

SMART TALK

Financial Planning | Tax and Accounting | Mortgages | Estate Planning

December, 2015

Merry Christmas

First of all I would like to thank you and all the Dollar Growth Financial Group clients, for the support and loyalty you have shown us in the past quite hectic year. As we continue to witness and suffer, almost on a daily basis, the budgetary difficulties governments experience coping with the sharp downturn in tax revenues, it is just as well to remind ourselves that all of us are vulnerable and mortal when it comes to any potential fall-out resulting from global or local financial turmoil or fundamental taxation and superannuation reforms that are bound to come our way in the months ahead.

Nothing is without consequence and the smarts are always on the look out for strategies to cover their ongoing commitments, and protect their valuable asset base. And so should you!

I see our task at Dollar Growth as a fundamental commitment to the overall wellbeing of our clients so that they can get on with their life and work towards securing a better future. Our guiding business ethos 'Advice for Life' looms large in our approach to the way we fundamentally think about our clients. You!

We consider all aspects of the contact experience between you and us to be an open-ended commitment. You are not just a number, or just any financial planning or tax & accounting client, but an important individual with unique finance related needs and aspirations. Our task is to provide you effective solutions that bring with it ongoing peace of mind. Thus, we consider the key to our bond with you is the way we look after your and your family's financial interests on an ongoing, aspirational basis. That is, to never lose sight of the things you want to achieve with the resources at your disposal.

There is a simple logic in the proposition that I want to put to you right now, and that is: all your personal and family accumulated wealth/assets need to be protected against loss, and all financial commitments entered into by you need to be able to be sustained without fear of default. There is only one way this can be achieved.

The future is always uncertain and the likelihood of a sudden collapse of income-or worse, has the capacity to put everything you have worked for in jeopardy, and your family's ongoing commitments at risk of collapse. I believe that is a circumstance you ought not tolerate for a moment longer, if you have not already taken appropriate protective steps. Consider this as a topical issue, and please put your natural aversion to all matters to do with the testy topic of insurance on hold for a moment.

The National Centre for Social & economic Modelling (NATSEM) has found women are the biggest wage earners in more than half a million dual income households. This group is growing and is rapidly becoming a key social driver. This trend is reflected in the fact that the proportion of women receiving higher education is also growing. This of course means they are taking home higher salaries, and because they tend to have occupations like nursing and teaching that are better cushioned against economic downturns, their importance as a crucial breadwinner needs to be underwritten and fully recognised.

Furthermore, as life expectancy rises, as we know it is, so does the risk of women developing breast cancer. The two factors are tragically linked. In fact two in three cases of breast cancer occur in women aged between 40-69 years. Fortunately they have a 89% chance of surviving five years after diagnosis. >>>

>>> However, when it is realised that nearly six in ten couples (58%) with children now have both parents in the work force (compared with 40% in the 1980's)*, and that four in ten women (compared with three in ten men) have NO superannuation, it becomes alarmingly clear that it is now more important than ever to have in place appropriate personal insurances to protect family accumulated wealth and income-earning capacity to underpin long term family commitments, (not to mention lifestyle and aspirations in later life).

Unfortunately in very many cases the need to protect the breadwinner status of women in the work force is over looked. Women lag significantly behind men in the extent of their financial protection, be that life cover, total and permanent disability insurance, income protection or trauma insurance. As a result many families ability to safeguard their future lifestyle and pressing financial commitments are left at risk. I am reminded of Hamlet's famous soliloquy:

*"To be, or not to be - that is the question:
Whether 'tis nobler in the mind to suffer
The slings and arrows of outrageous fortune
Or to take arms against a sea of troubles,
And by opposing end them."*

It is a relatively modern phenomenon that both partners - the primary breadwinner and the person who manages the household - (part-time or full-time) - are essential to the ongoing financial wellbeing and survival of a family unit. It is therefore crucial to have the right level of personal protection in place to ensure that each partner in the family structure may continue to play their part in supporting daily needs and commitments and longer term dreams and aspirations, even in the event that something goes terribly wrong.

Let me also remind you: prostate cancer is now the biggest cancer risk in men. Significantly, the survival rate has increased dramatically in recent years, which is why it has become VERY important to have in place insurance offering Income Protection, and Total & Permanent Disability and Trauma benefits. There are specific benefits on offer that relate to prostate cancer that you may want to think about, and may want to talk to us about so that you are insured, not just your car!

I believe we at Dollar Growth Financial Group have a crucial and ongoing responsibility to partner you through the critical phases in life, especially when the family is growing and financial commitments are at a stretch, and you can't afford to lose regular income; at times when all you have worked hard for family needs to be protected; and even when it is time to sort out the family inheritance, and put in place the financial safeguards for the next generation. We would like to continue to partner you on this journey, to secure for you a more stress free future.

Types of Events that Insurance can cover

Death, Temporary and/or Permanent incapacity due to accident or illness, Heart Attack, Cancer, Stroke and Permanent Disability are some of the common events that people are most often pay for by insurance proceeds. By seeking our advice, we will advise you as to the most important and pressing events to insure to meet your personal requirements. Providing 'Advice for Life' is what we are all about!

As we approach the end of another year, on behalf of all the staff at Dollar Growth Financial Group, I would like to wish you and your loved ones a Merry Christmas and a happy and prosperous new year.

For more information or to talk to one of our team, visit our web site or call us on **9787 5555**.

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