



Financial Planning



**Tasmanian
Perpetual
Trustees**

Committed to your future.

Tasmanians have entrusted their financial affairs to Tasmanian Perpetual Trustees for over 120 years. Today, Tasmanian Perpetual Trustees offers a range of financial planning services that can help you to invest in your own future, knowing that you are dealing with an organisation committed to your best interests.

What is Financial Planning?

Financial planning is the process of assisting you to achieve your financial goals.

There are many facets of financial planning and each part is equally important to the overall success of your plan. Certainly, at one point or another, some aspects of the planning process will take precedence over others due to personal situations and goals. However, eventually you'll regard each part of the financial planning process with equal importance.

Here's a quick glance at some of the more important components of financial planning.

Retirement and Aged Care Planning

The retirement landscape has dramatically changed over the past years. Today, individuals are living longer and retirement plan funding responsibilities have shifted from employers to employees. In addition, taxes and inflation continually erode savings. The high cost and complex financing options for retirement and aged care facilities demands these issues are considered in advance. Therefore, retirement assets need to work harder than ever before in order to meet retirement and aged care funding objectives.

Investment and Superannuation Planning

The funding vehicles you choose to reach your goals are an integral part of your financial plan. The advent of managed funds, choice of superannuation fund and other financial products has created unprecedented participation in the financial marketplace. However, along with this increase in participation comes added complexity, a vast amount of financial information and the need to make informed financial decisions.

Estate Planning

Passing assets on to future generations with the least tax liability is an important goal for many individuals. There is a wide array of planning mechanisms that can help achieve desired results. However, the complex nature of the estate planning arena requires the full participation of your professional advisors to ensure your plans are consistent with your goals and objectives.

Insurance Planning

Without adequate life and disability insurance coverage, how would your family financially survive should you suffer an untimely death or disability? To address this question, protecting your family's future should be at the forefront of your long-term financial plan.

Personal Finances

Planning your day-to-day finances is an important first step in the overall scheme of financial planning. Without a firm grip on your finances, you may hamper your ability to meet long-term financial goals and objectives. Take a good look at your financial affairs to make sure you are not spending more than you earn. Once you feel confident about your short-term financial picture, you can start to look at more long-term goals.

Personal Savings

One of the building blocks of your financial plan is your ability to save. Undoubtedly, if you are able to diligently save, you can increase your chances for meeting realistic personal goals. Whether you are saving to buy a home, start a business, fund a child's education, or secure a worry-free retirement, putting money regularly aside is an important step in solidifying your future.

Financial planning is a complex process that requires professional knowledge to ensure your plan is on track to achieve your short- and long-term goals. The assistance of our professional team will help you navigate the seemingly endless scope of financial concepts and investments to come up with solutions that best suit your situation.



Why do you need a financial planner?

Many people spend more time planning for a holiday or buying a new car than they do planning for their financial future. When they finally decide it's time to put their financial house in order, they don't know where to start.

This is where our financial planners can help. You should not hesitate to seek professional financial advice any more than you would avoid seeing a doctor when you're sick.

How can a financial planner help you?

Our financial planning team can help you to:

- Work through the maze of retirement options - pensions, annuities, etc - we can put you on course to have the type of retirement you've always dreamed of.
- Avoid costly mistakes, manage risk, save time, and improve your overall investment results.
- Legally minimise your taxes and plan future actions to reduce future tax impact.
- Determine the type and amount of insurance you need to protect yourself, your family, and your assets.
- Improve the efficiency with which assets can pass on to your loved ones in the event of death.

Furthermore, our financial professionals provide the direction required to ensure your plans are acted upon. They provide guidance, reassurance, support and stability to help you stay on course and reach your long-term goals.



What happens when I meet with a financial planner?

When you first meet with a Tasmanian Perpetual Trustees financial planner he or she will outline the process for providing advice to you and will explain the type of information which can be included in your financial plan.

There are six steps in the financial planning process which are summarised below:

1. Establishing and defining the client-planner relationship.

Your financial planner will clearly explain or document the services to be provided to you and define both their and your responsibilities. Your financial planner should explain fully how they will be paid and by whom. You and your financial planner will agree on how long the professional relationship should last and on how decisions will be made.

2. Gathering client data, including goals.

Your financial planner will ask for information about your financial situation. You and your financial planner should mutually define your personal and financial goals, understand your time frame for results and discuss, if relevant, how you feel about risk. Your financial planner should gather all the necessary documents before giving you the advice you need.

3. Analysing and evaluating your financial status.

Your financial planner will analyse your information to assess your current situation and determine what you must do to meet your goals. Depending on what services you have asked for, this could include analysing your assets, liabilities and cash flow, current insurance coverage, investments or tax strategies.

4. Developing and presenting financial planning recommendations and/or alternatives.

Your financial planner will offer financial planning recommendations that address your goals, based on the information you provide. They will go over the recommendations with you to help you understand them so that you can make informed decisions. Your financial planner should also listen to your concerns and revise the recommendations if appropriate.



5. Implementing the financial planning recommendations.

You and your financial planner will need to agree on how the recommendations will be carried out. Your financial planner may carry out the recommendations or serve as your “coach,” coordinating the whole process with you and other professionals such as accountants or solicitors.

6. Monitoring the financial planning recommendations.

You and your financial planner will need to agree on who will monitor your progress towards your goals. If your financial planner is in charge of the process, they will report to you periodically to review your situation and adjust the recommendations, if needed, as your life changes.

Achieving your goals and objectives are the ultimate measure of success in the 6 steps to a personal financial plan.

Tasmanian Perpetual Trustees has a strong reputation for successful financial planning. It is built on a solid foundation of long term stability and security.

The prime consideration of Tasmanian Perpetual Trustees is a constant commitment to providing you with a financial plan created to suit your specific financial objectives.

Contact Tasmanian Perpetual Trustees now and ask to speak to one of our experienced financial planners.



Tasmanian Perpetual Trustees

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