



Contact us today:

☎ 03 9008 4660

✉ info@discoverwealth.com.au

🌐 discoverwealth.com.au/contact

We can speak to you anywhere in Australia!

Case Study: From financial uncertainty to a clear path and confidence for the future

Analysis Summary

James and Danielle are in their early thirties, they have just bought their first home and are looking for some financial guidance and how they can 'get ahead' with their money.

They want to have some financial stability and know that they will always be able to pay the mortgage and put food on the table. They would also like to know how they can make good decisions now that will enable them to enjoy more financial freedom later in life.

They are both currently working full time, in office-based jobs, James' salary is \$85,000 and Danielle's is \$90,000 pa.

Before Our Discovery Process:

James and Danielle have a high mortgage of \$500,000, and most of their net income goes towards this expense. They have super with their employer default fund and the only personal/life insurances they have are in the super and won't even cover the mortgage in the event of death or disability. They're unsure about what steps to take to improve their financial position and

would like some guidance on where to place their surplus income and how to invest.

James and Danielle explained that they feel unprepared for life's potential events. They want to know that they will be able to maintain their home and a similar lifestyle even in the event of a major sickness.

After our discovery process:

We were able to meet all of their goals by assisting them with:

- Setting up a budget that strikes the right balance between meeting their current lifestyle, saving for the future and eliminating debt.
- A step by step wealth plan that demystifies what is required to achieve their future dreams and helping them to practice the wealth management behaviours that are behind financially successful individuals.
- Providing a solid foundation that will allow them to build on their wealth as their career moves forward and income grows, rather than the usual scenario of increased income equals increased lifestyle and stifled financial progress. Accountability through advice.

- A review of their superannuation to make sure that they're invested appropriately for long-term growth.
- Taking out more comprehensive personal insurances that will give them a safety net and the peace of mind of knowing that in the event of death or disability they won't be forced to sell their home or take other drastic measures that could take them off course of their financial plan.
- Structuring these insurances so that they can pay for this using pre-tax income.
- Directing surplus cash flow to a home loan offset account to help them pay down their home loan faster and build up accessible emergency cash reserves.
- Begin salary sacrifice contributions to super to help their funds grow faster, with pre-tax income.

What it meant to James and Danielle

- They have the peace of mind of knowing that they will be financial stable and secure even in the event of a major medical set-back.
- Knowing that they are making good financial decisions to pay down their mortgage sooner saving them years of mortgage repayments.
- Growing their super exponentially each year, adding up to additional retirement savings so that they can afford to retire earlier than they imagined.
- They can still afford to live comfortably now and have the confidence that they are doing all they can to 'get ahead.'
- Access to an advice professional to help adapt their plan to their changing circumstances over time to keep on track

Discover the difference

While other financial planners may start with a pre-created plan before meeting with you, that's not us. We start with a blank piece of paper and listen to your present situation, your obstacles and dreams. Only then do we create your customized wealth plan.



Matt Gibson
Founding Director

Matt's vision was to open a financial planning practice where the client was 100% in control, not the advisers or the products.



Lachlan Anderson
Partner & Financial Adviser

Lachlan works with his clients to discover, educate and create personalised financial plans that put them in control of their finances.

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