



advice and clarity...

For Every Chapter

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DISCLAIMER

Information provided in this presentation is general in nature and does not constitute financial advice.

Every effort has been made to ensure that the information provided is accurate. Individuals must not rely on this information to make a financial or investment decision. Before making any decision, we recommend you consult a financial adviser to take into account your particular investment objectives, financial situation and individual needs.

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BUSINESS WORLD

- Vision - the future you wish to create
- SWOT Analysis
- Goals & Objectives
- Situation Analysis
 - Cashflow
 - Assets & Liabilities
- Business Plan to achieve vision, goals & objectives
- Monitor & measure plan

Review & Repeat

DOMESTIC WORLD

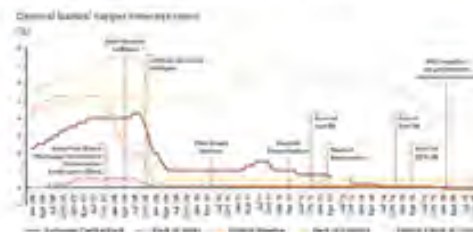
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Review & Repeat

HAVE AN UNDERLYING PORTFOLIO OF DIVERSIFIED POSITIONS



Central banks in major economies will have no room to maneuver



BUILD IN PROTECTION. SEPARATE ASSETS.
EXIT CONCENTRATED POSITIONS (WITHOUT KILLING THE COMPANY)

Go On Offense

(Create Ongoing Income)



- Trade time for money
- Money grows linearly
- Work stops: income stops
- Creating money to pay bills
- Time is not your own

- Leverage your time
 - Money grows exponentially
 - Work stops: income continues
 - Creating true wealth
 - Freedom
-

THE SECRET TO BEING A GOOD INVESTOR



Start as early as you can and realise the patient get results



Blockout the noise



Good advice = knowledge and clarity

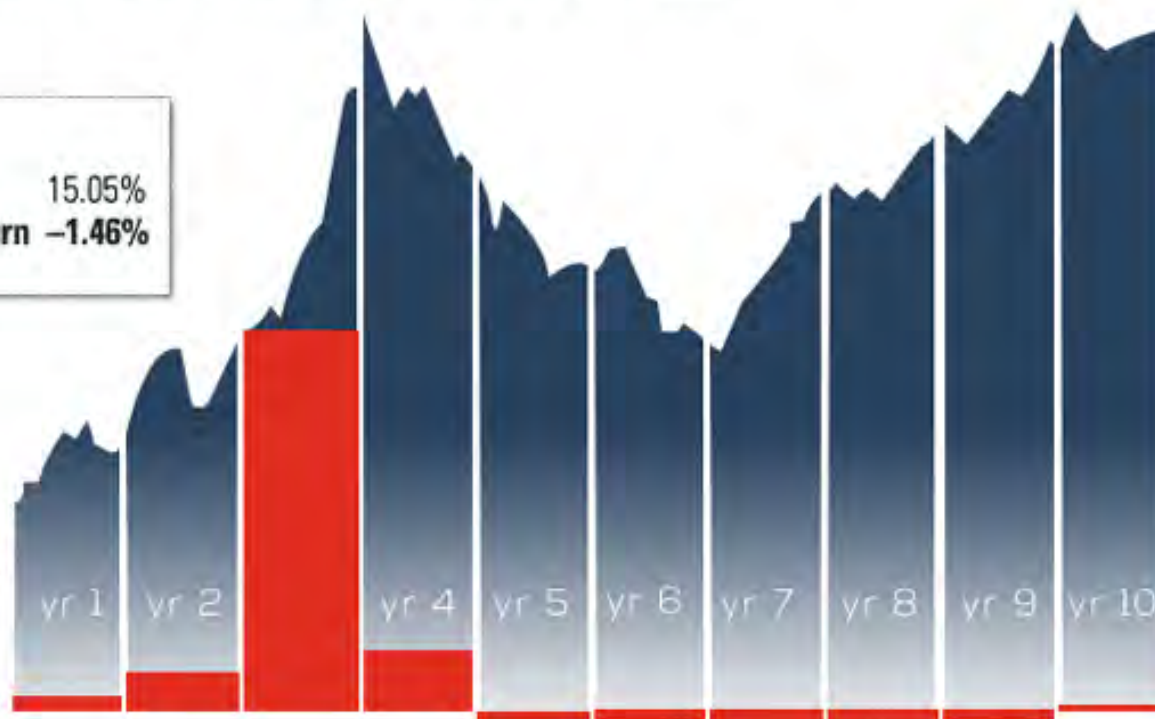
- Grow Investments tax effectively (ensure you have the right structures and vehicles before investing)
- Diversified Portfolio
- Smart investing in a world of low return

Investors Often Miss Benefits of Fund Ownership

Fund A
 10 Year Total Return 15.05%
10 Year Investor return -1.46%

Growth of \$10,000

Net Inflows



Annual Return (%)	12.7	34.9	120.1	-17.1	-27.8	-17.7	43.8	20.9	24.4	8.8
Net Assets (\$mil)	5.3	9.9	72.4	118.9	69.1	45.6	52.2	51.9	57.1	63.2

#4 Outsource the Expertise and TIME YOU DON'T HAVE...



2016
Significant
changes to
SUPERANNUATION
LEGISLATION

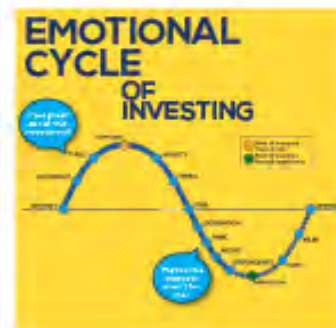


2015
SIGNIFICANT
changes to
RETIREMENT
INCOMES



Each managed fund has a **SPECIFIC INVESTMENT STYLE**

2014
significant
changes to
AGED CARE



THE ROLE OF SUPERANNUATION AS AN INVESTMENT VEHICLE



ITS STILL A POWERFUL ENGINE...

Demographic, Social and Generational Change

In 1908 our forebears chose a male age pension entitlement age of 65.

This was at the time, quite wise. The average male life expectancy was a bit under 55.

Demographics	1975	2015
Australian population	13.7 Million	Almost 24 Million
Median age	Late 20s	Late 30s (37.3)
Life Expectancy	72.6 years	82.2 years
Full time earnings	\$7,618	\$72,000
Cost of Living	1975	2015
Loaf of bread	\$0.24	\$2.84
1 litre of milk	\$0.30	\$1.45
Newspaper	\$0.12	\$2.50
Petrol/litre	\$0.15	\$1.20
Location	Average House Price 1975	Average House Price 2015
Sydney	\$28,000	\$850,194
Melbourne	\$19,800	\$615,068
Brisbane	\$17,500	\$473,924
Adelaide	\$16,250	\$459,258
Perth	\$18,850	\$604,822
Canberra	\$26,850	\$573,326

The Baby Boomers are tilting out of the workforce and into retirement

BY 2050...

- For every 100 working Australians, there will be **20** Australians aged 85+ (double today)
- The cost of healthcare will rise from 5% to 10.8% of GDP

**Every working Australian
will need to find an
EXTRA 12%
to fund the health needs of our
expanding older generation**

TAXATION IN AUSTRALIA

YOU
45%



0%

COMPANY
28%



0%

SUPERANNUATION
15%



0%

PENSION

0%

SUPERANNUATION THE FACTS

\$2.1 Trillion*

In the system

\$10 Billion

Tax

\$45,000

Ave Account Balance

\$39,000

Ave Industry/Retail Fund Account

\$481,000

Ave SMSF Account

*Projected to be \$3 Trillion by 2025

\$21 Billion

Lost

NEW RULES

HOW DEVASTATING ARE THEY?

- **Concessional Contributions**
\$35,000 (\$30,000 for those under 50) reduced to \$25,000
- **Non -concessional Contributions**
 - \$180,000 reduced to \$100,000
 - three year bring forward rule
- **In pension phase**
Maximum of \$1.6 million tax-free,
excess rolled back to accumulation phase

What to do before July 1, 2017

* **Note: small business owners will continue to be eligible to access an increased contribution limit, subject to certain eligibility requirements, such as an eligible sale of a business in the year of the contribution.**



**HALF OF
AUSTRALIAN FARMERS ARE
OVER 55 YEARS OLD**

and

**THE MAJORITY ARE
EXPECTING TO RETIRE
IN THE NEXT
15 YEARS**

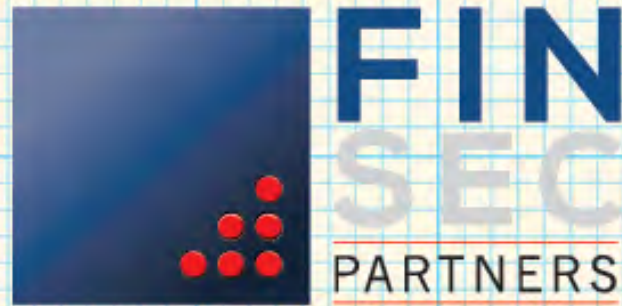
Families who fail to adequately plan for retirement (and therefore successors) are more likely to end up:

- #1 Relying on the sale of farm assets to fund retirement**
 - #2 Experience family conflict**
-

THE AUSTRALIAN DISCONNECT

- \$41 billion owed on credit cards
- 73% do not believe that their compulsory superannuation contributions will meet their retirement needs
... but only 30% of us are doing something about it
- 71% of males will need to make an income protection claim
... but only 56% of us have it
- 900,000 households are under mortgage stress
... with interest rates the lowest they have ever been
- 52% believe that their finances are the #1 contributing factor of stress, irritability, anger and sleeplessness
... the social impact is far reaching

Better education will lead to better planning and better lives



The FinSec Formula
Knowledge + Clarity = Confidence

thank you

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