 30 June based on your income	
11. Alternatively, consider a spouse super contribution	If Mrs' income is less than \$13,800, based on a \$3,000 super contribution, Mr can receive a \$500 tax rebate.	If a co-contribution benefit isn't available	
12. Consider splitting Mr's superannuation contributions with Mrs	It is possible to split 85% of Mr's higher super contributions and transfer to Mrs' super fund. Although super pensions payable over age 60 are currently tax free, this is unlikely to be the case in future. Splitting contributions will help achieve a more equal super fund balance to reduce Mr's and increase Mrs' super pension	Can be implemented before 30 June	
13. Review net benefit of salary sacrifice arrangement	Ensure no benefit is lost with salary sacrificing to super from total remuneration package	To be discussed	

Action	Reason	Status	Meeting Notes
Investment Risk			
14. Discussion of risk profile results – review risk report	<ul style="list-style-type: none"> • Do you think the results are accurate? • Differences between your results and your risk tolerance group 	Last profile completed 1 Dec 2014	
15. Review Gap Analysis and current portfolios	Is there a gap? Is more or less risk needed? Compare risk profile to projection	Agree on risk score for the portfolio	
Investment Management			
16. Review of investment portfolio to ensure it remains relevant to your situation	Review: <ul style="list-style-type: none"> • individual investments • asset mix • performance • portfolio recommendations/ suggestions for next 6-12 months 	To be discussed	
17. The asset class investing philosophy implemented and how this is different to other managed funds or shares	Not trying to 'beat the market' but implementing a disciplined investment strategy with lower costs and more consistent returns	To be discussed	
Personal Insurances			
18. Ensure financial security for the family should either of you die, or be unable to ever work again	In the event of either of your deaths or permanent disablement, all future earnings would be lost and there are potential additional costs if either of you require permanent care.	Consider an adjustment of life insurance – retain TPD cover	
19. Ensure you have protection in place if you were unable to work again or for a period of time, and ensure it is keeping pace with current income	Once all sick leave entitlements are used, it is important to have a replacement income. Also, have all medical, rehabilitation etc expenses covered in the event of not being able to work again	Consider increasing income protection in line with recent pay increase	

Action	Reason	Status	Meeting Notes
20. Provide for a lump sum to assist with medical expenses should you suffer a medical trauma, such as cancer	To cover medical and rehabilitation costs and potentially cover any time off work by either spouse or additional child care	Premium estimate of approximately \$250pa each	
Estate Planning			
21. Contact/action list in the event of death and location of the list	To ease the burden of managing your estate for your executor in the event of either or both your deaths.	Currently located with your solicitor	
22. Maintain up to date Wills	To ensure that your personal assets are distributed to your preferred beneficiaries with minimal administration and tax effectively.	Update as one of your children isn't listed in your Will	
23. Ensure your super fund payments will be directed appropriately	Superannuation (and insurance) is not part of your estate (and not part of your Will). The trustee may have discretion as to where the benefit can be paid to.	Complete relevant nomination forms and send to your existing superannuation provider	
24. Ensure that you are financially protected in the event of your incapacitation	Confirm that an Enduring Financial Power of Attorney is in place/Maintain an Enduring Power of Attorney and ensure it remains valid. Is a secondary PoA in place?	This should be done as part of the Wills	
Other Discussion Items			
25. Review of Ongoing Advice Service	Reviewed every 12 months to assess whether to continue	To be reviewed in June 2016	
26. Review of platform administration fees	We regularly review platform administration fees to ensure that the most competitive fees are being obtained	XYZ still the most competitive	
27. Other issues or concerns to discuss?			

Action	Reason	Status	Meeting Notes
Ongoing Advice Service			
28. How can we ensure you are satisfied with the advice service?	Five years from now, what has to happen to call our relationship a success?		
Summary of next steps			
29. Next steps and documents required	•		

Insurance Summary

Policies for Mr Client				DOB: 24/10/1970 ANB: 45		Life	TPD	Trauma	Income Protection	BE
Policy No:	UNKNOWN	Policy Owner:	Client, Mr.	Premium:	\$900					
Life Office:	Underwriter Unknown	Smoker:	Non-smoker	Premium Effective:			\$1,450,000			
Policy Type:	ABC Super	In Super?	Life: Yes TPD: Yes	Payment:	Annual	\$1,700,000	Occupation Cover Type: Any Occupation	Nil	Nil	
Commenced:				Payment By:						
				Premium Paid By:	Mr Client					
Notes: Paid for by Mr Client										
Policy No:	713601829	Policy Owner:	Client, Mr.	Premium:	\$150				\$15,500 / Monthly	
Life Office:	Underwriter Unknown	Smoker:	Non-smoker	Premium Effective:					Wait: 60 Days	
Policy Type:	ABC Insurance	In Super?	Life: No TPD: No IP: No Trauma: No	Payment:	Monthly	Nil	Nil	Nil	Benefit: Age 65	
Commenced:				Payment By:					Contract Type: Agreed	
				Premium Paid By:	Mr Client					
Notes:										
Total Cover						\$1,700,000	\$1,450,000	\$0	\$15,500	

This summary has been prepared based on the information you provided in your Personal Profile which was entered online using your unique login and password. We were advised that there are no significant changes to your personal circumstances and as a result, there is no significant change to the advice, previously provided in your Statement of Advice.