2025 Semester 1

Entireti University Challenge

Case Study and

Challenge Guidelines

This case study provides a high-level overview of your client's situation. It should be read in conjunction with the supplied populated fact find document which is the primary 'source of truth' for client details. It is compulsory for all University Challenge responses to use the Statement of Advice template provided by Entireti.

Case study introduction:

James (49) and Candice (49) are married.

James works as a Commercial Leasing Agent earning $155,000 per annum plus Super Guarantee (SG) contributions. Candice is a part-time Secondary Education Teacher earning $54,000 per annum plus SG.

James and Candice feel as though they have done well managing their financial situation to date but would now like to get some professional assistance to ensure they are set up for success as their situation gets more complex. In doing this, James and Candice have confirmed that their priority is to address their immediate concerns.

They have come to you for advice on strategies to reduce their mortgage as they are becoming frustrated with the rate that they are paying down their debt. They don't want specific product advice because they're happy to deal directly with their bank in choosing and implementing specific products.

They also want help with making better use of their surplus cashflow as they tend to draw down surplus in their bank account unnecessarily. They also don't want all their money locked away in superannuation.

James has accumulated three superannuation funds via previous employer arrangements. They now want to organise James's superannuation into one of his existing funds to make it easier to track and to ensure his retirement savings are invested appropriately for his situation.

Candice is happy to consider strategies to boost her superannuation balance, but Candice does not want advice relating to her superannuation product as she manages this herself via her employer and is comfortable with the current structure.

They have a daughter Samantha (25) and son Brad (22) and are now starting to give more thought to their family's insurance needs after Candice's mother passed away in 2024 from a heart attack. They want to take this opportunity to better understand the personal insurance options that may be appropriate for them, and what policies people in their situation would generally consider. Notably, though they do not want to implement insurance at this time.

You have had a comprehensive meeting with them and have completed relevant sections of the fact find document (**refer attached**).

The budget discussion you had with them reveals they expect to be able to save approximately $29,300 per annum.

They have each completed a risk profile with you that included a detailed discussion about their individual risk profiles as well as their joint investment risk profile.

Primary goals:

James and Candice want advice on how to reduce their home loan. They want strategic advice that considers their current home loan structure and potential strategies they could use to eliminate their debt faster. They have confirmed that they do not want any specific mortgage product recommendations.

James and Candice want advice on how to grow their retirement savings effectively.

- For James, this includes determining which of his superannuation funds is most appropriate to consolidate into, and ensuring he is invested in line with his risk/return appetite.
- For Candice, this is limited to strategic advice that would allow her to boost her superannuation balance. She does not want any product specific advice.

James and Candice want advice on how to utilise their surplus cash more effectively and remove the likelihood of them spending their surplus funds unnecessarily. They are open to investing but it is important to them that some of the funds remain accessible to them if they are needed.

In addition to the above goals, James & Candice want general information regarding their personal insurance options in the event of death, disability, injury or illness.

Scope of advice:

Your clients have requested the scope of your advice to include the following:

Debt Management

- Advice to pay off their home loan faster

Cashflow, Savings and Investment

- Advice on how to better utilise their surplus cashflow

Superannuation

- Consolidate James' superannuation into one of his existing funds
- Grow your superannuation balances

Your clients have also requested general information regarding their personal insurance options.

You will **not recommend** any specific investments, investment products or insurance products (aside from selecting one of James's existing super funds as his recommended fund). You will consider relevant generic product groups and product structures e.g. managed funds, insurance bonds, income protection etc. These recommendations can only include generic product structures and features.

Your licensing conditions:

You are a fully qualified and accredited financial adviser. You are an employee and representative of "Entireti Practice" which is licensed by Entireti Financial Planning. You receive a fixed salary.

You have agreed on a flat fee for service to provide this advice to James and Candice. That fee is $4,000, including GST and has already been paid by your clients.

Your Financial Services and Credit Guide (FSCG) was provided to your clients at your first meeting. This enabled you to cover all legislative and compliance requirements.

Guide to completing the Challenge

Introduction

The University Challenge is designed to test your knowledge of financial planning principles and strategies applied to a typical limited advice case study. It is also designed to test your ability to communicate this advice to your clients.

It is not designed to test the many detailed compliance aspects of financial planning, although of course the broad principles must be displayed in your Statement of Advice.

Key points in developing your Statement of Advice

- Your challenge is to help your clients not only meet their goals where possible but to provide clarity when gaps or issues exist. Your advice will take the form of a Statement of Advice.
  The most important part of the challenge and the Statement of Advice is the strategy itself. What strategies have you considered, what strategies have you discounted and why, and what have you recommended and why? How do they meet your client's goals and what are the costs and risks of implementing (or not implementing) the advice?

- The asset allocation you recommend needs only to distinguish the split between defensive and growth assets as per the risk profile summary as detailed in the fact find document.

- Do not refer to any specific products (aside from selecting one of James's existing super funds as his recommended fund). Do not include or attach any product information, research profiles, product brochures or prospectuses or any other advertising material.

- Recommendations relating to James' super fund should be supported by 'like-for-like' cost comparisons of James existing product set at an appropriate investment risk profile.

- Explanations should be clear and concise and in terms that your client will understand. Appropriate tone and style should be used for the client document. Use plain English and write in a manner that will maximise the understanding for your clients.

- The template Statement of Advice provided must be used to present the advice (**refer attached**). It provides the recommended structure you are to follow and outlines the minimum requirements for the content of your advice. You should write your Statement of Advice with the expectation that it would be presented to the clients. Appropriate style and tone should be used as well as writing a clear, concise, and easy to understand customised recommendation to the clients.

- The length of your final Statement of Advice (including any appendices) should not exceed **25 pages** (in Calibri 10 font, single spacing and 2cm margins). Please note, the appendices will only support your strategic advice and will not be separately assessed. An appendix could, for example, include details of any financial projections you have used.

- You may wish to consider practical compliance requirements advisers face in their provision of financial advice, for example ASIC's [Superannuation switching advice - complying with your obligations - INFO 182].

Assumptions

Your advice should be based on the information contained in the fact find. You may need further information to develop your strategy and in practice you would have sought this additional information from the client(s). However, for the purpose of the University Challenge you may need to make assumptions to clarify a number of issues relating to the client's personal information which could affect your advice. These should be clearly documented in your Statement of Advice.

Any assumptions used MUST NOT change or conflict with the existing information contained in the fact find. You should not introduce any new information that significantly alters their current financial situation, such as promotional salary increases or inheritances.

The provided Fact Find includes the following appendices:

- Appendix 1: Economic Assumptions" and should be used in your submission

Projections

The timeframe for the clients' goals range from one year to their life expectancies of age 81 (James) and age 85 (Candice).

At a minimum, the following projections to be included in the Statement of Advice:

- Projected 1–5-year cashflow position
- Calculation of net financial position in year 5

Additional projections can be used to illustrate benefits and implications of your advice.

Disclose the rates and assumptions used within your projections.

You are **not** permitted to use any commercially available financial planning modelling software. You are permitted to use spreadsheets (e.g. Excel) or publicly available tools and calculators which are available from public websites e.g. the University Challenge website, MoneySmart website, financial institutions or industry websites. The use of Artificial Intelligence (AI) in full or part creation of your submission is also prohibited.

Submission checklist

Before submitting your Statement of Advice to, please ensure the below checklist action items have been completed.

- All team members have completed the University Challenge registration form and accepted competition terms and conditions.
- All team members have confirmed they will be available to participate in the finals day on Wednesday 29th of October 2025, if required.
- Statement of Advice template provided was used for the team submission and is less than 25 pages in length (including appendices).
- Economic assumptions have been adhered to in the Statement of Advice and any additional assumptions have been clearly documented.
- A scanned copy of each team member's university student ID card has been attached to the Statement of Advice. (Where students do not have a university student ID card, please state your name and student ID number in the relevant section of the Statement of Advice template).
- An electronic copy of the Statement of Advice has been kept by at least one team member.
- Final Statement of Advice submission has been emailed to University_Challenge@entireti.com.au by 5.00pm (AEST) on the 5th May 2025. The team name and contact details are clearly contained within the Statement of Advice.