



Personal Advice Services

Tomorrow's
blossoms
relies on
today's seeds



Look through
the lens of
experience

Advice for all stages of life

As we move through the various financial stages of life, there is a constant changing emphasis on personal and family finances.

Our financial needs, wants and aspirations fluctuate as we move out of our 20s, through our 30s and 40s, then into our 50s and beyond.

Every financial decision in life is best made after considering as much relevant information as possible, accessing professional advice and being assisted to implement your decision.

Our role as the financial adviser to your superannuation plan is to provide you access to information, advice and assistance as and when you need it, conveniently and cost effectively.

Each life stage highlights the issues you may face and the services we can provide. The personal advice services menu

itemises the cost of these services, but also shows how you can choose a long term personal advice relationship for a low annual fee. Fees can be paid cost effectively from your superannuation account.

Personal Advice Services

This publication is a guide to financial decision making through life and how as your adviser, we are available for you every step of the way.

Information

- Dedicated email
- Dedicated phone
- Drop in sessions
- Information flyers
- Seminars
- Online access
- Workshops
- Newsletters
- Stockbroking research
- Regular statements

Services

- Super choice forms
- Insurance claims
- Super provider liaison
- Super fund comparisons
- Withdrawing super
- Overseas pensions
- Super projections
- Binding death nominations
- Unclaimed super assistance
- Investment switching
- Rollovers

Advice

- Investing
- Stockbroking
- Wealth protection
- Debt structuring
- Budgeting
- Retirement planning
- Reviews
- SMSFs
- Estate planning
- Salary sacrificing
- Super optimisation

If you want to go travelling you will need cash set aside. Consider saving strategies to make this happen.

Twenty something

Your twenties are the foundation years in building a future for the financial lifestyle you want. It is however, a balancing act between managing spending and accumulating as well as protecting your wealth.

Paying as little tax as possible means more cashflow

Claim all eligible tax deductions and offsets. It is important to know the difference between an offset and a deduction as this will have an impact on the money in your pocket.

Reduce your PAYG income with salary sacrifice strategies.

What am I saving for?

First home saver accounts may be something to consider if you are thinking of buying your first home. This will boost your deposit as well as any potential first home owners grant.

If you want to go travelling you will need cash set aside. Consider saving strategies to make this happen.

Controlling debt

Consolidating personal loans and credit card debt could be a way

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to save on interest. Regularly assess whether the loans you have are appropriate or is there something better?

Take your personal credit rating seriously; this may affect your future borrowing capacity.

Protecting what you've got

Consider your home and contents, car and travel insurance.

Your biggest asset is you and the income you earn. Make sure your health insurance is adequate; you have income protection and for the sake of your dependents ensure you have enough life insurance.

Investing for the future

At this stage retirement is far off in the distance. Getting your superannuation set up and working for you is the best way to ensure you are looking after your future without actually having to do much work.

Services and advice you may need

Budgeting, debt consolidation and structuring, salary sacrificing, superannuation and wealth protection.

For details refer to the [personal advice services menu](#) (click).

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Thirties

Career, family and accumulating wealth are competing priorities in your thirties. Being time poor demands efficiency in all aspects of life, especially your finances. Consolidate your debts, super, insurance and review other investments. Access professional advice to make the process as efficient as possible.

Managing debt

Be vigilant about consolidating debt and where possible make sure it is working for you. Buying an asset with debt that is tax deductible can increase your after tax income and provide other gearing benefits.

Debt for which you cannot claim a tax deduction should be reduced as a priority.

Getting superannuation in order

Now is the time to consolidate super by choosing one super account, adjusting investment options in line with your risk profile and reviewing life insurance/salary continuance arrangements.

Super will be a significant part of your future wealth, particularly

as superannuation guarantee payments are increasing over time to 12%.

Wealth protection

For the financial security of you and your family all your assets need protecting, including your ability to earn income. Home and health insurance, income protection, life and total and permanent disability insurance are all essential.

Understanding what you need and how much, requires advice.

Entering the property market

Getting professional advice can ensure costs are minimised in areas such as mortgage interest rates, offset accounts and insurance.

Take advantage of any eligible concessions, grants or entitlements.

Family additions

The arrival of a new family member will impact family finances. Consider ways to manage costs, such as childcare or school fees and changing work patterns.

Services and advice you may need

Debt structuring, property financing or refinancing, salary sacrificing, superannuation, wealth protection.

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In your forties

During these productive earning years, the priority is accelerating wealth accumulation. Take advantage of opportunities to increase contributions to superannuation and borrowing to invest outside superannuation, while ensuring income and assets are protected.

Family matters

The changing family dynamic can impact family finances in different ways. Income can be boosted by a parent going back to full-time work.

Is it worth the sacrifice?

Salary sacrificing strategies offer the combined benefits of reducing taxable income and taking advantage of the lower tax environment for super.

These strategies are designed to accelerate growth in a super account balance with minimal impact to income.

Career moves

Most people will go through a career change, move employers or be promoted into more senior roles several times over their working life.

A change in job roles or a career shift creates the opportunity to revisit super, investment and wealth protection strategies.

Borrowing to invest

A strategy to increase wealth is borrowing to invest. Gearing strategies can offer tax deductions, with the prospect of longer term capital gains.

Gearing can be achieved through margin lending, lines of credit using the equity in your home, as well as capital protected loans.

Any strategy needs to meet your risk profile.

Other investments v super

Paying off your mortgage first is what most people do however different strategies can maximise your super as well as paying down a mortgage.

Super and external investments will all be included within a retirement nest egg and should be periodically reviewed to ensure you are taking the appropriate approach.

Services and advice you may need

Gearing strategies, debt consolidation, salary sacrificing, superannuation and wealth protection, asset protection, inheritance advice, longer term care planning – parents.

For details refer to the [personal advice services menu](#) (click).

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Fifty and beyond

This is a time of transition, with plans evolving to create a lifestyle after full-time work and then into retirement. Planning takes into consideration current and future income needs; projected superannuation/ other asset values; access to government assistance and estate planning for the family.

How much is enough?

The amount of assets required to earn an income in retirement will depend on the lifestyle you want.

It is important to understand how much you need to accumulate to meet your new lifestyle budget. Things to consider are; calculating capital required, tax effectiveness of super and non super assets, setting an investment strategy, tolerance to the risk and the volatility and different asset classes.

Government assistance

To complement a private pension paid from personal assets there are a range of government payments, tax offsets and other benefits to be considered.

Some asset restructuring may be required.

Do I still need protection?

Insurance needs change throughout life stages depending on assets, debts, dependants and reliance on income.

If a mortgage or other debt is still on your personal balance sheet and the value of your assets (less debt) is not enough to live off, then life insurance is still advisable. If the income you are earning needs replacing if you are injured or taken ill, income protection should remain in place.

Happy families

Families become more complex over time with children, grandchildren and aging parents. Downsizing the family home may be a consideration, depending on personal financial circumstances.

Estate planning is more than just ensuring your Will is up to date. Consider a power of attorney, selecting an executor, giving guardianship, family trusts and binding death nominations in super. Inheritances may boost the family finances, but also require more sophisticated estate planning and asset protection strategies.

Planning for retirement

This is getting ready for me time, where you plan to pursue other interests and activities.

Transitioning to retirement can involve strategies like reducing your working hours and/or supplementing income from a super pension.

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Services and advice you may need

Transitioning to retirement strategies, superannuation contributions, pension income streams, property downsizing, estate planning, inheritance advice, longer term care planning – parents and self.

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For more information or to talk to your financial adviser
about your superannuation plan, please call 1800 807 223.

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Important Information The information in this booklet is of a general nature. It does not take into consideration any personal or individual goals, needs or circumstances. You should seek professional advice before acting on this information to make sure the strategies meet your individual circumstances.

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