

# Fact Find

This document helps us capture your personal and financial information.

We use this information, along with our discussions, to help develop a financial strategy that is suitable for your needs.

Potential strategies and products may be discussed during the information gathering process. These should only be acted upon once formal advice has been provided to you in the appropriate advice document, which you agree to implement.

We look forward to assisting you to reach your financial goals.

If you have any questions about this, please contact us.

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**Client:** Jordan & Carly Brown

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**Adviser Name:** Financial Adviser

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**Date Completed:** 1 June 2025

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## Personal information

Personal information	Client 1	Client 2
Title	Mr	Mrs
Given names	Jordan	Carly
Surname	Brown	Brown
Preferred name	-	-
Gender	Male	Female
Date of birth	18/02/1974 (51 years)	22/12/1973 (51 years)
Citizenship	Australian	Australian
Marital status	Married	Married
Australian tax resident	Resident	Resident
Tax file number	Provided	Provided

## Contact information

Contact details	Client 1	Client 2
Home address	222 BRIGHT AVENUE SUBIACO, WESTERN AUSTRALIA 6008	
Address for correspondence	222 BRIGHT AVENUE SUBIACO, WESTERN AUSTRALIA 6008	
Preferred contact number	0434 864 XXX	0424 221 XXX
Email	JBrown11@email.com	CarlyBrown3@email.com

## Children / dependants

Name	Relationship	Date of birth	Financially dependant?
Archie Brown	Son	11/12/1999 (25)	N
Thomas Brown	Son	1/1/2002 (23)	N
Rosie Brown	Daughter	30/3/2006 (19)	N

### Additional information

(e.g. special needs, education funding requirements, youth allowance or any other government benefit)

Rosie is not financially dependent, but sometimes borrows money from Jordan and Carly to fund her lifestyle. In all instances to date she has paid this money back promptly.

# Employment

Employment	Client 1	Client 2
Occupation	Health & Safety Officer	Teacher - Secondary Education
Employment status	Full Time	Part Time
Hours worked per week	40	20 (2.5 days per week)
Employer name	WA Mining	Brauer Public School
Years in current occupation	16	23
Any change planned? If yes, provide details below	No	No
Leave balances (in days)	28 Annual leave 9 Sick leave	12 Annual leave 8 Sick leave
Business structure	Not applicable	Not applicable
Additional occupation (if applicable)	Not applicable	Not applicable
Retirement Planning	Client 1	Client 2
At what age do you intend to retire?	65	65
How much income do you think you need at retirement? (per annum)	Unsure	
If unsure of what income is required, what type of lifestyle would you like achieve in retirement?	At this stage Jordan and Carly expect to have similar expenses in retirement however they expect any debt would be cleared pre-retirement.	
What sources of income do you expect to rely on in retirement?	Superannuation and savings	

## Additional information

Carly has no interest in returning to work full time unless absolutely necessary.

## Income

Income	Owner	Amount
Ordinary Wages / Client Salary	Jordan	\$190,000.00
Ordinary Wages / Client Salary	Carly	\$40,000.00
<b>Total income (per annum)</b>		<b>\$230,000.00</b>

## Expenses

Expense	Owner	Amount
Estimated Tax Payable	Jordan	\$55,438.00
Estimated Tax Payable	Carly	\$3,713.00
Living Expenses	Joint	\$65,000.00
Loan Repayments	Joint	\$75,000.00
<b>Total expenses (per annum)</b>		<b>\$199,151.00</b>

## Other cashflow details

Client 1	
Able to save?	Yes
If 'Yes', how much?	\$30,849 per annum
Use of savings over the last year	Any cashflow surplus is generally spent on additional discretionary expenses, however Jordan and Carly are open to redirecting this annual surplus more effectively

### Additional information

Total annual income does not include their Employer Superannuation Guarantee payments.  
Household expenditure is estimated as a 50/50 split between Jordan and Carly.

## Assets

Assets	Owner	Amount
Primary Residence	Joint	\$1,700,000.00
Household Contents	Joint	\$100,000.00
Motor Vehicle	Jordan	\$60,000.00
Motor Vehicle	Carly	\$25,000.00
Cash Account	Joint	\$15,000.00
<b>Total</b>		<b>\$1,900,000.00</b>

### Additional information

Jordan & Carly bought their primary residence for \$1,300,000 in 2018. They have no intention to sell or move to another property in the foreseeable future.

Jordan & Carly have a cash account that they use to manage their surplus income. This typically has a minimal balance and for the purpose of receiving advice they have requested we assume the balance is \$5,000.

## Liabilities

Liabilities	Owner	Minimum repayments	Repayment Type	Interest rate	Deductible	Outstanding Balance
Primary Residence Mortgage	Joint	\$6,130 Monthly	Principal & Interest	6.20%	No	\$910,000
<b>Total liabilities</b>						<b>\$910,000</b>

### Additional information

Jordan & Carly have made additional loan repayments in the last two financial years to increase their total repayments to \$75,000pa.

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## Superannuation fund details

Assets - additional financial investments	Amount
<b>Jordan</b>	
Smart Money Superannuation	\$240,000.00
MMM Super	\$61,000.00
Coles Super & Retirement Plan	\$19,000.00
<b>Subtotal</b>	<b>\$320,000.00</b>
<b>Carly</b>	
Employer Super	\$88,000.00
<b>Subtotal</b>	<b>\$88,000.00</b>

### Additional information

#### Jordan' Superannuation

- Market values & fund details as of 01/03/2025.
- No beneficiaries nominated on any of Jordan' superannuation funds.
- All three fund balances are 100% Taxable (taxed) component.
- All three funds are 100% preserved, no unrestricted non preserved amounts.
- Jordan receives 11.5% Super Guarantee (SG) which are currently directed to his Smart Money Super fund.
- Jordan has no insurance inside (or outside) superannuation currently.

#### Carly's Superannuation

- Carly has confirmed she has approx. \$88,000 in superannuation, invested in 70% growth and receives 12% Super Guarantee (SG) contributions.
- Carly is happy with her current fund as management fees are paid for by her employer. She therefore does not want any advice specific to current super fund appropriateness but is happy for her superannuation to be used in projections and modelling.
- Carly has no insurance inside (or outside) superannuation currently.

#### Other notes:

- Jordan & Carly have conducted a lost superannuation search in the last week, no other funds found.
- Jordan & Carly haven't made any personal contributions in the past two years.

**Jordan’s current Superannuation Funds position:**

	Smart Money Super	MMM Super	Coles S & R
Current Investment (Defensive / Growth)	Active (0 / 100)	Balanced Growth (30 / 70)	High Growth (15 / 85)
Current Balance	\$240,000	\$61,000	\$19,000
Investment Fee	2.09%	1.66%	2.05%
Investment Return - 1yr	12.0%	7.4%	8.4%
- 2yr	12.3%	6.6%	11.1%
Existing Superannuation Insurance:	-	-	-

**Available investment options within Jordan’ Superannuation Funds:**

	Smart Money Super	MMM Super	Coles S & R
<b>Available Options:</b>	4	4	3
<input type="checkbox"/> Option 1 (Defensive / Growth) Investment Fee	Conservative (70 / 30) 0.78%	Defensive (70 / 30) 0.60%	Passive (50 / 50) 1.55%
<input type="checkbox"/> Option 2 (Defensive / Growth) Investment Fee	Moderate (40 / 60) 0.99%	Conservative (50 / 50) 0.95%	Accumulator (30 / 70) 1.80%
<input type="checkbox"/> Option 3 (Defensive / Growth) Investment Fee	Accumulate (15 / 85) 1.92 %	Balanced Growth (30 / 70) 1.66%	High Growth (15 / 85) 2.05%
<input type="checkbox"/> Option 4 (Defensive / Growth) Investment Fee	Active (0 / 100) 2.09%	Mixed Growth (15 / 85) 1.99%	Aggressive (0 / 100) 2.34%
Minimum account Balance	\$1,000	\$5,000	\$10,000

\*Note – Carly has stated that she has \$88,000 in her current super fund and is happy for that information to be used in any strategic financial advice, projections or financial modelling.

## Personal Insurance

Health Insurer/Product	Type	Owner	Insured	Premium
Nil	-	-	-	-
Nil	-	-	-	-

### Additional information

Both clients cancelled their Life, TPD and income protection insurance inside superannuation in 2018 as they did not want their super balances to be drawn down by expensive insurance that they felt would be unlikely to claim on.

They do not own any personal insurance outside of superannuation.

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## Health insurance

Health Insurer/Product	Type	Owner	Insured	Premium
Health One	Family	Jordan	Jordan	\$1,699pa
Health One	Family	Carly	Carly	\$1,100pa

### Additional information

Health insurance premiums are accounted for as general living expenses in cashflow summaries.  
They do not want any general or private health insurance advice.

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## Health details

	Client 1	Client 2
Health status	Good	Excellent
Have you smoked tobacco or any other substance at any time during the last 12 months?	No	No
Do you drink alcohol?	Yes Weekly avg: 4	Yes Weekly avg: 2
Height (cm)	186	171
Weight (kg)	82	68
Do you have current health/mental issues or concerns? If yes, provide detail	Yes Jordan is generally in good health but sees a physiotherapist every six months due to ongoing lower back soreness that 'flares up' every now and again. Jordan had to take 3 days off work last year to manage these symptoms.	No Carly considers herself to be in excellent health. She rarely uses her private health insurance for anything more than routine dental check-ups.
Have you suffered from any serious medical condition or undergone any medical procedure / operation in the last 10 years?	No	No
Family history (eg health issues and longevity of parents)	No	Carly's mother passed away in 2022 from a heart attack.

## Professional advisers

Description	Name/Company	Contact details
Solicitor	Nil	-
Accountant	ABC Accountants	02 9468 XXXX

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## Estate planning

Estate planning	Client 1	Client 2
Existing Will?	No	No
Date of Will	-	-
Date last reviewed	-	-
Name of appointed guardian	-	-
Have circumstances changed since last review?	-	-
Testamentary trust? If 'yes', who are the beneficiaries?	No	No
Powers of attorney? If 'yes', what types/who?	No	No
Funeral plan?	No	No
Any previous relationships that may impact on estate planning arrangements?	None known	None known
Any bequests?	-	-
Any other special estate planning issues? (e.g. likelihood of receiving an inheritance, de-facto relationship, children from previous relationships)	None known	None known
Any potential beneficiaries in a vulnerable situation? (e.g. financial trouble, relationship problems, disabilities)	None known	None known

### Additional information

Jordan and Carly have no formal plans in place in the event someone in their family were to pass away, lose capacity or require guardianship.

# Scope of our advice

## Why has the client sought advice?

Document what the client wanted to achieved.

### Why has the client sought advice?

- We've done a decent job managing our finances up to this point, but things are becoming more complicated, and we feel it's time to get some expert advice to make sure we're setting ourselves up for long-term stability.
- Our mortgage is becoming increasingly frustrating - it feels like the loan balance isn't going to decrease in time for our retirement, and we're wondering if we're approaching it the right way.
- We usually put any extra cash into our bank account, but we never seem to save much of it. Some of our friends have started investing in shares - should we be doing the same to make better use of our excess cash?
- Jordan has accumulated several superannuation funds through various past employers. We haven't ever reviewed these funds and don't know if they are competitive.
- Carly's mother recently passed away from a heart attack, prompting us to think more about personal insurance. We're not ready to commit yet, but we'd like to understand what insurance people generally consider and why.

## Agreed scope of advice

Once you have completed further investigations and discussions with your client, record the agreed scope of advice.

### Agreed scope of advice

#### 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 Jordan' superannuation into one of his existing funds
- Grow your superannuation balances

## Advice limitations

Clearly outline the aspects that the client has taken out of scope. Examples: (i) you may identify an issue with the client's cashflow position but the client declines advice in those advice areas, (ii) the client may wish to retain/purchase/sell a component within their investment portfolio without your advice.

### Scope limitations

You have asked us to limit our advice to the areas listed above. It is important you know we have not provided advice on the following:

#### Retirement Planning

- Jordan and Carly want to receive advice relating to growing their superannuation balances, but do not want to receive detailed retirement stage advice at this time. They have confirmed that they would like to postpone receiving specific retirement advice until approximately 10 years prior to Jordan's retirement age. As part of our advice now, they wish to receive retirement projections based on their situation today only.
- I explained that without consideration of their specific retirement objectives, our advice may not be appropriate. Their financial position may not be on the trajectory required to provide them with their preferred retirement living arrangement and may be unable to fund their future objectives. I stressed that their family may experience financial stress and/or hardship as they may be unable to afford their cost of living.
- Carly has stated that she does not want to receive advice relating to her superannuation product as she manages this separately via her employer and is comfortable with the current structure. I have explained that Carly's superannuation may not be invested in line with her attitude to risk and/or growth expectations, and that her superannuation savings may therefore not be on a trajectory to support or afford her future objectives. By not addressing this advice area Carly may be neglecting opportunities to further grow her wealth.

#### Personal insurance

- Jordan & Carly are interested in learning more about the insurances that may be appropriate to them for them to have to ensure their family is protected in the event of death, disability, injury or illness but do not want to assess their specific insurance needs at this time, nor do they want any product advice relating to insurance.
- I explained that without an analysis of their insurance needs they will not have an accurate understanding of their income and capital requirements and/or shortfalls in the event they pass away, become totally and permanently, suffer a critical illness disabled or are unable to work due to injury or sickness. I noted that scoping this area out of our advice may mean that they do not have appropriate protection in place to support them if a claimable event were to occur.

## Goals and objectives

Record the specific goals and objectives you and the client have agreed will be addressed..

Owner	Description	Timeframe	Priority/ Status
Jordan & Carly	Jordan & Carly want advice on how to reduce their home loan. They do not want any product specific advice but would like a better strategy to implement directly with their bank that would see their debt paid off quicker.	Now	High
Jordan & Carly	Jordan & Carly want advice on how to grow their retirement savings more effectively.  For Jordan, this includes determining which of his existing superannuation funds is most appropriate to invest his retirement savings going forward. He also wants these funds are invested & growing in line with his risk/return appetite.  Carly has confirmed that she does not want advice relating to her superannuation product or underlying investment strategy but would consider strategic advice to bolster her superannuation balance.	Now	High
Jordan & Carly	Jordan & Carly want advice on how to utilise their surplus cash more effectively.  They want to explore an investment strategy that would remove the likelihood of them spending their surplus unnecessarily.  They want their funds to be invested & growing in line with their appetite to risk/return and would prefer that some of the funds remain accessible if needed.	Now	High

### Additional request\*

Jordan & Carly want general information regarding their personal insurance options in the event of death, total or permanent disability, critical illness or inability to work due to injury or illness. At this stage, they just want to know more about the insurances available to them, with a view of potentially getting insurance in place in the future.

### Planning priorities and preferences\*

We want to keep things straightforward and focus on addressing our most pressing financial priorities first. While we understand that some changes will be needed, we'd rather make steady improvements without making drastic lifestyle adjustments.

We're open to exploring higher-risk investments, but we don't want to commit all of our savings in a way that limits access to funds if an emergency arises. Having flexibility is important to us.

When it comes to insurance, we're mindful of avoiding unnecessary costs - we just want a clear understanding of what's available so we can make informed decisions when the time is right.

## Personal insurance needs analysis

Jordan and Carly have opted out of an insurance needs analysis as they do not wish to receive recommendations for specific products or coverage amounts at this time. They have requested general information regarding their insurance needs in the event of death, disability, critical illness, or inability to work due to injury or illness. They are particularly interested in understanding the types of insurance that individuals in their situation would typically consider and the reasons behind those choices.

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# Investment experience and attitude to risk

Outline your discussions with your client about their investment knowledge, education and experience, their motivation for investing and their attitude to risk.

<b>Determining your risk tolerance</b>				
If you choose to use this questionnaire, answer the following questions about investing to help us determine a suitable investment strategy for your goals.				
<b>Question 1: Which of the following best describes your own experience level as an investor?</b>				
	Client 1	Client 2	Joint	Score
I have had virtually no experience in investing money apart from using bank accounts	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
I have had limited experience in investing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2
I have had a reasonable level of investment experience	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	3
I would consider myself an experienced investor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 2: Which of the following best describes your level of knowledge and understanding of financial markets and investing?</b>				
	Client 1	Client 2	Joint	Score
Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
Limited	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
Reasonable	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
Solid	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 3: Thinking about the risk you have taken with your past investment choices, how would you describe the level of risk?</b>				
	Client 1	Client 2	Joint	Score
High	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
Moderate	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
Not applicable as my past experience is limited	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
<b>Question 4: In the context of investing, what best describes your attitude to risk?</b>				
	Client 1	Client 2	Joint	Score
It is something to be avoided	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
It is a source of uncertainty and needs to be limited	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
It can create the opportunity for improved returns	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
It is something to be embraced	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4

<b>Question 5: If asked to make your own investment decisions how would you feel?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
Not confident at all	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
Somewhat hesitant	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2
Reasonably confident	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	3
Very comfortable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 6: If you held a sizable investment that regularly went up and down in value, which would you be likely to do?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
Watch its progress daily or weekly as I'm likely to be anxious about investment performance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
Watch its progress monthly out of concern over investment performance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
Watch its progress regularly, not out of concern, but just for general interest	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
Only check its progress once or twice a year	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 7: How would you feel if a large percentage of your investment portfolio was invested in the share market?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
Very comfortable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
Reasonably comfortable	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	3
A little hesitant but willing to consider it	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2
Not comfortable	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
<b>Question 8: In order to earn a return above the level of bank interest rates you may need to hold investments that go up and down in value (i.e. have volatility). How important is it to you to protect your investment and minimise the prospect of any fall in the value?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
Very important. Protecting my existing investment is my main objective.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
Important, but I'm comfortable for at least a small part of my portfolio to have volatility in order to improve returns over the longer term.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
Somewhat important but I'm prepared to take on a reasonable amount of volatility in order to increase my chance of higher returns over the longer term.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
Not particularly important as I'm comfortable that having exposure to volatility increases the likelihoods for returns to be increased over the longer term.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 9: If you owned a large amount of shares and the stock market fell quickly by 20%, what do you believe your natural reaction would be?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
To sell all the shares as soon as possible to avoid any further falls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
To sell the some of the shares to reduce exposure to future falls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
To hold the shares and wait for a recovery	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3

To look for ways to buy more shares	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Question 10: Investments that go up and down in value in the short-term (ie have volatility) are more likely to produce higher returns than investments that remain steady. Are you prepared to experience volatility in your investments in order to increase the chance of higher returns?</b>				
	<b>Client 1</b>	<b>Client 2</b>	<b>Joint</b>	<b>Score</b>
No, not at all	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1
Yes, but only for some of my investment portfolio	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
Yes, for a significant part of my investment portfolio	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	3
Yes, definitely	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	4
<b>Assessment</b>	<b>Jordan</b>	<b>Carly</b>	<b>Joint</b>	
Please complete the assessment and continue to 3.3 Documenting your discussions.				
<b>Total score</b>	<b>33</b>	<b>28</b>	<b>28</b>	
Identified investment strategy	85% Growth	70% Growth	70% Growth	
Agreed investment strategy	85% Growth	70% Growth	70% Growth	
<b>Score</b>	<b>Investment profile</b>			
10 – 17	<b>30% growth profile</b> Definite need for a very secure income. Little fluctuations in capital value. Will not accept much downside risk.			
18 - 26	<b>50% growth assets</b> Requires a stable income. Can withdraw capital to supplement income if necessary. Expect small fluctuations in income to gain modest capital growth. Requires minimisation of downside risk.			
27 – 32	<b>70% growth assets</b> Desires a reasonably stable income stream, but also desires a steady growth in capital value. Prepared for fluctuations to achieve reasonable capital growth over the medium term. Sufficient capital available to draw down to supplement income needs.			
33 – 36	<b>85% growth assets</b> Little or no need for an ongoing current income from investments. Investment focus is on achieving capital growth with no need to access capital in the medium term. Prepared to accept fluctuations in capital value to achieve longer term wealth accumulation.			
37 - 40	<b>100% growth assets</b> No ongoing income needed from investments. Investment focus is on high levels of capital growth with no need to access capital for the long term. Prepared to accept wide fluctuations in capital value and may be prepared to invest additional sums during downside periods.			

Risk profile	0%	30%	50%	70%	85%	100%
<b>Portfolio make up</b>						
Cash	100%	22%	11%	5%	4%	0%
Australian fixed interest	0%	26%	21%	14%	7%	0%
International fixed interest	0%	22%	18%	11%	4%	0%
Australian property	0%	0%	0%	2%	2%	3%
International property	0%	2%	3%	3%	4%	4%
Australian shares	0%	12%	20%	29%	33%	39%
International shares	0%	13%	24%	33%	43%	51%
Other – Alternatives	0%	3%	3%	3%	3%	3%
<b>Return information 1</b>						
Projection return per annum <sup>2</sup>	3.00%	5.05%	5.97%	6.88%	7.42%	8.08%
Extreme return range	1.50% to 4.50%	-7.70% to 17.80%	-13.50% to 25.40%	-19.60% to 33.30%	-24.20% to 39.10%	-29.00% to 45.20%
Normal return range	2.30% to 3.80%	-1.30% to 11.40%	-3.70% to 15.70%	-6.30% to 20.10%	-8.40% to 23.20%	-10.50% to 26.60% <sup>9</sup>
Probability of a negative return (over one year)	0.00%	11.65%	17.83%	21.76%	24.08%	25.69%
Minimum suggested investment timeframe	1 year	3 years	5 years	7 years	8.5 years	10 years
Investment objective over investment timeframe	RBA Cash Rate	CPI + 0.50%	CPI + 1.25%	CPI + 2.25%	CPI + 3.00%	CPI + 3.75%
Probability of meeting investment objective	100% <sup>3</sup>	81.82%	82.33%	81.50%	80.27%	80.81%
<b>Investor characteristics 4</b>						
Suitable for short term goals	Yes	Yes	Yes	No	No	No
Suitable for long term goals	No	No	No	Yes	Yes	Yes
Willing to incur loss of capital value	Not willing	Less willing	Willing	Willing	Willing	Willing
Portfolio diversification	Very limited, invested in defensive assets	Some diversification	Well-diversified	Well-diversified	Well-diversified	Well-diversified

Capital security vs Capital growth	Security	Security	Balanced	Balanced	Balanced	Balanced
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1 This information was obtained from AMP Investments and considered to be reliable, however we do not guarantee it is accurate or complete. The direct property and Cash rate were provided by AMP Investments. The information in this publication is current as at March 2023 and may change over time. Past performance is not a reliable indicator of future performance.

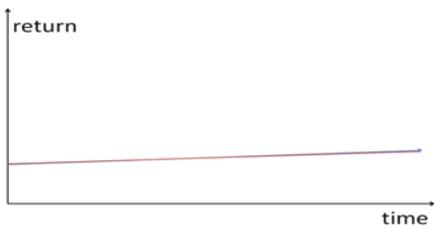
2 The projected returns shown in the table above assumes the investment is taxed as a pension and includes franking credits. The returns are shown prior to any costs.

3 The probability of meeting the objective in the 0% growth profile of RBA cash rate assumes investment in a very liquid asset such as Call Deposit 11 AM account and assumes no fees.

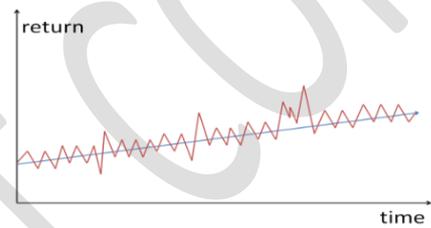
4 This table contains information that is general in nature. It does not take into account the objectives, financial situation or needs of any particular person. You need to consider you financial situation and needs before making any decisions based on this information.

**Return over time graphs**

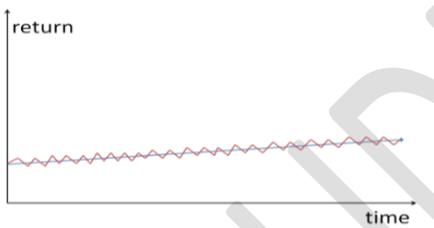
**0% growth profile**



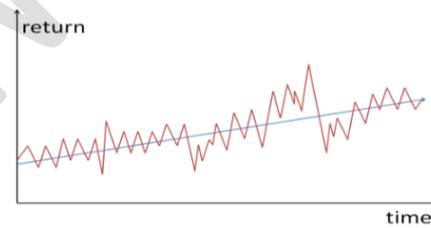
**70% growth profile**



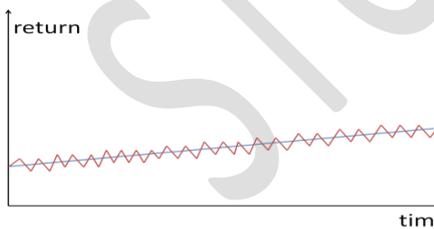
**30% growth profile**



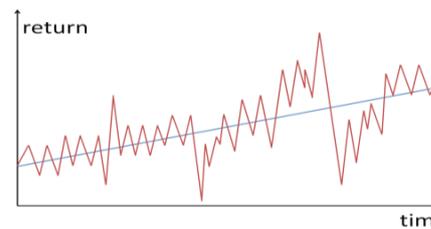
**85% growth profile**



**50% growth profile**



**100% growth profile**



**Additional information**

Jordan and Carly found the discussion on extreme return range and normal return range particularly insightful, as they had never seen the variance from expected returns explained in such detail. When asked how they would react to experiencing the negative extreme range based on Jordan's current super, both admitted they'd be slightly concerned but agreed they would wait it out, recognising that pulling out of an investment at the wrong time could mean missing a potential market recovery.

We reviewed their risk profile outcomes and how they aligned with growth profiles and return-over-time projections. While exploring alternative asset weightings and their possible impacts, Jordan and Carly ultimately felt their current risk profiles accurately reflected both their individual preferences and their jointly determined investment approach as a couple.

Although their financial goals are important, they both agreed that taking on additional risk—such as borrowing to invest—would create short-term anxiety. They feel comfortable with their assessed risk profiles and asset allocations and have no desire to change them.

We also explored the trade-offs between lower and higher-growth investing, reinforcing key investment principles. As part of this process, we reviewed the Moneysmart website, where Jordan and Carly confirmed they were already familiar with most of the concepts, including the risk-return trade-off.

Using Moneysmart's resources, we worked through various investment topics, and Jordan and Carly confirmed they had a solid grasp of the material. To deepen their understanding further, we examined ASIC's "Investing Between the Flags" guide, which helped them gain greater clarity and confidence in their approach.

## Fee and FSCG details

### Fee details

	Details
Advice fee (preparation of SOA)	\$4,200 (including GST)
Payment method	Payable on presentation of advice document

### Communication preferences

Communications	Details
Preferred means of communication of advice documents, PDS, FSCG etc	Email
If email, confirm preferred email address	JBrown11@email.com

## Privacy and FSCG details

FSG/FSCG details	Details
Privacy discussed?	Yes
FSG/FSCG version number	10
Date FSG/FSCG provided	01/01/2025

## Appendix 1: Economic Assumptions

These assumptions are also used to calculate the future projections and any cashflow analysis that may be included with this advice

<b>Projection start date</b>	01 July 2025					
<b>Indexation rate (CPI)</b>	2.5% per annum based on a long-term inflation rate expectation. It is applied to all expenses annually.					
<b>AWOTE index rate</b>	3.0% per annum. It is applied to annual “salary/income” when not otherwise specified.					
<b>Income received</b>	Investment earnings are assumed to be received annually.					
<b>Cost of living</b>	Indexed by CPI and recorded in the year of expected outlay.					
<b>Taxation</b>	Current tax rates have been used. The income, capital gains and superannuation tax rates are assumed to remain constant.					
<b>Superannuation</b>	Earnings taxed at 15%.					
<b>Centrelink/DVA</b>	Eligibility criteria and entitlements are assumed to remain constant.					
<b>Fees</b>	Upfront fees taken into account are entry fees and planner servicing fees. Ongoing fees taken into account are management fees / MERs and planner servicing fees. However the financial analysis does not take into account any fee-related tax deductions or GST credits that may be available from the products.					
<b>Investment profile</b>	<b>0%</b>	<b>30%</b>	<b>50%</b>	<b>70%</b>	<b>85%</b>	<b>100%</b>
<b>Investment objective over investment timeframe</b>	RBA Cash Rate	CPI + 1.0%	CPI + 2.0%	CPI + 3.0%	CPI + 3.75%	CPI + 4.50%
<b>Probability of meeting investment objective <sup>2</sup></b>	100%	64.8%	63.1%	63.3%	64.4%	63.8%