



## Meet John & Sandy...

### Current Situation

- John is working as an executive and Sandy is at home with the two children
- John is on a good wage, however, cashflow is always a challenge with private school fees, and the increasing cost of living
- Neither John nor Sandy know what insurance or Superannuation they have
- They are unsure about their banking or loan facilities
- They have not done any estate planning

### Challenges & Risks

- They wish to continue to send their two children to private school,
- They want to put in a pool and have regular holidays
- They don't want the stress that managing their money brings or to worry about how they may meet the bills or upgrade the car if they need
- They are focused on their day to day lives & do not have the time to worry about whether they have the best cashflow structure or loan
- They perceive that other families seem to find life easier and want to have that feeling of independence that others seem to have
- They have not given much consideration to the future, after schooling the girls



## Solutions

- The value in this instance, was the hours spent taking the time out without the children to really talk through the issues, the goals & the roadblocks
- Once we had a clear understanding of these concepts, we put into place a cashflow strategy that we monitored closely each month for the first six months
- We also restructured how they spent their money, including banking facilities and loan facilities
- We then put in place a foundation. We cleaned up the insurances, the superannuation, put a Will in place, catered for guardianship of the children, so that any future strategies are built on a very solid position
- We put in place projections that clearly outline how school fees are paid and when goals can be achieved (eg the new pool in July, 2014).
- We have started to have some discussion about the next phase, after the children's schooling. Does it include providing to a charity, do they wish to provide an amount to their children, when will retirement occur



## Outcomes

- John & Sandy have a very strict cashflow plan to adhere to, which in the beginning may have felt difficult, however, they can certainly see the reward
- They now have certainty in their position, in that the bases are covered, they can see where the money is going, and they can see when they can achieve things and why they cannot
- They have security in knowing that they are working with a team that understands their concerns, knows their situation and is working for them.

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