



**FIVE FINANCIAL THINGS EVERY WOMAN NEEDS
TO DO TO LIVE A BALANCED, HEALTHY LIFE**

Executive summary

Do you remember how you felt when first discovered you were pregnant?

At that very moment, life got a lot more complicated.

Starting a family causes many people to panic about money and ask questions such as:

“We’re about to go from two incomes feeding two mouths to one income feeding three mouths. Can we afford this?”

When can we upgrade the car?

When can we afford a house with more bedrooms?

Do we need to enrol our new born into a school now? What school are they going to attend and how much is that going to cost?

What if I get made redundant?

What happens if one of us gets sick? Or injured? Or God forbid.....dies?

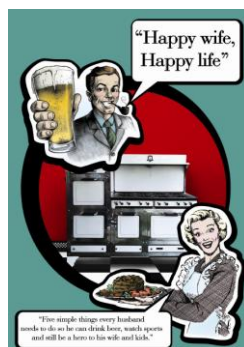
It’s an overwhelming situation. Some issues are addressed whilst others are left in the “pile of things to do when we have time”. The fact of the matter is there is never time so often the first solution that is put in front of you, be it an insurance policy, investment property or home loan package, is better than nothing.

The smart thing to do is to get us involved because we think about these issues every day. And because we’re independent and are only paid fees from you, we put your needs first. We present you with the solutions which are best for you, not the one that pays us the highest commission.

There are five things you need to do to protect your family and provide a safe environment for the kids to grow up in. The five things are:

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Note to Supermum: don’t forget to download our guide for your husband titled “Happy Wife, Happy Life”



Protect the family

Although you can leap tall buildings in a single bound, unfortunate things still happen. The good news about insurance is that you only need it when you have something of value that you need to protect. In this case, your family, your husband, your kids' future and your retirement. Here's a list of things that could go wrong, the type of insurance you need and why:



Things that could go wrong	Insurance type	Why?
You could get ill or injured	Income protection	If you can't earn an income then how will you meet mortgage repayments, pay for groceries, electricity, school fees and medical bills associated with your illness or injury?
Your husband could get ill or injured	Income protection or TPD	If your husband's income is also relied on for the bills, his income needs to be protected too. If he works less than 20 hours, then TPD is essential.
You could die	Life	To pay off the mortgage, to provide a lump sum to replace the income that was going to pay for groceries, electricity and school fees, to allow him to take a year or two off work to provide more support to the kids.
He could die	Life	To pay off the mortgage, to provide a lump sum so that you can pay for a nanny or housekeeper to help raise the children whilst you're at work.
You could both die	Wills	So that you can choose who looks after the kids.
You could get cancer, have a heart attack or stroke.	Trauma	If you have a heart attack, odds are you're working too hard and need some time off to recover and pay for medical bills.
He could get cancer, have a heart attack or stroke.	Trauma	He may need time off work and there will be extra medical bills to finance.
If you run a business and one of these things happen	Business expenses; succession plan	If you're integral to the business and get sick, injured or die, who will be there to take over and pay for the fixed expenses of the business. If the business has no succession plan agreements, all your hard work could amount to nothing.

When arranging these policies for our clients we rebate all commissions. This reduces the cost by 30% on average and removes any chance of you being taken advantage of by being sold more insurance than you need.

Be mortgage free



In our first appointment we help our clients set some tangible goals that require money and planning to achieve. One goal most clients set is to pay off the home loan sooner.

The banks have fooled us into thinking that the home loan will take 25 to 30 years to pay off. When you accept this to be the truth you're committing yourself to a lifetime of being trapped in the rat race, whilst the banks make an absolute packet in interest. Consider this...

If you have a \$500,000 mortgage and take 30 years to repay it, you'll pay \$758,000 in interest to the bank.

If however you made a few small sacrifices and paid an extra \$500 per month into the mortgage, you will save yourself \$292,000 in interest and be able to call your home "mine" 10 years sooner.

In our goal setting appointment we ask:

"Katie, it's September 2018, you're sitting at the computer with the kids and your husband by your side. You've just transferred the final payment for your house. It's yours. Tell me one or two words that describe how you are feeling right now". The replies are usually one of the following:

"Ecstatic, relieved, free, satisfied, proud, successful, excited, thrilled, comfortable, safe"

The key to feeling this way is to set the goal together and then making a commitment to achieving the goal together. We help you to crunch the numbers and work out what is possible. Once the commitment is made the weight of the home loan suddenly lifts off your shoulders because you're now in control of your own destiny.

The same applies for any other debts and any other goals which is the next task on the checklist.

Provide a bright future



When you're out shopping, you don't just buy a dress, you buy a complete outfit.

The family's future won't be complete if you just aim to pay off the home loan. Once the home loan is repaid, the opportunities are endless. You can start to focus on:

- Sending the kids to a school that suits their needs.
- Planning overseas family holidays
- Starting your own business.

- Upgrading the car, renovating the house, purchasing a holiday home, a boat, buying the kids their first taste of independence (a car).

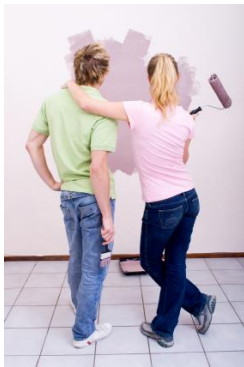
Once we know what you want to achieve, we can show you how to get it.

Give the most precious gift of all...



If these goals are achieved you're going to be in a financial strong position and have the option of giving your family the best thing of all – more of your time and attention. The ultimate goal for most people is to have more time to do the things they want to do and if you can spend more time with him and the kids you will be the greatest mum in the world.

Remember, it takes two



The game plan is designed to achieve your goals, and when we say “your” we mean you AND your husband.

“A husband and wife that plan their future together...have a future together”

It's essential that you both attend the first appointment. One mistake that many financial planners make is to assume that it all revolves around the man which will ultimately leaves woman feeling isolated, insecure and “in the dark”.

It's important that you set your goals together, commit to them together and achieve them together. Not only is this easier and less stressful, you grow much closer to one another which makes life far more rewarding and provides a safer and stronger family environment.

The biggest challenge of all – finding an adviser you can trust

Managing your wealth successfully is a combination of smart decisions and professional execution. Getting the job done properly means working with an investment adviser, accountant, mortgage broker, insurance broker, solicitor, property advocate, the list goes on. Finding the time is hard enough. Finding someone reliable and trustworthy is even harder.

The value of a smart financial decision is lost when executed by someone unreliable or when one or more of these professionals isn't on the same page. The solution is to find a Trusted Adviser to whom you can delegate financial management.

A Trusted Adviser is your 'one throat to choke'; one that provides direction in all areas of your financial life.

We're not the only advice firm in Australia that offers a Trusted Adviser service, however there are three clear reasons why we are the right people to work with:

Independence

For the most part the Financial Services Industry isn't in fact a 'services' industry at all. It is plagued by biased advice, linked to product or commission based arrangements.

There is a lack of financial advisers in Australia who build long term, consultative relationships. Most focus on the transaction and the commission or fees they earn from it.

There are only 15¹ independent advisers in Australia (out of 18,000). Matthew Ross and Neil Salkow are part of this exclusive group.

Research and evidence based approach

We believe very strongly in following the evidence where it leads, regardless of dogmas, agendas and self interest. Money management can appear very complicated due to the sheer amount of contradictory and often questionable information presented in the media.

We can help you cut through the noise to identify what is important and relevant to your financial needs and then implement a careful approach to investing that's focused on the family, will take care of them and protect them over the long term.

Consultative relationship, not transactions

Most financial advisers, stockbrokers, money manager and investment advisers are focused on either your money or a transaction.

We offer a relationship and we use our highly developed communication skills (we listen) and our expertise to create an outcome that can be achieved sooner by working together.

We love learning about what makes you tick. What are your dreams, aspirations, what represents a fulfilling life to you? Once we know, we can then help you get there. Or, if all your goals can't be achieved at once, help you prioritize them.

¹ www.independent-advice.com.au

About the Authors

Matthew Ross



After 10 years working for a number of 'conflicted' financial planning firms and putting up with what he describes as "investment hocus-pocus", Matt insisted that adviser accountability was absolutely essential when providing financial advice. Faced by the prospect of quitting a poisoned industry he had no other choice but to start his own independent advice firm in 2006.

Neil Salkow



With a real passion for planning and a genuine interest in helping others, it's no surprise that Neil's clients are raving fans of his work. He

enjoys working with family orientated people that are passionate about what they do and live a healthy lifestyle. He believes that deep understandings of his clients' drivers are the key to providing quality advice.

Matt and Neil's full profiles can be viewed at our website: www.roskow.com.au

Our fees

Our fees are based on how much work we do for you, not how much money you have.

Unlike other financial planners, we don't base our fee on how much money you have to invest and we caution anyone that agrees to pay fees in this manner that they are leaving themselves exposed to receiving conflicted advice. ASIC (Australian Securities and Investment Commission) agrees with us, recently advising the Australian Government to ban this method of charging fees.

We don't want your money, it's yours. We just want to see that you're making smart decisions with it.

We only work with clients for whom we can add significant value and we guarantee our work.

There is no cost for the first appointment. The first appointment is an opportunity for us to assess if our advice will be of any value to you and for you to decide if we're the right people to help you make smart decisions with your money.

Checklist

If you are in control of your money, then you might not need our assistance. This quiz will help you gauge whether or not you need to call us.

Can you tick yes to each of these questions?		Yes	No	Dunno
1.	We know exactly where our money goes and are in complete control of it.			
2.	If I die, get injured or seriously ill, my family will not have to worry about money.			
3.	If we die unexpectedly, we have arranged who our children's guardians will be.			
4.	Our daughter won't inherit an estate at age 18. Our daughter's future ex-boyfriend won't be able to lay claim to half of the estate after dating her for two years.			
5.	We only pay as much tax as we need to.			
6.	Our goals are clearly defined, written down. We know what sacrifices we need to make to achieve them and when they will be achieved.			
7.	We have the time, energy, motivation and expertise to get ourselves on track to achieving our goals.			
8.	I know how much risk I'm taking with my superannuation and why I am taking it.			
9.	I know how much I'm paying in fees on my superannuation and investments and where the value is.			
10.	Our accountant, lawyer, mortgage broker and financial adviser all know each other and work together for us.			
11.	We keep up with changes in legislation and how it affects our situation.			
12.	Everything we want in life has been planned for and is within reach.			

What is most important right now is that you take action. The sooner you take action, the more time we have and the easier it will be. The longer you procrastinate over this, the longer you will have to wait to achieve what is important to you.

You have two options:

1. Call us on 03 8862 6415 (Melbourne) or 07 3102 3969 (Brisbane) to schedule a Financial Roadmap appointment.
2. Visit our website www.roskow.com.au for more information.

Disclaimer – this report contains general information – it isn't advice. You'll need to come and see us if you want to rely on anything.