



2026 Semester 1

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 presentation 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 articulate them clearly to clients.

Case study scenario

Michael & Michelle are a married couple in their early fifties, with twin children aged 15 and residing in Broadbeach, Queensland. Michael works full time as an Administration Manager, while Michelle is Client Services officer.

They have adequate earnings that cover their living costs and tax obligations. Their main assets include their family home, superannuation, household contents, vehicles and a cash reserve. Their primary liability is a home loan serviced with regular principal and interest repayments.

Michael & Michelle feel they have done a decent job managing their finances, but now that they are both over 50, they feel it's time to get some advice to make sure they are setting themselves up for long-term stability.

You have conducted a comprehensive meeting with your clients and captured their relevant personal circumstances in a fact find document (refer to the attached Fact Fund template).

Primary goals

Your clients have expressed the following goals and objectives.

- Michael & Michelle would like advice on how to reduce their home loan debt. They don't require any product specific recommendations but want to explore strategies that may help pay off their debt sooner, such as utilising their surplus cashflow effectively.
- Michael & Michelle would like advice on how to grow their retirement savings more effectively. For Michael, this includes determining which of his existing superannuation funds is the most suitable platform to use going forward, reviewing the underlying investment options and ensuring that his investments align to his risk/return appetite. Michelle has stated that she does not want advice relating to her superannuation product or underlying investments. She is more interested in strategies that can be used to help bolster her superannuation balance.
- Michael & Michelle are also seeking professional guidance on how to manage their surplus cashflow effectively. Their objectives include reducing the risk of unnecessary expenditure, while identifying appropriate opportunities outside of superannuation that align with their risk tolerance and growth expectations. At the same time, they wish to retain sufficient access to cash reserves to ensure liquidity for any emergency needs that may arise.

Additional requests

Michael & Michelle want general information regarding their personal insurance options in the event any unforeseen circumstances affecting either of them. At this stage, they just want to know more about the personal insurance types that are available to them, with a view of potentially acquiring appropriate insurance in the near future.

Completing your Statement of Advice (SOA)

The provided Statement of Advice must be used to formulate, document and present your personal advice (refer to the attached Statement of Advice). It sets out the recommended structure you are to follow and outlines the minimum disclosure requirements for the content of your advice.

You should write your Statement of Advice with the expectation that it would be presented and provided to the clients. An appropriate professional style and tone should be adopted, and the advice should be clear and concise, easy to understand, and tailored to the clients' specific circumstances. The aim of your advice is to help your clients not only meet their goals but to provide clarity where gaps or issues may exist.

A crucial component of the challenge is the strategic advice in the SOA document. You should thoroughly review strategies considered, detail which strategies were discounted and the reasons for doing so, and clearly present the strategies you have recommended, including the rationale for each recommendation. You must also consider how your recommendation meets the clients' goals and objectives and outline the potential costs and risks associated with both implementing and not implementing the advice.

Explanations should be clear and concise and easy to follow, presented in terms that your client can easily understand. The document should maintain an appropriate professional tone and style using simple language to ensure maximum clarity and understanding.

- The length of your final Statement of Advice (including any appendices) should not exceed **25 pages**. The Appendix sections is used to provide any supporting information and additional details that supports the advice being recommended. This could include detailed calculations, projections, or assumptions used in the financial modelling. Please note, the appendix supports your strategic advice and will not be separately assessed.
- You may wish to consider the 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 financial products or specific investments; however, you may select one of Michael's existing superannuation funds as a recommendation (these are already recorded in the provided Fact Find). You may consider relevant generic financial product types and structures as well as highlighting general product features where appropriate.
- The asset allocation you recommend needs only to distinguish the split between defensive and growth assets as per the risk profile summary outlined in the provided Fact Find document.
- Recommendations relating to Michael's super fund should be supported by 'like-for-like' cost comparisons of Michael's existing product based on his agreed investment risk profile.

Assumptions

Your advice should be based on the information contained in the fact find. You may need further information when formulating your strategies, and in practice you would have sought this additional information from the clients. However, for the purpose of this University Challenge you are free to make assumptions to clarify several issues relating to the client's personal information which could affect your advice. These assumptions 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, bonuses 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' spans from one year to their life expectancies, with Michael projected to live until age 81 and Michelle to age 85.

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 any relevant 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 readily available from public websites e.g. MoneySmart website, financial institutions or industry websites.

The use of Artificial Intelligence (AI) in the complete or partial preparation of your submission is strictly 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 charge to provide this financial advice to your clients. That fee is \$5,000, 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.

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 the competition terms and conditions.
- All team members have confirmed they will be available to participate on the Finals Day on Wednesday 28th of October 2026, if required.
- The Statement of Advice template provided has been used for the team submission and is less than 25 pages in length (including appendices).
- Any 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 record your name and student ID number on Page 2 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 4th May 2026. Ensure that the team's name and contact details are clearly recorded within the Statement of Advice.