Statement of Advice

(Your Advice Record)

Preparing for Retirement

Peter Fox and Sue Fox

Age: 60 and 60

DOB: 1/01/1963 and 1/02/1963

Report Generated by Simon Simmons of Good Advice

Simon Simmons

Good Advice

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Disclosure Statement

This software is intended for a **Licenced Financial Adviser** to create a financial plan, based on the information provided in the **Fact Find**, that has been completed by the client. This information is imported into a *Financial Plan* and is optimized by the Financial Adviser generating this report, based on the objectives of the client. Its purpose is to provide a dynamic mathematical model that shows the cause and effect of various financial transactions which are based on the information provided by you and assumptions about future values.

The software provides a number of Reports for you to view, that show the attributes of the Plan. In addition, the Financial Adviser will write an Advice Document.

The person writing this **Report** will have taken into consideration the most appropriate advice for your personal financial situation.

Default assumptions used for returns on investments and interest rates on loans will be based on the approximate average investment returns, with the time period being selected by the adviser.

All assumptions made and forecasts produced using this software are based on past performance.

Past performance is not a reliable indicator of future performance.

Please ensure the information that you provide is complete and accurate, otherwise, the projections may not reflect accurate future estimations. Before acting on the information consider the appropriateness of it having regard to your objectives, financial situation, and needs.

If you have any concerns, discuss these with your adviser.

Plan Objectives

Plan Objectives

This plan is to prepare Peter and Sue for a financially secure retirement. They wish to downsize their home in 4 years so that they can take advantage of the Downsizer Contribution. Peter is eligible for Salary Sacrifice and Sue would like to make additional After-tax super contributions. They would like to be debt-free when they start retirement. They plan a $50,000 overseas holiday in the first year of retirement. They would like to purchase a mobile home in the second year of retirement.

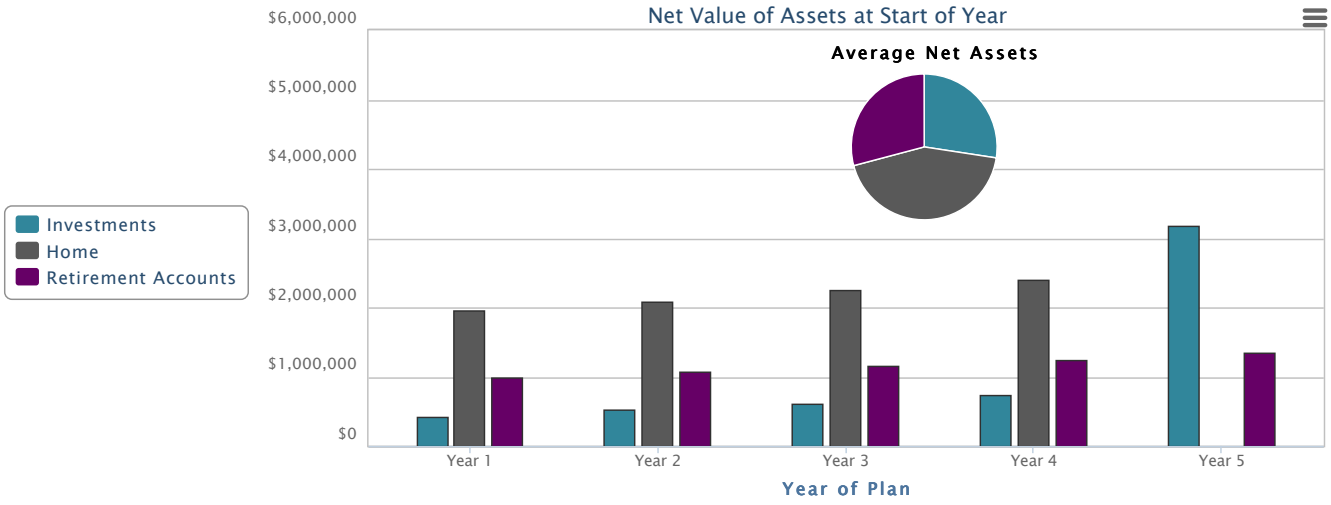
Main Strategy

- Peter to Salary Sacrifice $5,000 a year for 5 years
- Sue to make After-tax Contributions with 20% of the Salary Savings (after loans)
- Sell the $2m home in Year 4
- Purchase a new home (1.2m) in Year 5
- Make a Downsizer Contribution of $300,000 each in Year 5.

Milestones & Goals

The following milestones and goals are listed in the plan:

- **2027**: Be debt free (Joint)
- **2027**: Buy Mobile Home $100,000 (Joint)
- **2027**: Overseas Holiday (Joint)
- **2027**: Start retirement (Joint)



What You Own

Results are displayed in Present Value.

Asset	Value at Start of Plan	Value at Start of Retirement	Value at End of Plan
Transaction (Bank) Account	$30,000	$376,310	$459,762
Our House	$2,000,000	$0	$0
Investment Property	$300,000	$403,745	$543,368
Cash 1	$50,000	$94,336	$67,706
High Man Fund	$150,000	$353,059	$355,397
New House	$0	$1,405,639	$1,891,734
Peter's Super	$600,000	$1,162,852	$1,116,866
Sue's Super	$400,000	$960,968	$922,965

What You Owe

Results are displayed in Present Value.

Debt	Value at Start of Plan	Value at Start of Retirement	Value at End of Plan
Investment Property [Loan]	$100,000	$0	$0
Our House [Loan]	$50,000	$0	$0

My Advice

Executive Summary

Congratulations on choosing to save $3,000 a month for the next 5 years so that you can enjoy the lifestyle you want in retirement. The major feature of the financial plan I developed using cash flow modeling software is to downsize the family home and use the funds to contribute $600,000 to the Superannuation Downsizer Contribution. All the details of how I have managed all your loans are provided in the sections Homeownership, Investments and Superannuation.

What you want for lifestyle needs

You have indicated that you want to travel in your retirement. I have recommended that you start saving $10,000 a year for the next five years to fund your overseas holiday. I have also included the purchase of Mobile Home, using some of the profits from the sale of your home.

Consequences of My Advice

If you follow my plan, I believe you can afford a retirement income of $135,000 for the first 5 years. You will be able to live on your superannuation and income from investments. There will be no need to draw on the capital of your investments which will be drawn down over 25 years. In 25 years at age 85, you still have the income from your investment property which can be sold if you want a more liquid investment at that time. The reason for my recommendations are that I believe you will be financially independent and have the lifestyle you have worked for.

Financial Performance Snapshot

Figures are displayed in Future Value, except where indicated as Present Value (PV).

Legend

✔ You have completed this element of the plan
⚠ There may be elements you should review
✘ This element was not completed

Area	Status	
Salary	✔	Your annual salary at the start of your plan is $230,000.
Savings Allocations	✔	In the first year you have planned to contribute $46,000 (20.00% of your salary) to an Investment Plan.
Cash Flow from Investments	✔	At the start of your plan you have annual income from investments of $29,220.
Wealth Now	✔	At the start of your plan you have $530,000 in investments (including investment loans), and $1,000,000 retirement funds.
Future Wealth (at start of retirement)	✔	At the start of retirement your plan will have $3,657,300 net investments, and $2,123,821 retirement funds.
Debt Now	✔	At the start of your plan you have debts of $150,000 (including personal loans).
Future Debt (at start of retirement)	✔	You have no debts at the start of your retirement.
Lifestyle Goals	✔	You have included 1 lifestyle goal in your plan.
Retirement Goal	✔	Your retirement income in the first year of retirement is $152,740 (Present Value)
Risk Management (Peter)	✔	You have completed the Report Insurance Needs Self Evaluation assessment and a summary is provided in this report.
Risk Management (Sue)	✔	You have completed the Report Insurance Needs Self Evaluation assessment and a summary is provided in this report.

Home Ownership

Homes

This plan has 2 homes. Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Home: *New House*

New House is a home purchased by Peter in Year 5 with a value of $1,200,000 and a deposit of $1,200,000.

It is estimated that the value of the home will rise at 6.12% p.a.

There are no building improvements planned for this home.

At the start of the Retirement Phase, this home is worth $1,242,380 (which is $1,405,639 in FV).

At the end of the plan, this home is worth $1,477,820 (which is $1,891,734 in FV).

Home: *Our House*

Our House is an existing home owned jointly with a value of $2,000,000 at the start of the plan. The purchase price including costs was $1,000,000.

It is estimated that the value of the home will rise at 6.12% p.a.

There are no building improvements planned for this home.

At the start of the Retirement Phase, this home is worth $0.

This home is sold at the end of Year 4. It is estimated that the profit after selling costs is $1,202,096 (which is $1,294,526 in FV).

Loans

The following loans are assigned to your homes. If the home is sold, the loan is paid out at the same time.

Home Loan: *Our House [Loan]*

This is an existing loan with a value at the start of the plan of $50,000.

Our House [Loan] is a Principal and Interest loan with a term of 10 Years. It has an interest rate of 6.67% which is not fixed.

You plan to make additional payments totalling the following amounts each year:

- **Years 1 to 2:** $18,000
- **Year 3:** $2,539

With these additional payments it is estimated you will save $7,512 (FV) in interest charges.

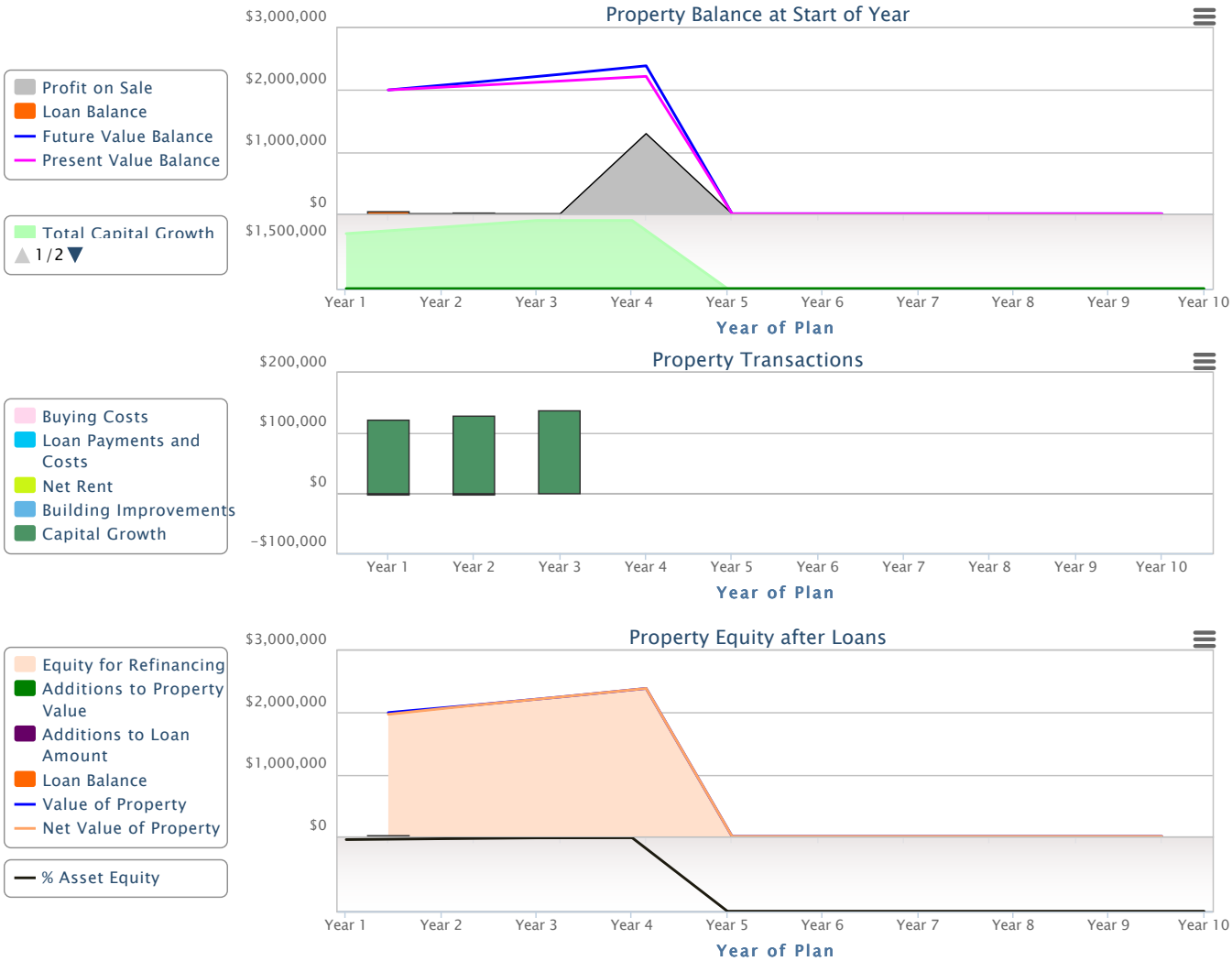
Notes

When using cash flow modelling software to estimate future changes in real estate prices, an average Capital Growth is selected. The value of each property will change year by year and no one can predict what these changes will be for a specific property or property in general.

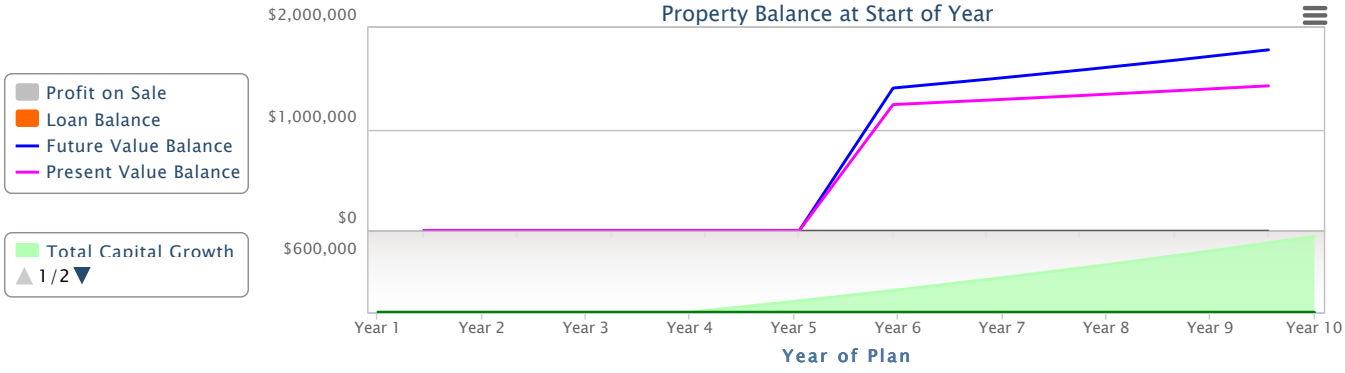
The Bureau of Statistics keeps an historical record of changes in property prices. They have estimated that the price rise of Established Houses for the 20-year period from 2001 was 6.46% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated the price rise was 3.13% with an Inflation Rate of 1.57%. The Real (after-inflation) Capital Growth Rates were 3.99% for the 20-year period and 1.53% for the 5-year period.

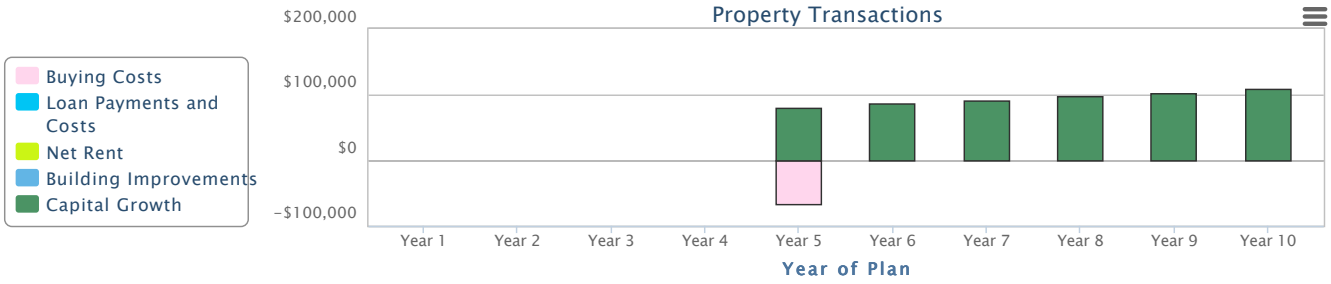
Where loans have been included, the interest rates are assumed to remain the same. Where the interest rate is not a fixed rate, then the interest charges may change. According to the Reserve Bank of Australia, the average Standard Variable Home Loan rate for the 20-year period from 2001 was 6.52% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated rate was 5.16% with an average Inflation Rate of 1.53%. These are Real (after-inflation) rates of 4.33% and 3.57%.

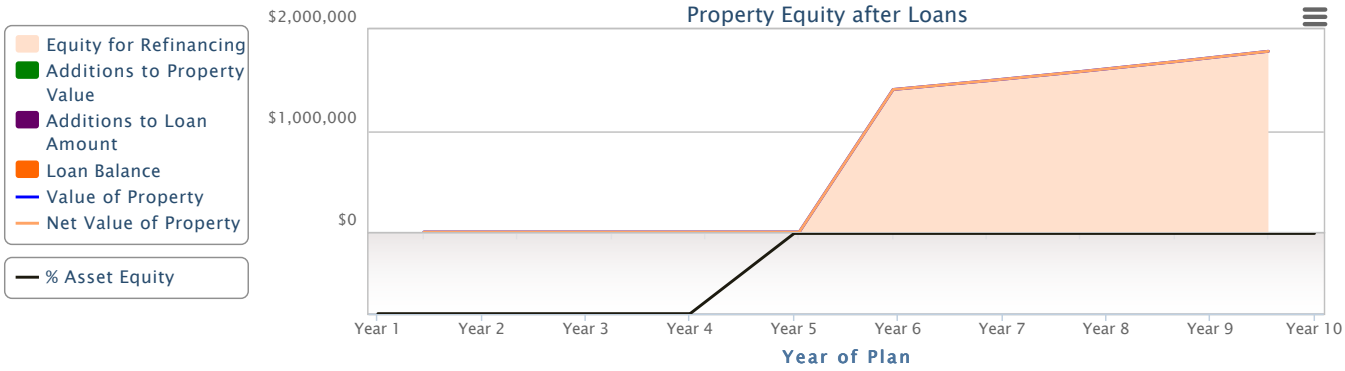
Our House



New House




Property Transactions
Buying Costs
Loan Payments and Costs
Net Rent
Building Improvements
Capital Growth
$200,000
$100,000
$0
-$100,000
Year 1
Year 2
Year 3
Year 4
Year 5
Year 6
Year 7
Year 8
Year 9
Year 10
Year of Plan


Property Equity after Loans
Equity for Refinancing
Additions to Property Value
Additions to Loan Amount
Loan Balance
Value of Property
Net Value of Property
% Asset Equity
$2,000,000
$1,000,000
$0
Year 1
Year 2
Year 3
Year 4
Year 5
Year 6
Year 7
Year 8
Year 9
Year 10
Year of Plan

Investments

Interest Earning Accounts

In the cash flow modelling software, money invested in interest earning accounts are of four types.

- Transaction (Bank) Account
- Cash Accounts such as savings or cash management accounts
- Term Deposits
- Bonds

The Transaction Account is the account through which all transactions occur.

Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Transaction Account

The balance of the Transaction Account at the start of the plan is $30,000. The investment return is 5.18%. During the plan, the account is not overdrawn at the end of any years.

At the start of the Retirement Phase, the balance of the Transaction Account is $376,310 (which is $425,760 in FV).

At the end of the plan, the balance is $459,762 (which is $588,535 in FV).

The following funds are withdrawn from the Transaction Account and transferred to the Budget for personal expenses:

- **Year 6:** $100,000

Cash Account: *Cash 1*

Cash 1 is an existing cash account owned jointly with a value of $50,000 at the start of the plan.

The investment return is 5.18% and interest is reinvested until Year 6, and then paid to the Transaction Account. The interest is taxed as income.

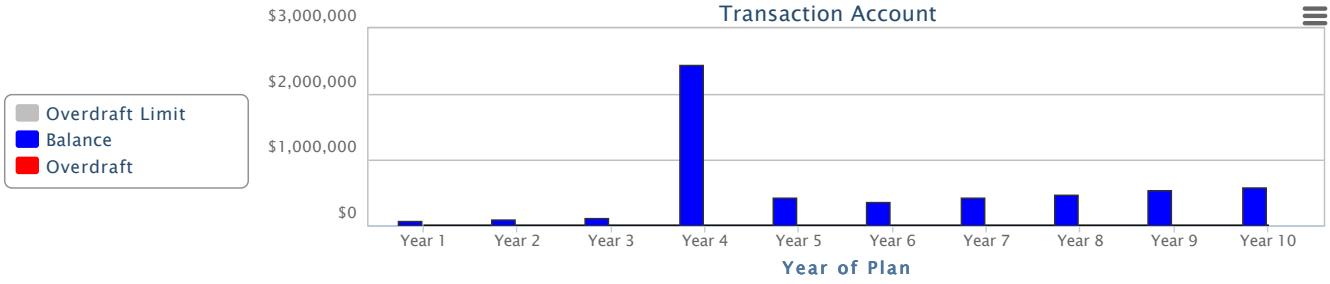
This plan uses the automated Investment Plan which allocates salary savings by a percentage. This percentage is calculated from the total savings allocation less any loan expenses. The allocation in the Investment Plan is:

- **Years 1 to 5:** 20.00%

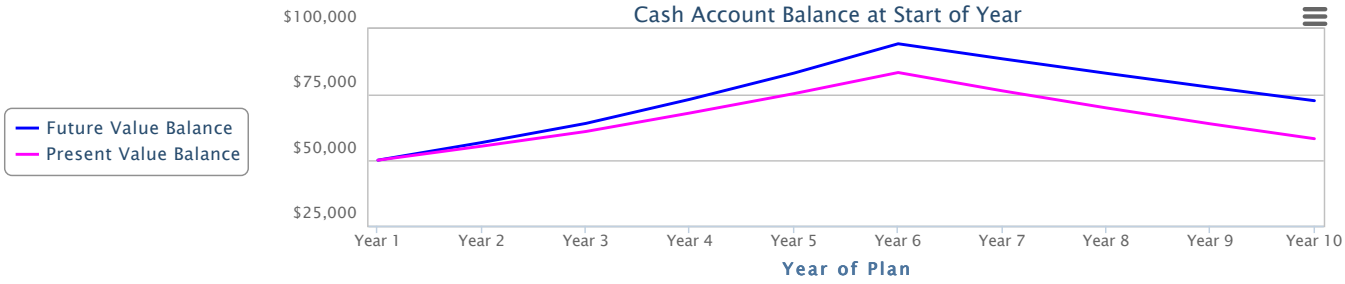
At the start of the Retirement Phase, this cash account is worth $83,379 (which is $94,336 in FV). The Retirement Drawdown commences in Year 1 of the Reitrement Phase and the funds are drawn down over 25 Years.

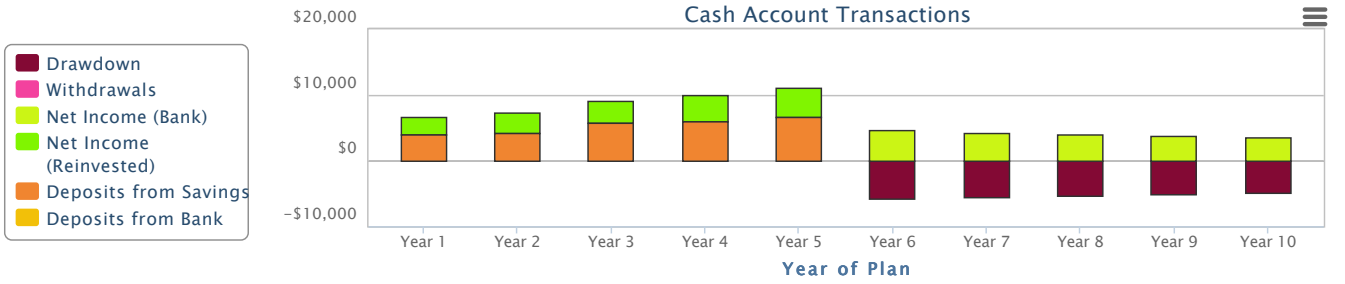
At the end of the plan, this cash account is worth $52,892 (which is $67,706 in FV).

Bank Account - Balance at End of Year



Cash 1





Managed Funds

This plan has 1 managed fund. Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Managed Fund: *High Man Fund*

High Man Fund is an existing managed fund owned jointly with a value of $150,000 at the start of the plan.

The managed fund's asset allocation is described as **Balanced**. Following is the breakdown.

Cash	15.00%
Domestic Fixed Interest	15.00%
Global Fixed Interest	20.00%
Defensive Assets	**50.00%**
Domestic Equities	17.00%
Global Equities	24.00%
Other Investments	4.00%
Property Trusts	5.00%
Growth Assets	**50.00%**

The estimated income from dividends is 5.00% and the estimated capital growth rate is 7.00%, a total return of 12.00%.

Dividends from this portfolio are:

- Reinvested during the Savings Phase.
- Paid to the Transaction Account during the Retirement Phase.

The dividends are taxed as income.

Imputation credits for Australia have been activated and it is estimated that 40.00% of the fund will be eligible for these tax credits.

This plan uses the automated Investment Plan which allocates salary savings by a percentage. This percentage is calculated from the

total savings allocation less any loan expenses. The allocation in the Investment Plan is:

- **Years 1 to 5:** 60.00%

At the start of the Retirement Phase, this managed fund is worth $312,053 (which is $353,059 in FV). The Retirement Drawdown commences in Year 1 of the Reitrement Phase and the funds are drawn down over 25 Years.

At the end of the plan, this managed fund is worth $277,635 (which is $355,397 in FV).

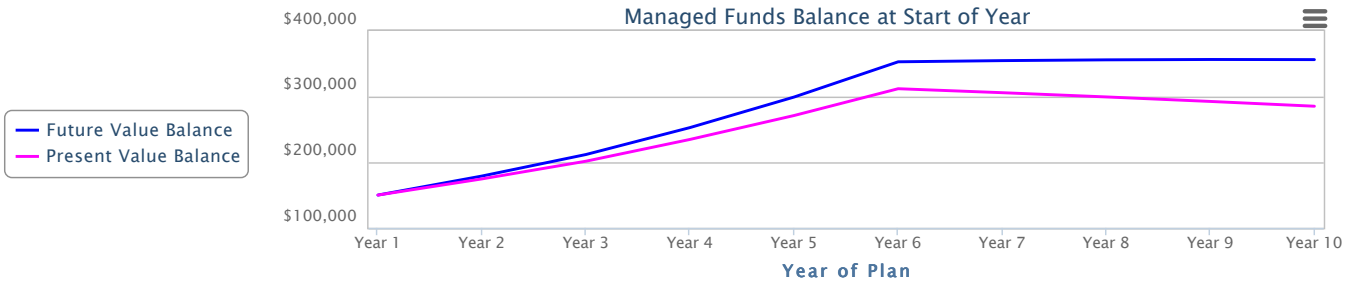
Notes

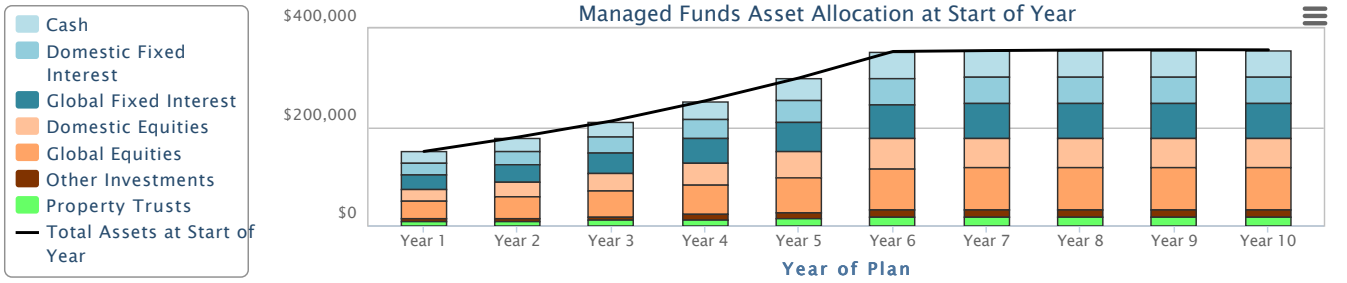
In this plan, it is assumed that dividends and capital growth remain the same. However, there may be considerable rise and falls of share prices for any specific share portfolio or the ASX200. It is estimated that the total return for the ASX200 for the 20-year period from the year 2001 was 9.38% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated total return was 9.29% with an average Inflation Rate of 1.53%. These are Real (after-inflation) rates of 6.82% and 7.60%.

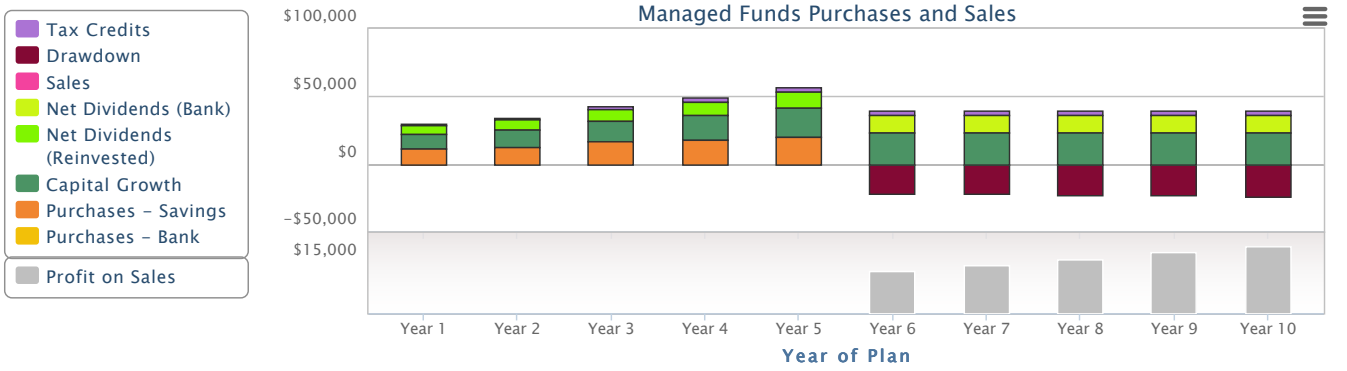
Where loans have been included, the interest rates are assumed to remain the same. Where the interest rate is not a fixed rate, then the interest charges may change. According to the Reserve Bank of Australia, the average Standard Variable Home Loan rate for the 20-year period from 2001 was 6.52% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated rate was 5.16% with an average Inflation Rate of 1.53%. These are Real (after-inflation) rates of 4.33% and 3.57%.

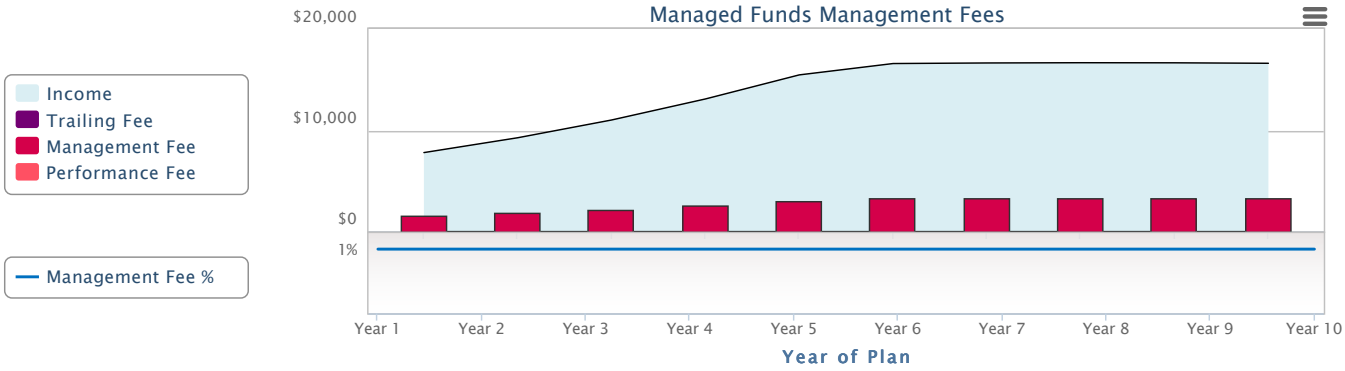
Margin loans, where the shares are the only security, are likely to attract a higher interest rate than the standard home loan.

High Man Fund









Share Portfolios

This plan has no allocation to purchase Australian shares directly.

Investment Properties

This plan has 1 investment property. Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Investment Property: *Investment Property*

Investment Property is an existing investment property owned jointly with a value of $300,000 at the start of the plan. The purchase price including costs was $250,000.

The estimated gross income is 5.00% p.a. with recurrent costs of 15.00% p.a. of the gross income. It is estimated that the value of the investment property will rise at 6.12% p.a.

There are no building improvements planned for this investment property.

You have not included any capital purchases such as replacement of furnishings or carpets.

At the start of the Retirement Phase, this investment property is worth $356,852 (which is $403,745 in FV).

At the end of the plan, this investment property is worth $424,478 (which is $543,368 in FV).

Loans

The following loans are assigned to your investment properties. If the investment property is sold, the loan is paid out at the same time.

Investment Property Loan: *Investment Property [Loan]*

This is an existing loan with a value at the start of the plan of $100,000.

Investment Property [Loan] is a Principal and Interest loan with a term of 10 Years. It has an interest rate of 6.67% which is not fixed.

You plan to make additional payments totalling the following amounts each year:

- **Year 3:** $15,000
- **Year 4:** $18,000
- **Year 5:** $16,836

With these additional payments it is estimated you will save $15,810 (FV) in interest charges.

Notes

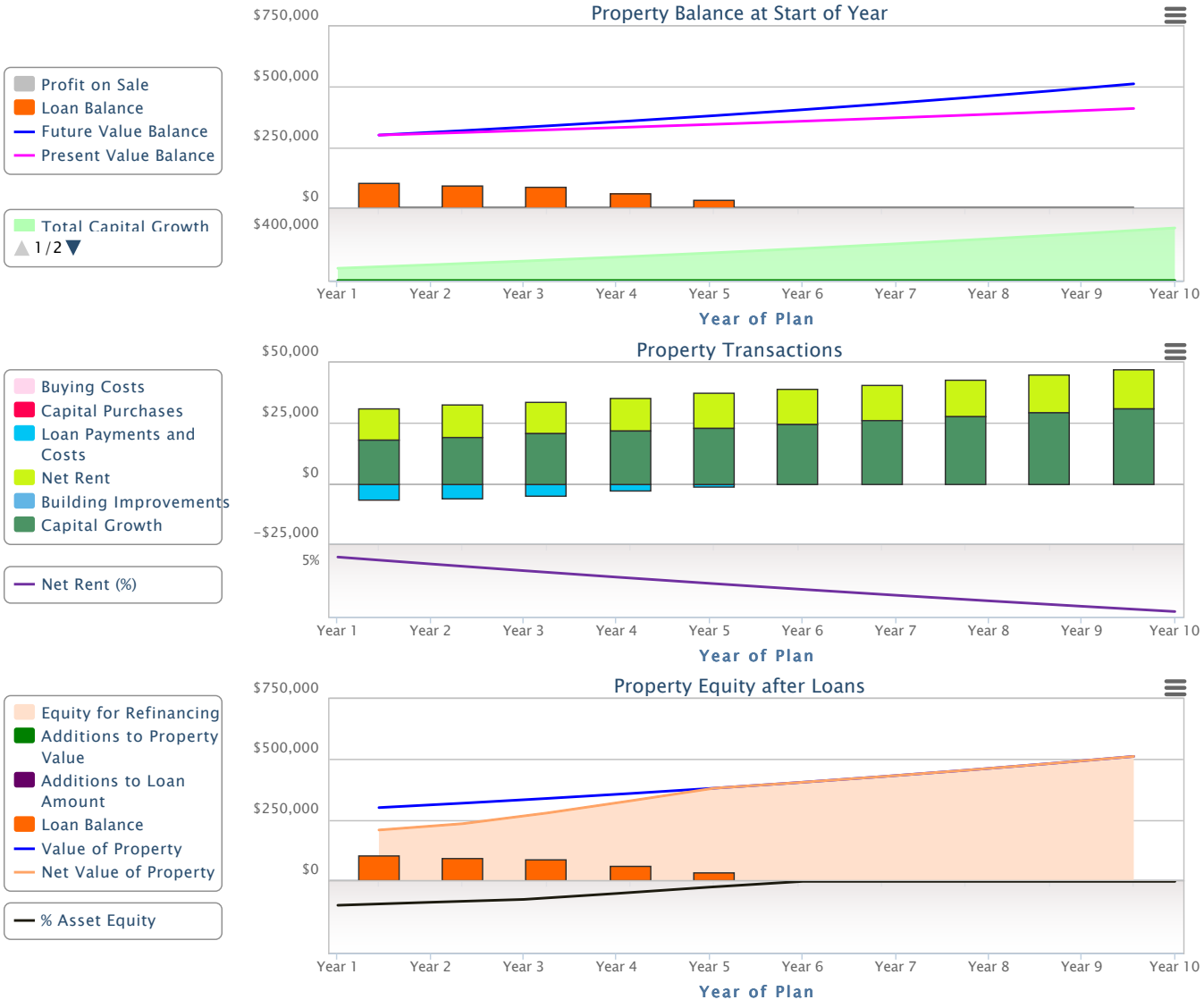
When using cash flow modelling software to estimate future changes in real estate prices, an average Capital Growth is selected. The value of each property will change year by year and no one can predict what these changes will be for a specific property or property in

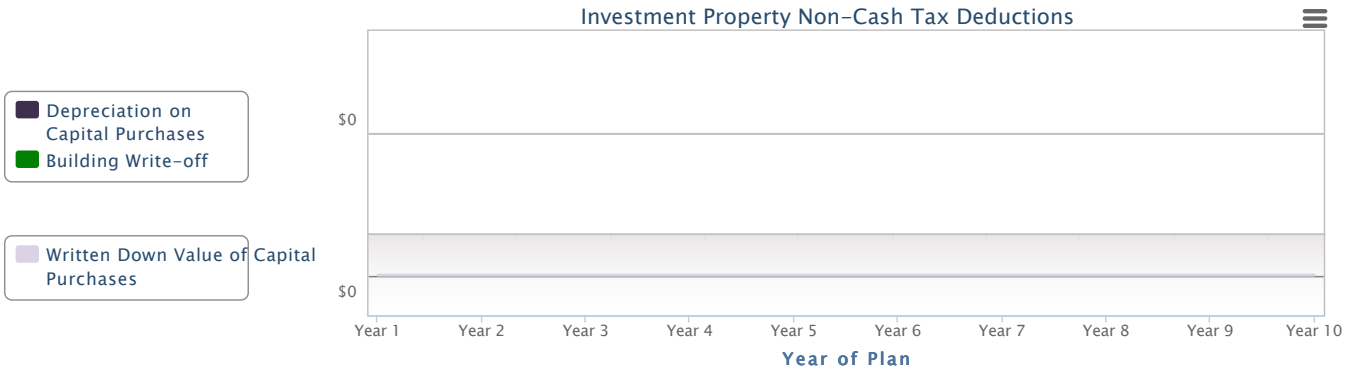
general.

The Bureau of Statistics keeps an historical record of changes in property prices. They have estimated that the price rise of Established Houses for the 20-year period from 2001 was 6.46% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated the price rise was 3.13% with an Inflation Rate of 1.57%. The Real (after-inflation) Capital Growth Rates were 3.99% for the 20-year period and 1.53% for the 5-year period.

Where loans have been included, the interest rates are assumed to remain the same. Where the interest rate is not a fixed rate, then the interest charges may change. According to the Reserve Bank of Australia, the average Standard Variable Home Loan rate for the 20-year period from 2001 was 6.52% with an average Inflation Rate of 2.39%. In the 5-year period from 2016, the estimated rate was 5.16% with an average Inflation Rate of 1.53%. These are Real (after-inflation) rates of 4.33% and 3.57%.

Investment Property




Investment Property Non-Cash Tax Deductions
Depreciation on Capital Purchases
Building Write-off
Written Down Value of Capital Purchases
$0
$0
Year 1
Year 2
Year 3
Year 4
Year 5
Year 6
Year 7
Year 8
Year 9
Year 10
Year of Plan

Superannuation

The combined value of all Superannuation Funds at the start of the **Savings Phase** is $1,000,000.

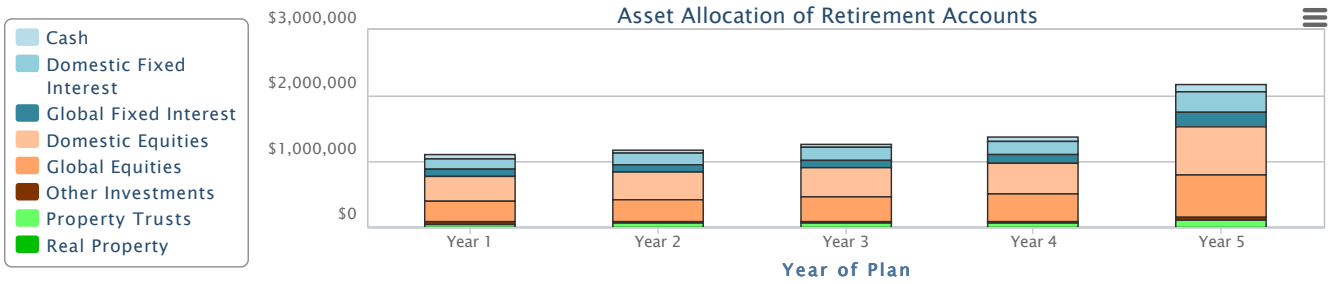
The combined value of all Superannuation Funds at the end of the **Savings Phase** is $2,123,821 which is a Present Value (or Today's Dollar Value of $1,877,148.

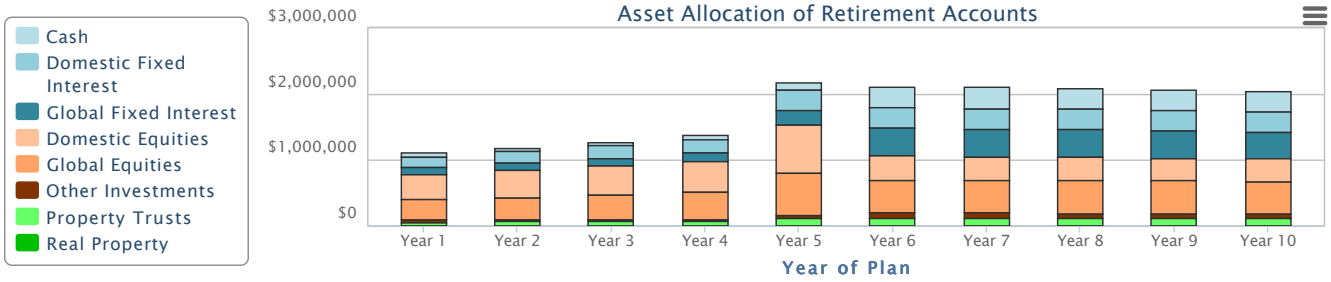
The combined value of all Superannuation Funds at the start of the **Retirement Phase** is $2,123,821, which is a Present Value (or Today's Dollar Value) of $1,877,148.

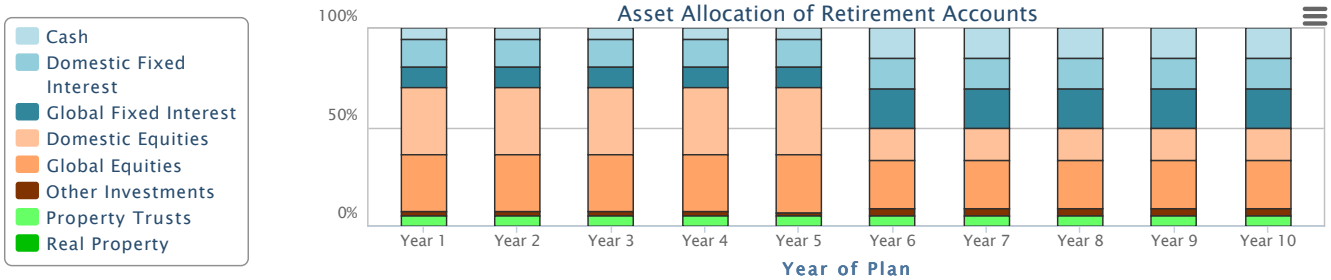
The combined value of all Superannuation Funds at the **end of the Plan** is $2,039,831, which is a Present Value (or Today's Dollar Value) of $1,593,513.

The graphs represent:

- Dollar value for the first 5 years – including Asset Allocation
- Dollar value for the length of the plan - including Asset Allocation
- Asset Allocation for the length of the plan







Superannuation/Pension Funds

This plan has 2 superannuation/pension funds that are employer sponsored and are defined contribution funds. Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Super/Pension/KiwiSaver Fund: *Peter's Super*

Peter's Super is a fund for Peter. Employer contributions are not paid to this superannuation account.

At the start of the plan, the total value of the fund is $600,000. The account balances are:

- Employer funded contributions: $600,000
- Personal pre-tax contributions: $0
- Personal after-tax contributions: $0

The following contributions are made from the bank account.

- Pre-tax contributions:
  - **Years 1 to 5:** $5,000
- After-tax contributions:
  - **Year 5:** $300,000

The following investment profiles are selected:

Start Year	Investment Profile	% pa Return
Year 1	High Growth	7.50%
Year 6	Balanced	7.00%

At the start of your drawdown at Age 65, the balance of this super/pension/KiwiSaver fund is $1,027,792.

The drawdown amount has been calculated to be drawn down over 25 Years.

At the end of the plan, this super/pension/KiwiSaver fund is worth $872,494 (which is $1,116,866 in FV).

Super/Pension/KiwiSaver Fund: *Sue's Super*

Sue's Super is a fund for Sue. Employer contributions are paid to this superannuation account.

At the start of the plan, the total value of the fund is $400,000. The account balances are:

- Employer funded contributions: $400,000
- Personal pre-tax contributions: $0
- Personal after-tax contributions: $0

In the investment plan, the following percentage of salary savings (after loan expenses) is allocated to the fund:

- After-tax contributions:
  - **Years 1 to 5:** 20.00%

The following contributions are made from the bank account.

- After-tax contributions:
  - **Year 5:** $300,000

The following investment profiles are selected:

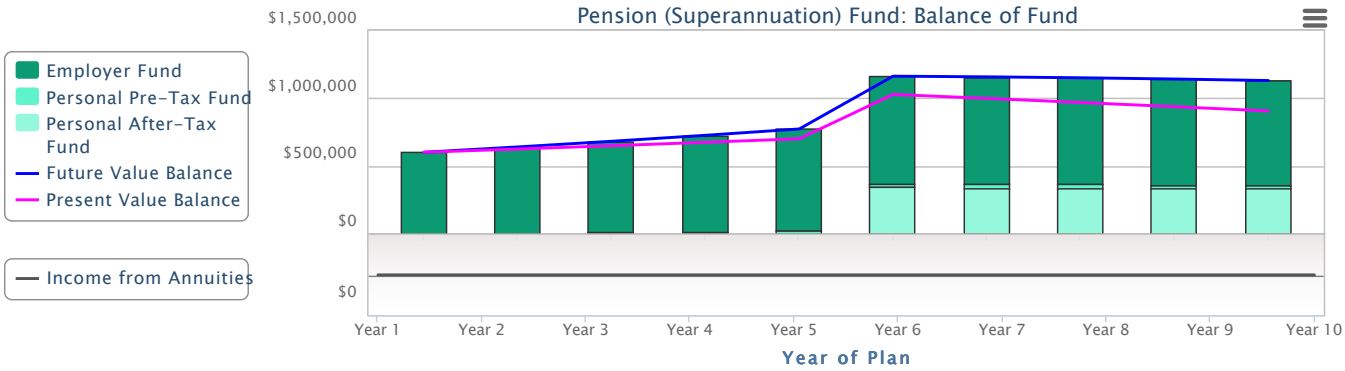
Start Year	Investment Profile	% pa Return
Year 1	High Growth	7.50%
Year 6	Balanced	7.00%

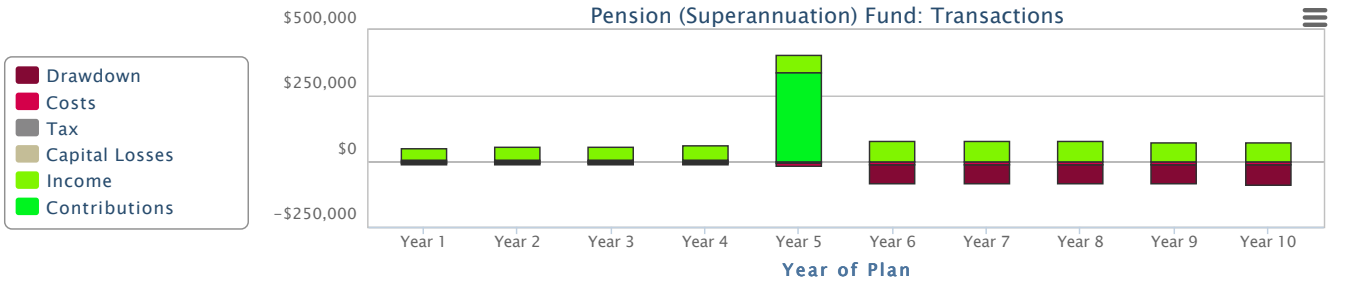
At the start of your drawdown at Age 65, the balance of this super/pension/KiwiSaver fund is $849,356.

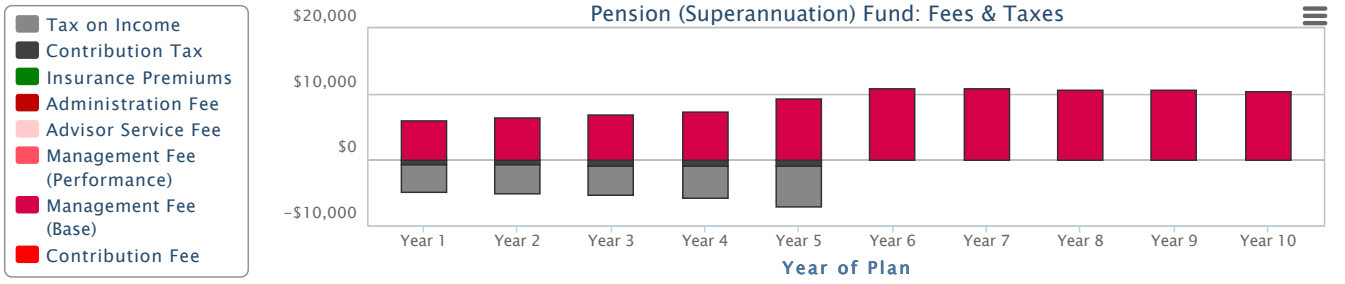
The drawdown amount has been calculated to be drawn down over 25 Years.

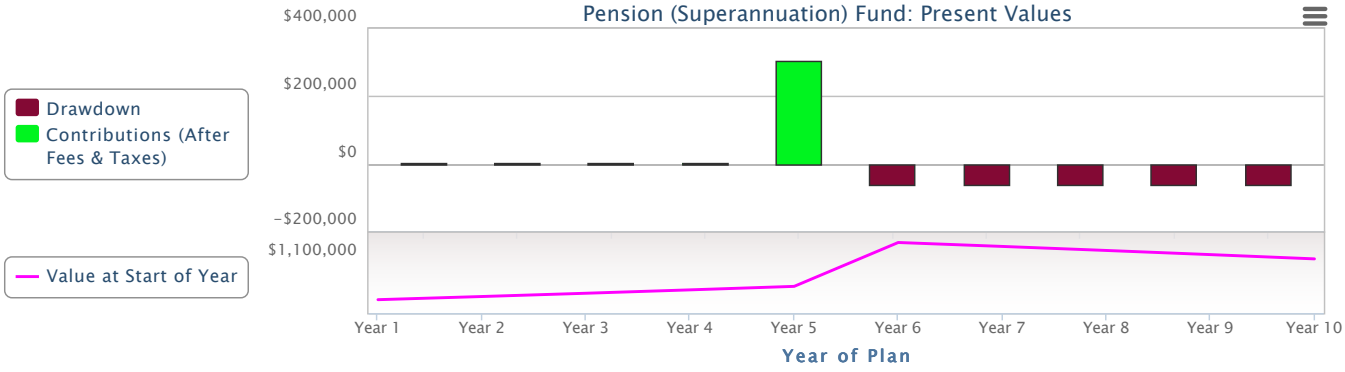
At the end of the plan, this super/pension/KiwiSaver fund is worth $721,019 (which is $922,965 in FV).

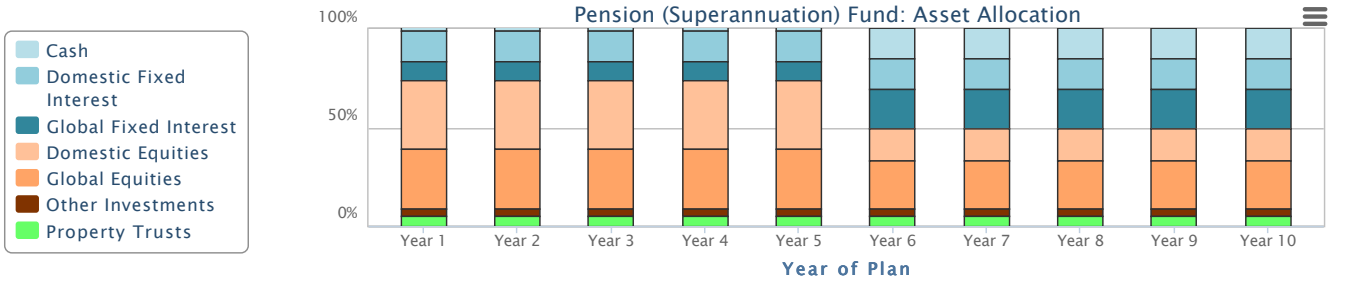
Peter's Super (Peter)

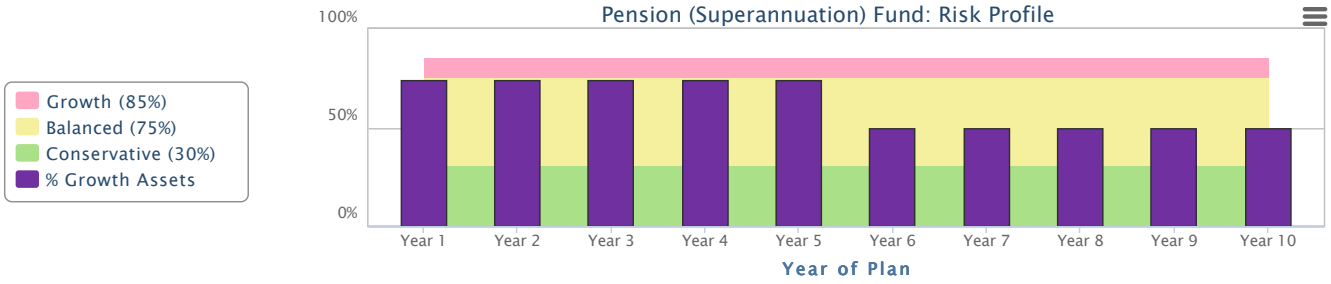




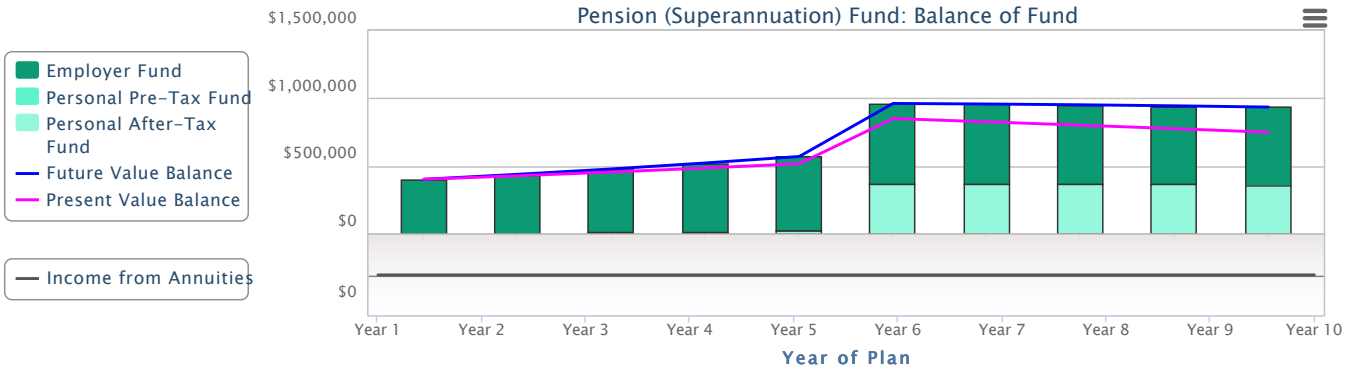


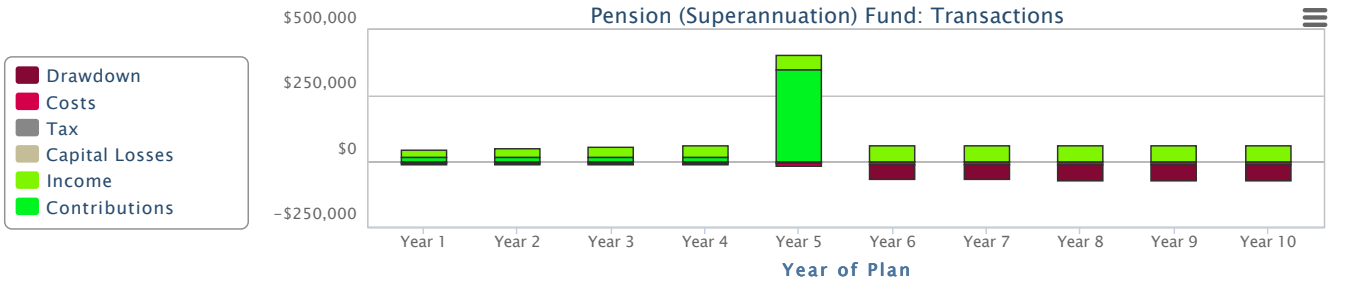


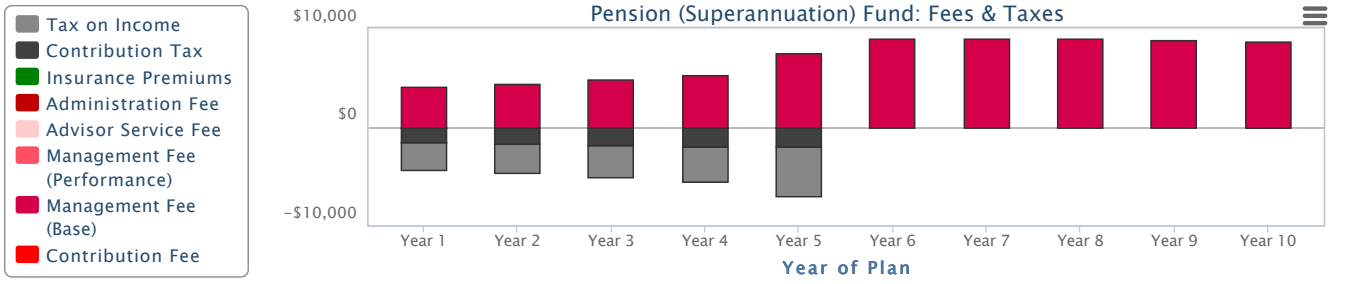


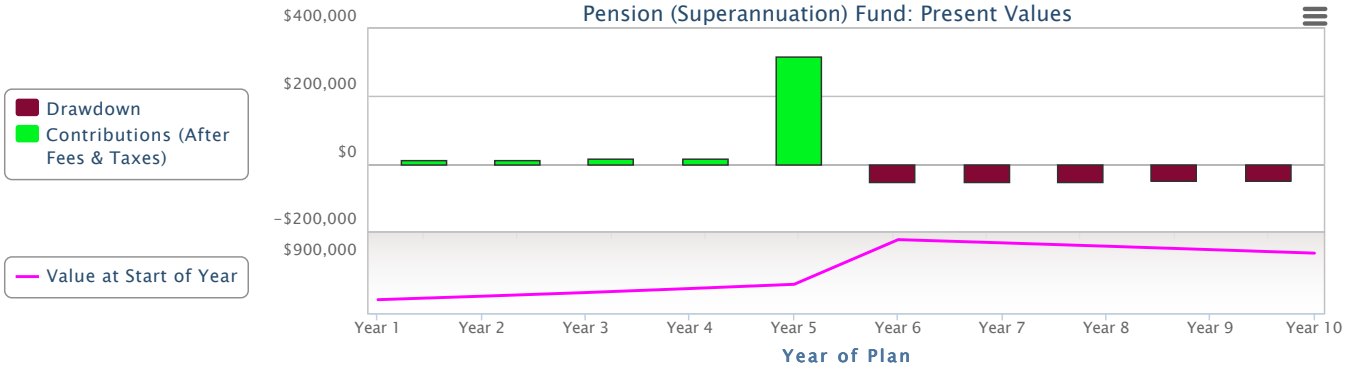

Growth (85%)
Balanced (75%)
Conservative (30%)
% Growth Assets
Pension (Superannuation) Fund: Risk Profile
100%
50%
0%
Year 1
Year 2
Year 3
Year 4
Year 5
Year 6
Year 7
Year 8
Year 9
Year 10
Year of Plan

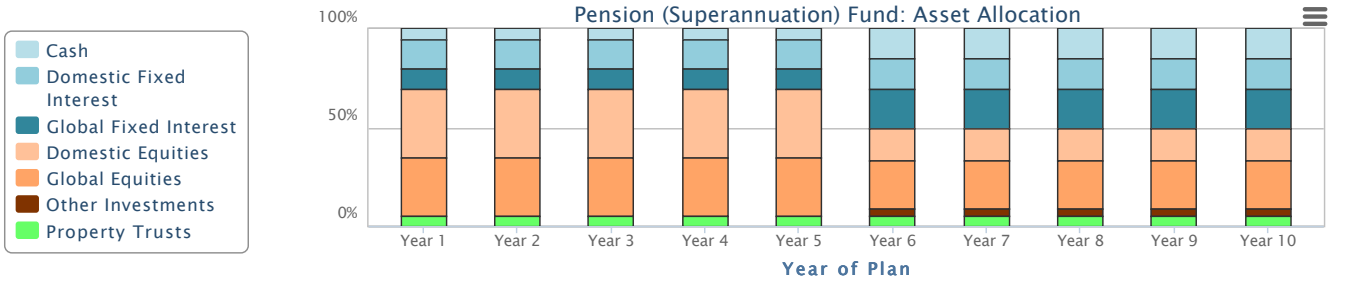
Sue's Super (Sue)

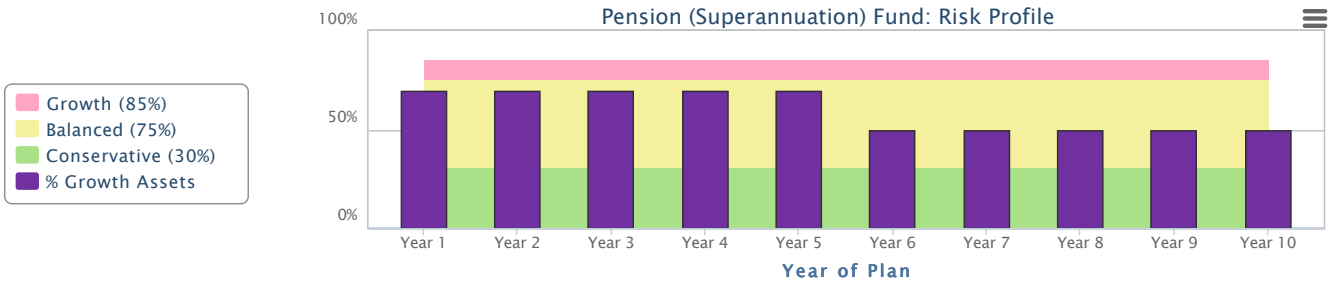











Growth (85%)
Balanced (75%)
Conservative (30%)
% Growth Assets
Pension (Superannuation) Fund: Risk Profile
100%
50%
0%
Year 1
Year 2
Year 3
Year 4
Year 5
Year 6
Year 7
Year 8
Year 9
Year 10
Year of Plan

Credit Cards, Personal Loans & Personal Savings

Credit Cards

This plan has no credit cards.

Personal Loans

This plan has no personal loans.

Lifestyle Goals

Lifestyle Goals are savings for personal expenses which are deducted from the budget. This plan has 1 lifestyle goal. Note all values are listed in "Today's Dollar Value" (PV), unless listed as (FV), the inflation-indexed value.

Lifestyle Goal: *Oversea's Holiday*

You plan to start saving for your *Oversea's Holiday* in Year 1. The total cost is $50,000 and you will save $10,000.00 per year for 5 Years.

Lifestyle Goals (PV)	**2023**	**2024**	**2025**	**2026**	**2027**
Age (Peter, Sue)	**Age 60, 60**	**Age 61, 61**	**Age 62, 62**	**Age 63, 63**	**Age 64, 64**
Balance at Start of Year	**$0**	**$10,000**	**$20,500**	**$31,519**	**$43,076**
Savings	$10,000	$10,250	$10,506	$10,769	$11,038
Oversea's Holiday	$10,000	$10,250	$10,506	$10,769	$11,038
Purchases	$0	$0	$0	$0	$55,191
Oversea's Holiday	$0	$0	$0	$0	$55,191
Balance at End of Year	**$10,000**	**$20,500**	**$31,519**	**$43,076**	**$0**

Additional Information

When preparing this document, I have taken into consideration the personal information you provided.

Family

Our three adult children are all financially secure. We are looking forward to starting retirement in 5 years and would like to travel. We plan an overseas trip costing $50,000. WE would also like to purchase a mobile home for $100,000 so we can do more traveling in Australia. We plan to sell our home in the year before we retire and make the $300,000 downsizer contribution in the first year of retirement.

Employment

Peter is a public servant and his superannuation contribution is 15.60%. Sue has a secure position.

Health

We are both in good health

Estate Planning

We both have wills and power of attorney

Investment Experience

We don't have a lot of experience so we purchased an investment property and are investing in a high growth managed fund.

Investment Risk Profile

We prefer to be diversified with investments in real estate and managed funds

Your Objectives for the Next 5 Years

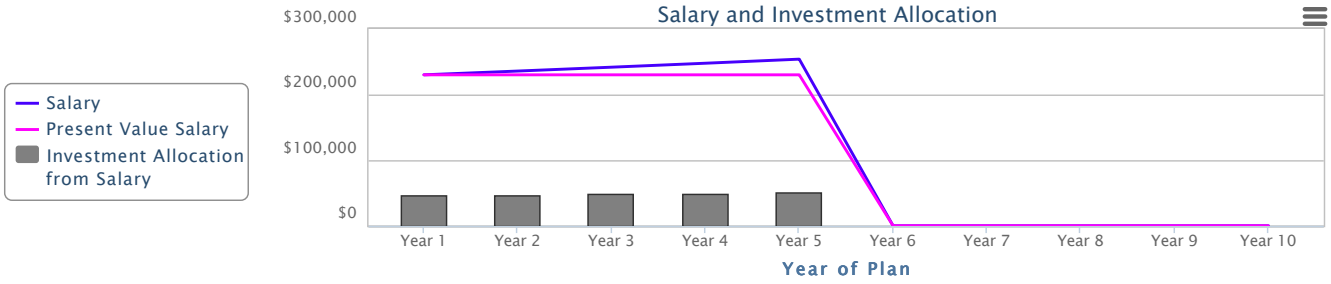
- To be debt-free in 5 years
- Downsize our home before retirement and make the $300,000 each downsizer contribution in the first year of retirement
- Peter has been offered a salary sacrifice of $5,000
- Sue would like to grow her super by allocating 20% of her salary savings (after loans) as an After-tax contribution

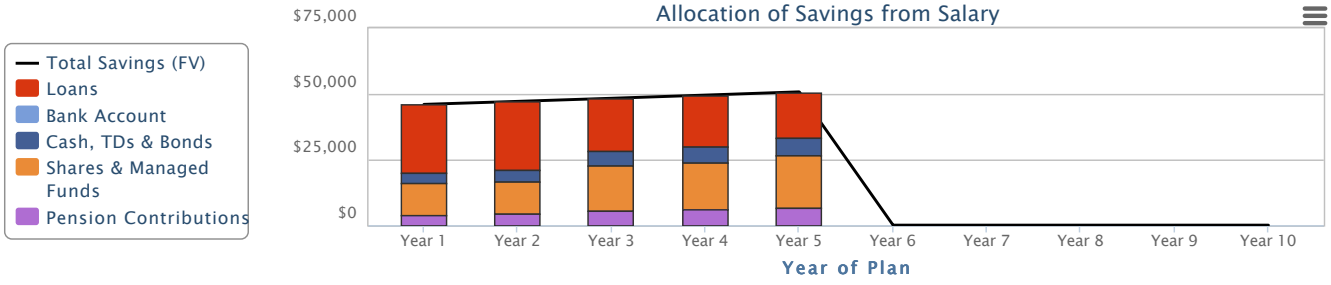
Advice You Require

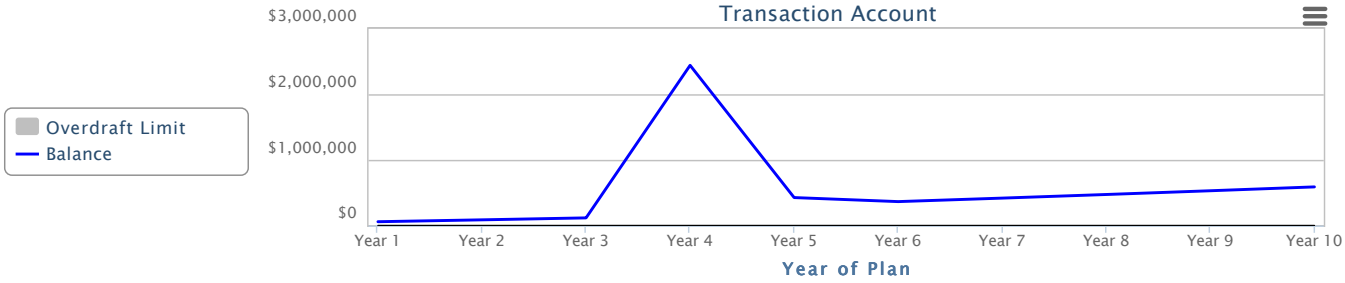
We would like advice on a debt management plan , how to manage our investments and superannuation as we prepare for retirement

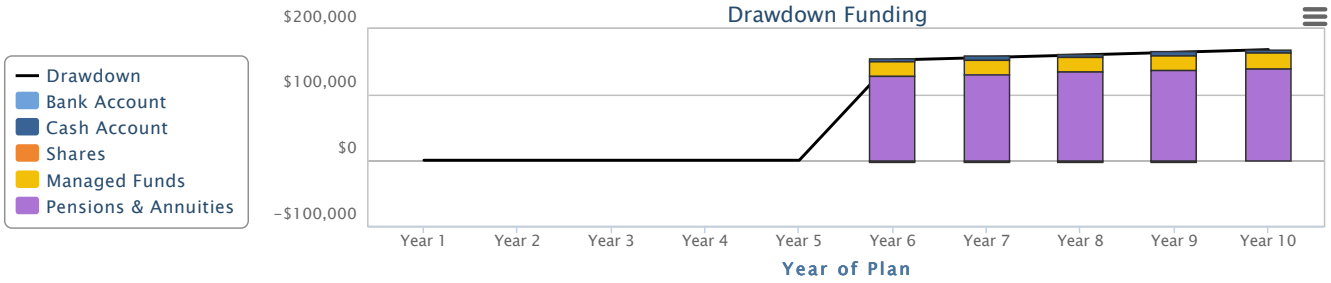
Key Indicator Graphs

The following four graphs give an overview of the most important aspects of your plan.









Salaries

Note all values are listed in "Today's Dollar Value" (PV).

Salary: *Peter's Salary* (Peter)

This salary is increased at the inflation rate.

The salary has been listed as:

- **Years 1 to 5:** $130,000
- **Years 6 to 10:** $0

Following is the percentage of the gross salary that is allocated to savings from salary. This money is used to pay for home loans and home improvements, investment loans net of rent, investments, and personal contributions to retirement accounts.

- **Years 1 to 10:** 20.00%

Salary: *Sue's Salary* (Sue)

This salary is increased at the inflation rate.

The salary has been listed as:

- **Years 1 to 5:** $100,000
- **Years 6 to 10:** $0

Following is the percentage of the gross salary that is allocated to savings from salary. This money is used to pay for home loans and home improvements, investment loans net of rent, investments, and personal contributions to retirement accounts.

- **Years 1 to 10:** 20.00%

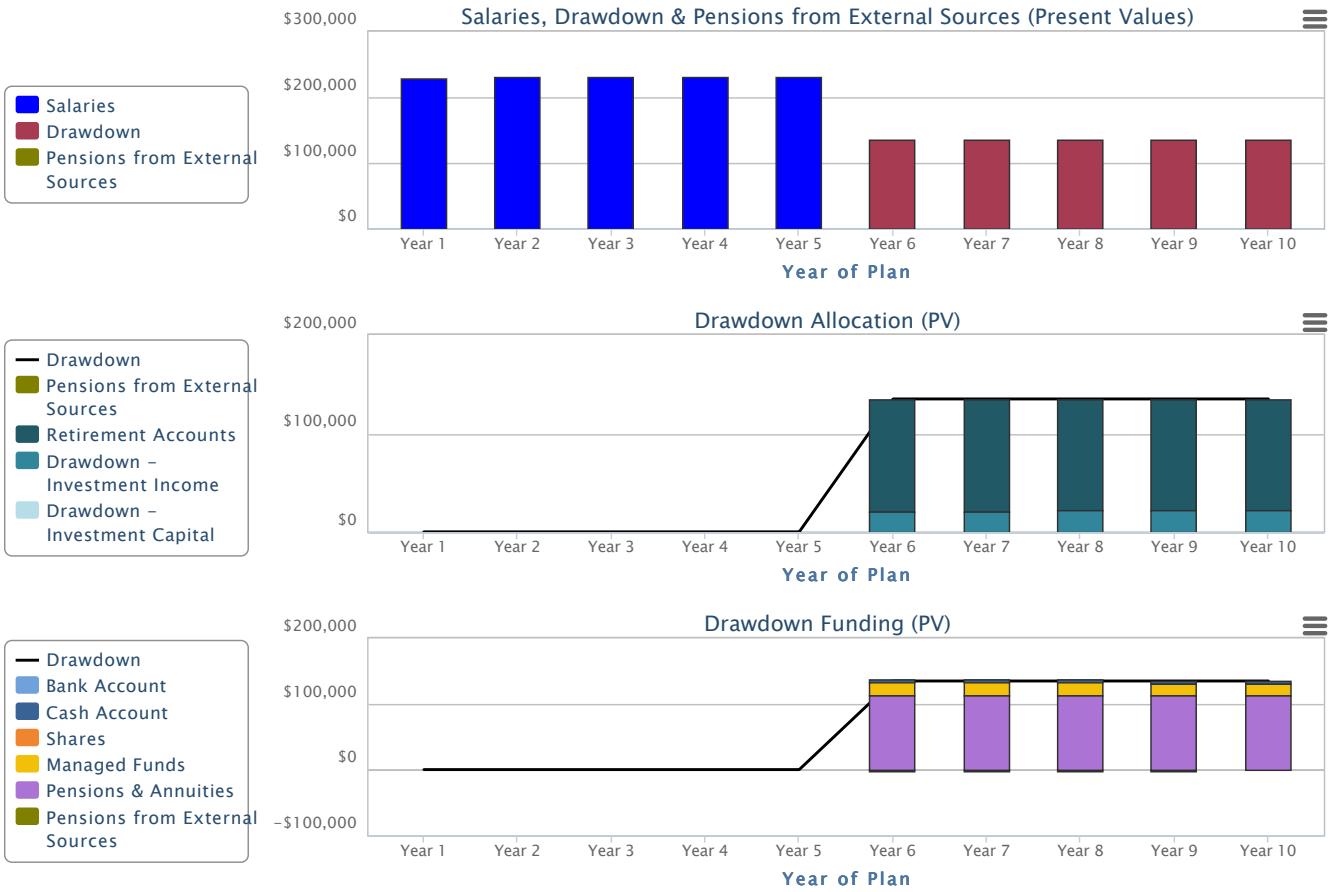
Retirement Income

The drawdown for retirement income commences when Peter is Age 65 and Sue is Age 65. Pensions from external sources are not included in the retirement income.

Retirement income is transferred from the Transaction Account to the Budget to cover any tax due on this income and your living expenses in retirement.

The plan has allocated the following retirement income:

- **Years 1 to 5:** $135,000



Insurance

Life Insurance (Death & TPD): *ABC Life* (Peter)

Peter has *ABC Life* as Life Insurance (Death & TPD) with a value of $500,000 and premiums of $1,000. This cover is from Age 60 to Age 65.

The payments are made from superannuation.

Life Insurance (Death & TPD): *ABC Life* (Sue)

Sue has *ABC Life* as Life Insurance (Death & TPD) with a value of $500,000 and premiums of $1,000. This cover is from Age 60 to Age 65.

The payments are made from superannuation.

Insurance Cover and Cash Flows

This information should be read in conjunction with the detailed *Insurance Needs Evaluation Report*. This summary shows the results for the first three years of your plan. The results are displayed in Future Value.

Expenses and Investment Income

Item	Status		Year 1	Year 2	Year 3
Total Expenses	✔	Your plan has annual expenses of:	$104,404	$104,753	$99,265
Investment Income	✔	Your plan has annual investment income of:	$29,220	$32,910	$37,009
	⚠	Income less Expenses:	-$75,184	-$71,843	-$62,256

Liquid Assets

Item	Status		Year 1	Year 2	Year 3
Liquid Assets	✔	Your plan has liquid assets of:	$225,000	$288,427	$357,229

Insurance Cover - Peter Fox

Item	Status		Year 1	Year 2	Year 3
Life	✔	Your plan has life insurance.	$500,000	$500,000	$500,000
Total & Permanent Disability	✔	Your plan has total & permanent disability insurance.	$500,000	$500,000	$500,000
Trauma	✘	Your plan has no trauma insurance.	$0	$0	$0
Income Protection	✘	Your plan has no income protection insurance.	$0	$0	$0

Insurance Cover - Sue Fox

Item	Status		Year 1	Year 2	Year 3
Life	✔	Your plan has life insurance.	$500,000	$500,000	$500,000
Total & Permanent Disability	✔	Your plan has total & permanent disability insurance.	$500,000	$500,000	$500,000
Trauma	✘	Your plan has no trauma insurance.	$0	$0	$0
Income Protection	✘	Your plan has no income protection insurance.	$0	$0	$0

Summary

Savings Phase

Final outcome of your Savings Plan in Present Value

At the end of your 5 year savings plan, you will be 64 (Peter) and 64 (Sue) years old.

It is estimated that, in Net Present Value, your home will be worth $1,242,380, your investments will be worth $1,128,594 and your retirement funds will be worth $1,877,148.

Your investments will be yielding a Real (After Inflation) Return of 4.94%.

Retirement Phase

Final outcome of your Retirement Plan in Present Value

At the end of your 5 year retirement plan, you will be 69 (Peter) and 69 (Sue) years old.

It is estimated that, in Net Present Value, your home will be worth $1,477,820, your investments will be worth $1,214,767 and your retirement funds will be worth $1,593,513.

Your investments will be yielding a Real (After Inflation) Return of 4.23%.

Dear Peter and Sue,

I believe my recommendations to help you secure a better financial future will benefit you greatly.

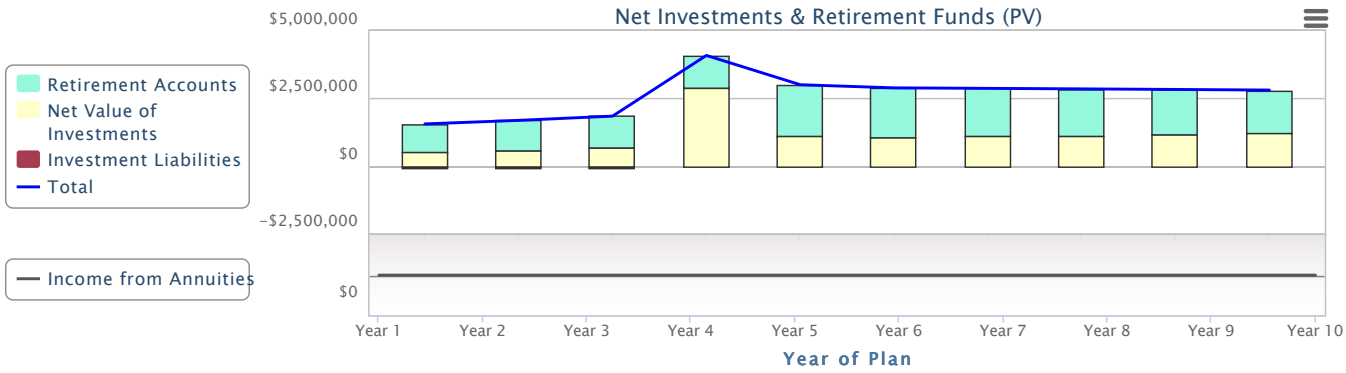
Listed below is a summary of your financial situation at the start and end (in brackets) of this Savings Plan in Present Value:

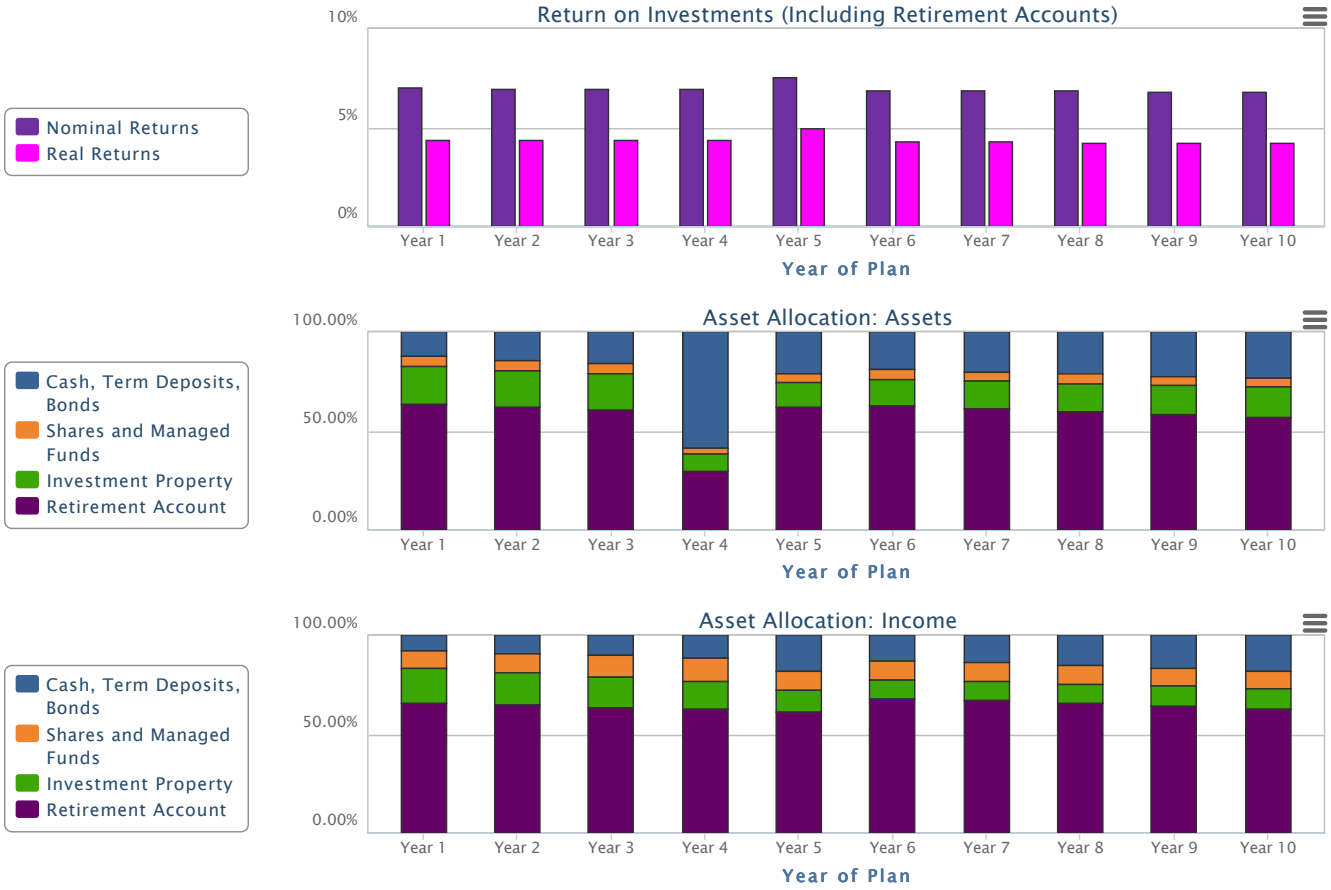
- Net Value of Home: $1,950,000, ($1,477,820)
- Net Value of Investments: $430,000, ($1,477,820)
- Retirement Funds: $1,000,000, ($1,593,513)

Please reach out if you have any questions.

Simon Simmons

Good Advice





Before you sign this authority to proceed, I would like you to check that I have:

- Given you my Financial Services Guide (FSG).
- Given you a Product Disclosure Statement (PDS) for each financial product I have recommended.
- Talked to you about your personal circumstances, insurance needs, and financial goals in a way you understand and answered your and discussed any commissions I will receive.

If I haven't done all these things, do not sign the authority to proceed.

Before you sign this authority to proceed, please make sure that you have:

- Read all the documents I have given you.
- Checked that your personal information in this document is accurate.
- Asked me questions about anything you want to be clarified.

By signing below, you agree to representatives of Good Advice, applying on your behalf for the products recommended in this Advice Record.

Signed,

Peter Fox	Sue Fox	Date
Simon Simmons *Good Advice*		Date