



2025 Semester 2

Entireti University Challenge

Case Study 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.

Introduction

This exercise is designed to assess your understanding and communication of core financial planning principles and strategies within the context of a limited advice case study.

As part of this University Challenge, you will prepare a **Statement of Advice (SoA)** that outlines your strategic recommendations to assist your clients manage their financial situation more effectively.

Please note: This task is not intended to evaluate detailed compliance requirements, but rather your ability to apply practical financial planning strategies and communicate them clearly to clients.

Case study scenario

Jordan and Carly Brown are a married couple in their early fifties residing in Subiaco, Western Australia. Jordan works full time as a health and safety officer, while Carly teaches part time at a secondary school. They have three adult children who are financially independent.

They enjoy steady combined earnings, cover living costs and tax obligations. Their main assets include their long-held family home, household contents, vehicles and a cash reserve. Their primary liability is a home loan serviced with regular principal and interest repayments.

Jordan and Carly feel they have done a decent job managing our finances up to this point, but things are becoming more complicated, and they feel it's time to get some expert advice to make sure we're setting ourselves up for long-term stability.

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

Primary goals

Your clients have articulated the below goals and objectives.

- Jordan and 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.
- Jordan and 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.
- Jordan and 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.

Additional requests

Jordan and 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.

Completing your Statement of Advice

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.

Your challenge is to help your clients not only meet their goals but to provide clarity when gaps or issues exist.

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?

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 simple English and write in a manner that will maximise the understanding for your clients.

- The length of your final Statement of Advice (including any appendices) should not exceed **25 pages**. 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](#).
- You will **not recommend** any specific investments, investment products or insurance products (aside from selecting one of Jordan'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.
- 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.
- Recommendations relating to Jordan' super fund should be supported by 'like-for-like' cost comparisons of Jordan existing product set at an appropriate investment risk profile.

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 several 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 (Jordan) and age 85 (Carly).

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. MoneySmart website, financial institutions or industry websites.

The use of Artificial Intelligence (AI) in full or part creation of your submission is also prohibited.

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 your clients. That fee is \$4,200, 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.

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 8 September 2025. The team name and contact details are clearly contained within the Statement of Advice.