

PERSONAL WEALTH COACH



ProSolution
PRIVATE CLIENTS

Wealth Coach is a service that provides personalised ongoing financial advice about any matters which ultimately help you achieve your lifestyle and financial goals. This service is offered exclusively to clients of ProSolution Credit Advisory (our mortgage advisory service) by invitation only.

Almost all professional athletes at the top of their sport have a coach to keep them at peak performance. The reason for this is that a coach will notice when their game is off and help them make small adjustments that can result in huge payoffs. The same thing applies to your finances. A dedicated and independent financial advisor will keep you on course when you start chasing fast (risky) profits or worse still, procrastinate and waste time.

Our system for developing your own investment plan

We follow a specific system when we help clients plan for the future.

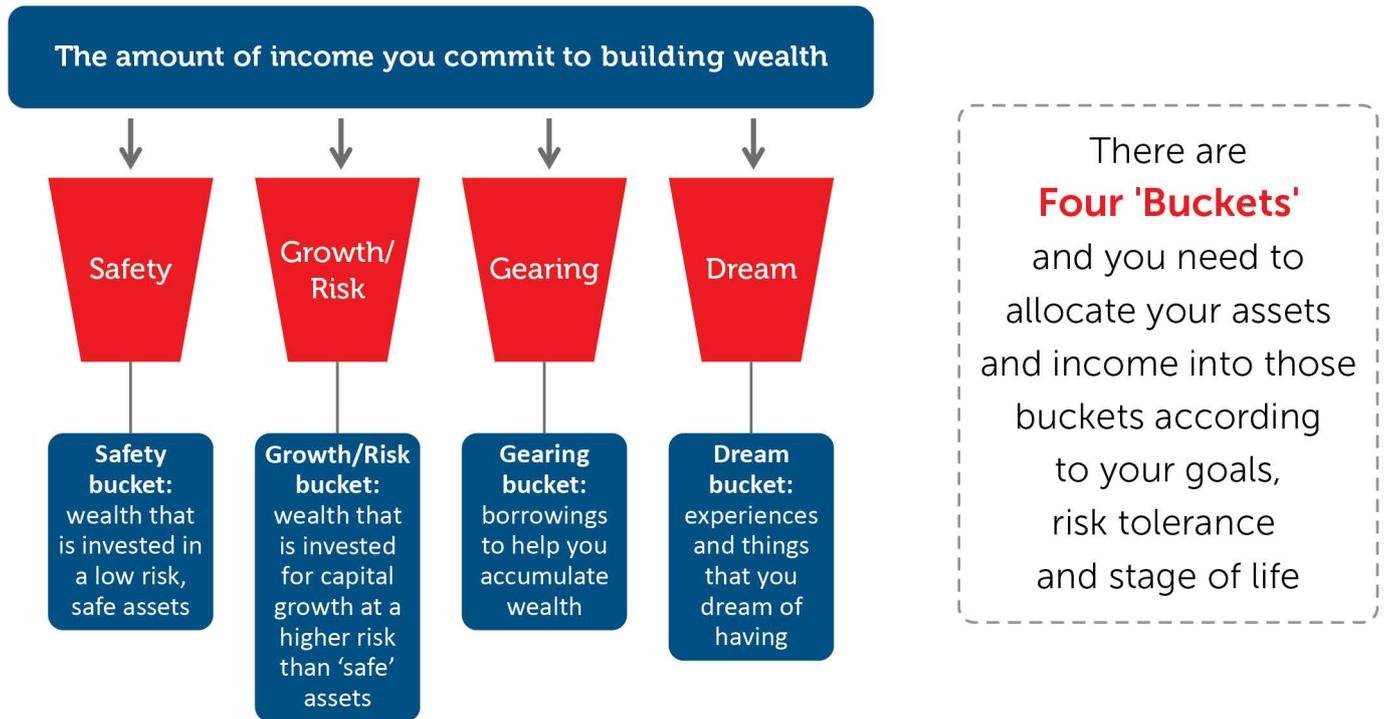
- The first step starts with defining your goals. It's hard to begin a journey if you do not know where your destination is. Our approach to planning must always consider short, medium and longer-term considerations and outcomes
- We then need to educate you about our investment philosophy (more about this below) and make sure you understand what works and what does not work when it comes to building wealth
- Once you have a clear picture of your goals and an investment philosophy, you need to establish your own set of investment rules. These rules will help you maintain your investment discipline thereby eliminating any emotional decision making (which often results in less-than-adequate outcomes). From thereon in, all financial decisions need to comply with your agreed investment rules.
- After these 3 steps are completed we will plan out the next 12 months in advance i.e. what actions you need to take to advance towards achieving your goals.
- Finally, our regular coaching will help you continue with regular strategic planning as it's important that you proactively take control of your financial destiny. We will assist you in confidently navigating the inevitable changes and challenges that life throws at us and make sure your money works hard for you, not the other way around.



INCOME AND ASSET ALLOCATION – YOUR BUCKET LIST

Anybody can become wealthy;
asset allocation is how you stay wealthy.

Arguably one of the most important decisions you need to make is where to allocate your money. If you invest it all in higher risk growth investments you might suffer large losses which may take many years to recover from. However, if you are too conservative you may not achieve your goals.



Safety Bucket

This consists of 'safe' investments such as cash, fixed interest and bonds. The likelihood of losing capital in these investments is low.

Growth/Risk Bucket

These investments typically consist of direct property and share market investments. The aim of these investments is to achieve strong and consistent capital growth. However, you have to understand that there is a reasonable likelihood that these investments will one day fall in value by around 35% at some point in your lifetime.

Gearing Bucket

This is the amount of money you borrow to invest. Investment borrowings can be a great servant but a bad master. Borrow wisely and safely.

Dream Bucket

You might get a bonus at work, make an outstanding investment or have some surplus cash flow – some of which you can allocate to the dream bucket. Your dream might be to go on an exotic holiday, buy a new watch or anything really. Part of your strategy should include an allocation into your dream bucket.

How Wealth Coach fits with the services we already provide you

The illustration below sets out how the Wealth Coach Service integrates with our other services.



FINANCIAL FREEDOM / RETIREMENT

Strategy & Advice

Cash Flow Management

Help you budget your cash flow so that you can allocate some cash towards a wealth accumulation strategy

Allocate your surplus cash flow

We'll advise you what to do with your surplus cash which may include:

- Repay or offset your home or
 - Investment loans
 - Invest in property
 - Invest in the share market
- Save cash / invest in other assets.

Tilt towards income

Once you have accumulated a strong asset base (i.e your investments have grown in value), we will help you invest "income style" assets to prepare for retirement.

Retirement

Aim to fund retirement from passive investment income without needing to 'eat' into capital.

Wealth Coach

Implementation

Funding Investments and goals

Loan structuring, tax effectiveness, minimise interest and fees, facilitate access to equity

Protect your family and your assets

Risk mitigation, wills and estate planning, insurance, assets protection

Minimise Tax

Proactive tax advice and structuring

Our Existing Services

What the Wealth Coach service includes

- Meet with Stuart Wemyss (by phone or in person) to discuss your financial matters and to develop a plan. Typically, it is important that we meet at least annually. See 'service options' below for meeting allocations
- Development of your own set of investment rules (which Stuart will hold you accountable for not breaking). This will keep you on the straight and narrow ensuring you are not 'distracted' by sales slick pitches or seduced by 'convenient opportunities'.
- Property investment strategy advice including what type of property, purchase price range, state, ownership structure, financing and so on.
- Superannuation advice including the appropriate level and type of contributions for your situation, which super fund is the best, whether a SMSF is appropriate and the most appropriate investment strategy to suit your goals.
- Share investment strategies including how much to invest, regular investments, if any borrowings are appropriate, asset allocation and which funds. (Note: ProSolution does not accept any commission for recommending any property, managed fund or share investments).
- Cash flow management advice including how to develop an effective budget that doesn't necessarily impinge on your lifestyle, where to allocate your surplus cash flow (e.g. invest, save or reduce debt), an idea of how much you should be investing to meet your goals and so on.
- Commercial property investment where appropriate to deliver greater passive cash flow – which becomes more important the closer you get to retirement.
- De-risking your investment strategy to minimise (almost eliminate) the possibility of losing capital to protect your downside. This may include insurance such as personal risk insurance (e.g. income replacement) and general insurance (e.g. landlord insurance).
- Review of your loan structure, products, rates and fees, access to equity and so forth.



What the service does not include

Any advice that needs to be documented in a Statement of Advice by law. Should it become necessary for us to prepare formal written advice such as a detailed financial plan, an addition fee will be payable

Advice that requires a significant amount of research and/or financial analysis – this is more likely to relate to complex matters

Any taxation advice. Whilst of course we consider taxation matter when developing financial advice, an additional fee may be payable for advice on complex taxation matters (e.g. advice on the treatment of a past transaction)

Any costs associated with implementing the advice given (e.g. legal and accounting fees).

If we are to work together, we have to agree on our philosophy

Before we begin any financial planning relationship, it is very important that our investment philosophy is aligned, or at a minimum, you do not disagree with our philosophy.

We have documented our investment philosophy at www.prosolutions.au/philosophy Please review this page to ensure you agree with our beliefs and therefore are a good fit to work together.

Your two different service options

Option 1: You're in control – this option gives you access to all the benefits mentioned above however you are in the driver's seat. That is, it is your responsibility to reach out to us when you feel you need some advice, would like a review or have any questions. Any more than 2 meetings in any 12 month period will attract an additional hourly fee.

Option 2: Accountability – this option suits time-poor people that prefer a more structured service. It includes everything contained in option 1 however we will accept full responsibility for driving the financial advice process and hold you accountable for making timely decisions. That means we will contact you at predetermined intervals to conduct financial reviews and follow up on any implementation matters to ensure your advice is implemented correctly in a timely fashion. Any more than 3 meetings in any 12 month period will attract an additional hourly fee.

Option	Investible assets (the total of all investments assets including super less any associated debt)			
	\$0 - \$500K	\$500K - \$1m	\$1m - \$2m	More than \$2m
You're in control	\$77	\$110	\$150	Quote
Accountability	\$220	\$315	\$430	Quote

Fees are payable by either:

1. An automatic credit card direct debit (MasterCard or Visa – a merchant fee of 2% applies to all credit card payments);

2. You agree to establish and maintain an automatic monthly bank transfer (most internet banking portals allow you to establish a monthly periodic payment).

This service can be cancelled by you at any time by giving us 30 days' written notice. We reserve the right to withdraw this service at any time by giving you 3 months of written notice.

What next ?

If you are interested in being invited to engage the Wealth Coach service, please contact Kristy Dishon at kdishon@prosolution.com.au OR (03) 8624 4625 and she will be happy to answer any questions you have, arrange a meeting with Stuart Wemyss or send you an application form.