



**ASTUTE**  
FINANCE | INSURANCE | WEALTH

# Financial

# Quarterly

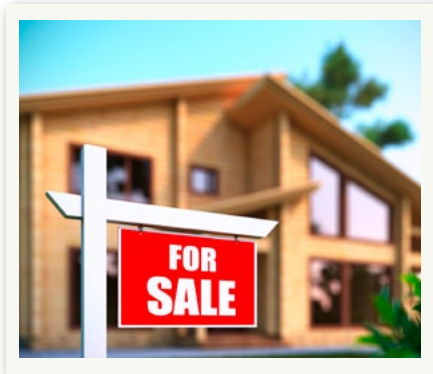
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## Thinking of buying?

Thinking of buying property? We can help you decide how to make your next move.



## Financial Planning It's more than just retirement

**Many people think financial planning is all about retirement. It's not, financial planning is about making the most of what you have – at every stage in life.**

Whether you are planning ahead to save for your child's university fees, wanting to save for a home deposit, or maybe just wanting to put away some money for a nest egg, financial planning can make a difference.

By looking at your current income and expenses, financial planners can create a budget for you to implement now so that you can start putting away money for a rainy day, or that holiday you've always dreamed about.

If you are interested in investing, there are several things you need to consider. For example, how long do you have to invest and how much risk you are willing to take to achieve your goals.

Have you got a back-up plan in place in case you lose your job? Being made redundant is not something that you think about happening, and it can come at the worst and least expected times.

Consulting a financial planner when you are employed means that you can plan in advance, in case the unthinkable happens. If you have already been made redundant, you can receive financial advice on how to deal with the loss of income and still meet your requirements.

What about your super? Is it working as hard as you are? It's a long-term investment so it's important to make sure it's invested in the right way.

Limits to the amount you can contribute to super each year means the earlier you start, the better. Contributing more to super can not only boost your super balance, it could even reduce the amount of tax you pay!

Everybody's different – we have different needs, different goals and different circumstances, but professional financial advice can help you at every stage of your life.

### We can provide guidance on:

- Personal risk insurance;
- Investments, shares and gearing;
- Retirement planning;
- Tax effective strategies;
- Centrelink and aged care; and
- Estate planning

We can work with you to help determine goals and provide advice to help you realise them. To start planning for a successful financial future, call us today to make an appointment to speak with an experienced planner.

## Did you know?

Australia is the only continent without an active volcano.





# Your Guide to Property Investment

The Aussie property market has been going strong, with a lot of activity fuelled by investors. With interest rates at historically low levels, some are considering the purchase of their first investment property. But making a profit from an investment property isn't guaranteed – here are a few property investment secrets that may help you get started when finding that first investment gem.

## Go for capital growth

Capital growth is the term used for a property appreciating in value. Some properties appreciate in value more than others over time. The trick to making a profit from an investment property is choosing a property with capital growth potential to purchase in the first place. Research is key to making the right choice.

To be sure of capital growth, target properties in up and coming areas and adjacent to popular areas. These are likely to gain value as the suburb develops. You can also look for "ugly duckling" properties in these areas – or properties that you can improve at little expense. This will also help you to ensure capital growth. Another good idea is to look for new rezoning opportunities and get in before word spreads. These areas are likely to move from more industrial zoning to residential and

can often be found in inner city suburbs where capital growth is more likely to occur over time.

## Choose the right location

Try to purchase a property that's near to essential facilities like schools, public transport, shopping areas and leisure facilities like parks, cafes and cinemas. It makes it much easier to find good tenants and may help to ensure optimal rental returns.

## Try to buy below market value

It sounds like a no-brainer, but many people make property purchases with their hearts and not their heads! When trying to obtain a property below market value price, it's important to find out what the market value is first (our advisers can help you with this). Then you can negotiate! Drive a hard bargain by picking out the property's faults and leveraging them.

You can also look for distressed properties. These include homes in need of an update or renovation, mortgagee and deceased estate auctions, those that have been sitting on the market for a long time and those that have been passed in at auction and not sold.

*(Cont'd page 3)*

**It pays to do your homework to make sure you get as many benefits as possible.**

Call us today!

## We can also help you with:

- Vehicle finance
- Equipment finance
- Home & contents insurance
- Risk insurance
- Superannuation
- Financial advice
- Wealth protection



## Your Guide to Property Investment (From page 2)

You can also look for private sales or approach owners of properties you like directly. You can often get a property for less if there are no agents fees involved. Be prepared to meet the vendor's wish list in terms of settlement periods and conditions of sale. This should also help you to obtain a good price.

### Do your homework

It is often said that the longer you hold a high quality investment property, the more likely you are to make a profit. The key here is the words 'high quality'. Time is no guarantee that you will turn a profit on every property investment. We can't stress enough how important it is to do your homework to make sure you're buying a property with real capital growth potential in the first place.

You see a lot of shows on TV where people renovate houses to sell quickly for a profit. Between capital gains tax and people not being prepared to pay for your décor choices and renovations, this can be a very risky business. If you plan to take this route, you need to research not only the property's potential market value once renovated, but also the actual cost of the renovations.

Be prepared to hold the property for a length of time gives you the opportunity to choose when to sell for maximum capital gains. If you're planning to invest in property, it pays to get expert advice, for more information on financing your investment property do not hesitate to get in touch with us today!

## Cooks Corner

### Baked Lemon Cheesecake

#### Ingredients

- 250g packet plain sweet biscuits
- 100g unsalted butter, melted
- 300ml sour cream
- ½ cup (110g) caster sugar
- 1 teaspoon vanilla extract
- 3 eggs
- 500g cream cheese
- Fresh berries (for serving)

#### Lemon Curd

- 2 tbsp lemon zest
- ¼ cup lemon juice
- ½ cup caster sugar
- 40 g butter, chopped, softened
- 2 egg yolks, lightly whisked



#### Method

1. Preheat oven to 180°C or 160°C fan. Grease a 20cm springform cake tin. Pulse biscuits in a food processor until finely chopped. Transfer to a bowl and add butter. Stir until combined. Spoon biscuit mixture into prepared cake tin and press evenly on base and sides. Cool in the fridge for at least 30 mins.
2. In a medium-sized bowl, combine cream cheese, sugar and lemon zest with an electric mixer until smooth. Add eggs, 1 at a time, beating well after each addition, until combined. Pour mixture into tin and place on a baking tray. Bake for 25-30 mins, or until just set in the centre. Turn off oven and leave cheesecake in the oven with the door ajar for a couple of hours or until oven is completely cool. Chill in the fridge for 2 hrs.
3. For the lemon curd, combine lemon zest, juice, sugar, butter and eggs in a saucepan over low heat. Cook, stirring,



for 5-10 mins, or until mixture thickens. Strain through a fine sieve onto a dinner plate or flat tray (this helps the lemon curd cool more quickly).

4. Pour curd over cheesecake. Chill in the fridge until serving.
5. Serve cheesecake with whipped cream and lemon zest.



# Q

What occurs once in every minute, twice in every moment, yet never in a thousand years?

Answer on page 4



## What to do with a windfall?

If you've ever been in the position where you've either won or inherited a significant sum of money, you have possibly already dreamt about all the things you could do with it.

A windfall could help make a difference to your overall financial position, but statistics show that if you don't put some planning into what you do with your windfall, it may go as quickly as it came.

Everyone's financial game plan will look different depending on age, level of debt, whether they are supporting children or parents, and how they want to live in retirement. The point is to gain financial stability and put the remainder toward reaching your goals. Some ways to use your windfall could be to:

**Pay off loans:** Paying off debt is usually considered a smart move, but don't assume that paying off the all debts is necessarily the right approach. You may be better off keeping certain debts based on tax deductibility or even restructuring your lending position to maximise your overall planning future.

**Build a portfolio:** Once you have received a windfall the challenge is to preserve and grow your wealth. This can be achieved through diversification. This is the strategy of investing your money across a range of different investments and asset classes to reduce risk. Put simply, don't put all of your eggs in the one basket. The mix of investments you choose will depend on, your financial objectives, the amount of time you have available to invest and your personal tolerance for risk.

**Boost your super:** Super is a tax-effective way to save for retirement. Investing in super can be tax effective because the maximum tax on investment earnings is 15%. Be aware of the contribution caps that apply, so you don't pay additional tax.

**Save for school and university fees:** Talk to a planner about the most tax-effective way to pay for the kids' education.

An experienced financial planner can help you avoid tax pitfalls and develop a strategy to help you achieve the most out of your sum of money.



## AN APP A DAY KEEPS THE DOCTOR AWAY

Managing stress is imperative for your overall health and wellbeing. The good news is there are now a number of smartphone apps designed to help you minimise stress.

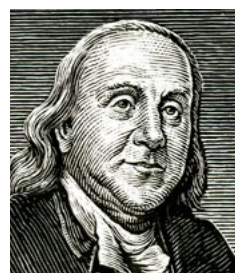
**Stress Tracker:** This app helps you keep tabs of your encounters by isolating the problem moments or situations so that you can focus on managing or avoiding them completely. Available on iPhone/iPad.

**Stress Check:** Take a test developed by clinical psychologists that will give you an overall stress score. This app can provide insights by examining what specific areas stress is affecting you. Detailed results are provided, as well as recommendations on how to reduce your stress. Available on iPhone/iPad.

**Take a Break from Stress:** This app allows you to enjoy the deep relaxation, stress relief and benefits of meditation without any previous experience. Choose between two relaxing audio's taken from Richard and Mary Maddux's popular Meditation Oasis podcast. Available on Android.

**GPS for the Soul:** You can get an idea of your stress level by actually looking at the physical changes in your body? This app uses the iPhone's camera to measure your heart rate and heart rate variability to determine your current state, then suggests ways to correct your course and find a release. Available on iPhone/iPad

**Ambiance:** Ambiance is a unique 'environment enhancer' that helps create the perfect atmosphere to focus, relax or reminisce. It has over 2,500 different sounds for relaxation, so it's easy to find the ambiance that suits your mood and situation. Available on iPhone/iPad.



## THE LAST WORD

"Beware of little expenses, a small leak will sink a great ship."

Benjamin Franklin

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**Trivia Challenge Answer (from page 3):** The letter 'm'