

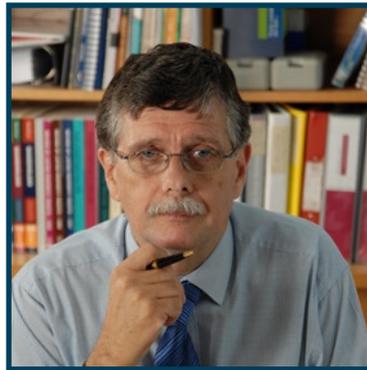
smart TALK

FEBRUARY, 2012

FROM THE DESK OF PHILIP ENGER

Dear Reader,

As we move into 2012 and think about all the economic uncertainties that confront us on a daily basis, it is as well to take a deep breath and remind ourselves that there is help readily at hand.



The Team at Dollar Growth has settled in at its new premises at Canterbury, and has started the year with a colourful change. We have added a spurge of colour to our signage – orange no less – to brighten our image, and to reinforce our long held determination to continue to look after our clients' interests in the best possible way.

We have also appointed Bruce Carr to head up our home and business loan section. Bruce is highly experienced and in high demand by people who feel they are paying too high interest on their loans, or who have in fact entered into inefficient or inappropriate arrangements with their funds provider. If you are unhappy with the type of loan you have it would be worthwhile to contact our office to make an appointment with Bruce. (Check out our website as well to get to know Bruce!)

Another piece of good news is that our Senior Accountant Kim Ta will soon be having a baby. We all wish her well. In her absence a long time associate of Dollar Growth Tax & Accounting Strategies and Tax Agent, Janice Melville will head up the Team. Janice is a highly experienced professional and a respected member of the CPA and IPA.

She looks forward to meeting all Dollar Growth Tax & Accounting Strategies clients when she takes up her role in early March.

STAYING IN TOUCH

While there has been plenty of doom and gloom around for over two years now, the time has come for us to step forward and review the structural soundness of all client financial circumstances. For our new clients this assessment is up to date, while for some of our older clients this assessment needs to be completed.

What do we mean by 'structural soundness'? What we mean by this is: arranging all elements of clients' financial – personal/family/business – affairs in some appropriate

way to achieve the best tax arrangement/outcome, the best investment, income and life protection, pension outcome, modern estate planning to guarantee minimum tax outlay at time of death, etc., all wrapped in a package that is flexible and adaptable.

The various elements constitute structural components that are designed to add up to more than the sum of the parts. In affect, it adds up to peace of mind.

Our duty as your financial adviser is to help you develop a core strategy that suits your personal circumstances and recognises your life goals. Once these objectives have been activated it is our job to help keep you focused to manage your personal financial affairs.

We would like to remind you how Dollar Growth can make a real difference to your ongoing financial health. It all starts by 'staying in touch.'

It doesn't matter how experienced you are or how much money you have the same principle applies: because each person's situation is different the structural components will have to be aligned in a different way, but there will be commonality of purpose, like: managing debt, 'strategising' superannuation, investing to generate extra income for growth, planning for retirement, investing in insurance to protect the nest egg, and generally keeping expenses under control in the context of a livable life.

Everyone is compelled to address issues like these (and many more), so it is important to realize that help is close at hand. Dollar Growth can partner you to a more secure future. Call Simon, Philip or Handan today!! on our new number 9787-5555, to lock in your financial future.

KNOWING WHAT TO DO

Financial planning isn't just or all about planning to retire. Some, (even many) people think what resources they possess is not worth thinking about. Or: that financial planning is for the rich, and at a time when you need to start to think about retirement. Nothing could be further from the truth.

For example, we find people come to us because they want to achieve a specific goal or set of goals, but simply can't get around to making it happen; or don't know how to put a plan into action. Making money work for you to get you where you want to go faster isn't 'hocus-pocus', but it certainly can be seen as a mystery or as a 'not-for-me' undertaking. We assure you, the first step is by far the most difficult. Soon you will be using terms like-asset classes, risk and return, compound interest, diversification, capital growth, etc. with understanding and confidence.

On the other hand, for those of you who are seasoned participants in the world of finance, the constant need to achieve and maintain structural balance in the management of your assets will need regular contact with the professionals at Dollar Growth.



SOME THINGS TO THINK ABOUT...

GOOD AND BAD DEBT

Most of us carry some debt, but there is a vast difference between good debt and bad debt. If you are carrying good debt (debt that is paying its way), you may well be sleeping well. If on the other hand you have a lot of bad debt, then you may be experiencing some sleepless nights. Our team of advisers at Dollar Growth can help you work out a strategy to pay off unproductive debt and get back to working for a better future. Speak to Bruce, he will help you get over some difficult speed humps — call him as soon as you can, on 9787-5555.

SUPERANNUATION

Many people don't think of superannuation as a real investment that requires active looking after. That is probably a bad mistake. The reality is that for most people superannuation is the biggest nest egg they hold after their home, and if the objective is to build long term wealth, then contributing the maximum to a super fund is a very cost effective way to achieve increased wealth.

With our help you can work towards retirement more effectively by growing your super, and utilising appropriate strategies to maximize the benefits that are open to you while you are transitioning to retirement.

Retirement planning is not necessarily a simple process. There are a number of things to bear in mind and implement if appropriate. You may need to think about, salary sacrifice, post-tax contributions, transition to retirement pension, splitting super with you spouse, etc.

Once again, we recommend you make an appointment to come and see us, sooner than later. Call Simon, Philip or Handan today on 9787-5555.

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INSURANCE

If ever there was a sleeper issue then that is insurance. It should be a necessity of life that as we live our life and build our future, we should also plan for the unexpected.

Making a decision to include insurance cover to protect all you have worked so hard to achieve could be one of the best decisions you will ever make. Finding the right cover depends on a number of things that are always very personal and very involving. Whether you need income protection, life insurance, total and permanent disability insurance, trauma insurance for your child, your Dollar Growth advisers will guide you through these difficult issues to help you make the right decisions.

Not having the right protection for a family's particular circumstance could lead to a devastating outcome. We urge everyone to seek advice to review their present arrangements. Phone Simon on 9787-5555.

WILLS AND ESTATE PLANNING

Too many Wills today still rely on precedents long since superseded. These are not suitable to deal with modern issues of asset protection, tax minimisation and the distribution of superannuation death benefits. A modern Will needs to deal specifically with issues such as guardianship of children and grandchildren, superannuation, life insurance proceeds, business assets or family trusts, matters almost never covered by 'simple Wills'.

Modern Wills should also offer tax advantages and protections to each beneficiary through employing individual Beneficiary Controlled Testamentary Trusts (BCTT). These BCTT's are given privileged status by Tax and Bankruptcy legislation and by Family Court practice, thus providing income and capital gains tax saving opportunities and protections to shield inheritances from the impact of common family occurrences such as divorce, bankruptcy and disability.

Also, if children are to inherit equally, a modern Will should provide appropriate adjustment processes that take into account assets, money or interests not transferred by the Will. For example, loans made to beneficiaries prior to the Will maker's death.

These issues should be addressed by everyone. We urge you to make contact with our estate planning solicitor, Terry Purcell, to make sure your affairs are in order. Just call our office to talk to Terry on our new number, 9787-5555.

Philip Enger

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