

# 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:** Michael & Michelle White

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**Adviser Name:** Financial Adviser

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**Date Completed:** 1 March 2026

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# Personal information

Personal information	Client 1	Client 2
Title	Mr	Mrs
Given names	Michael	Michelle
Surname	White	White
Preferred name	-	-
Gender	Male	Female
Date of birth	18/03/1970 (55 years)	22/11/1975 (50 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	110 BRIGHT ROAD BROADBEACH, QLD 4218	
Address for correspondence	110 BRIGHT ROAD BROADBEACH, QLD 4218	
Preferred contact number	0417 996 XXX	044 211 XXX
Email	MichaelW@bigpond.com	MichelleW@bigpond.com

## Children / dependants

Name	Relationship	Date of birth	Financially dependant?
Cooper White	Son	11/07/2010 (15)	Y
Emily White	Daughter	11/07/2010 (15)	Y

### Additional information

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

Cooper and Emily are twins, progressing well through private schooling with aspirations to go to University post year 12.

# Employment

Employment	Client 1	Client 2
Occupation	Administration Manager	Client Services Officer
Employment status	Full Time	Part Time
Hours worked per week	40	22 (3 days per week)
Employer name	We Help You Do More	Broadbeach Mortgage Brokers
Years in current occupation	15	7
Any change planned? If yes, provide details below	No	No
Leave balances (in days)	20 - Annual leave 50 - Sick leave	10 Annual leave 13 - 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	60
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 Michael & Michelle expect to have similar expenses in retirement however they expect any mortgage debt at retirement would be cleared as part of their superannuation access.	
What sources of income do you expect to rely on in retirement?	Superannuation and savings	

## Additional information

Michelle likes working PT as she volunteers for a local food shelter usually 1 day each week.

## Income

Income	Owner	Amount
Ordinary Wages / Client Salary	Michael	\$150,000.00
Ordinary Wages / Client Salary	Michelle	\$65,000.00
<b>Total income (per annum)</b>		<b>\$215,000.00</b>

## Expenses

Expense	Owner	Amount
Estimated Tax Payable (inc M/Care)	Michael	\$39,800.00
Estimated Tax Payable (inc M/Care)	Michelle	\$11,600.00
Living Expenses	Joint	\$70,000.00
Loan Repayments	Joint	\$55,000.00
<b>Total expenses (per annum)</b>		<b>\$176,400.00</b>

## Other cashflow details

Client 1	
Able to save?	Yes
If 'Yes', how much?	\$25,000 per annum
Use of savings over the last year	Any additional cashflow surplus is generally spent on additional discretionary expenses, however Michael and Michelle are open to tracking savings and redirecting this surplus more effectively. Recent accumulated savings up until last year have been used on recent household renovations.

### Additional information

Total annual income does not include their Employer Superannuation Guarantee payments.

Michael SGC - \$18,000 p.a.

Michelle SGC - \$7,800 p.a.

Household income and expenditure is shared equally between Michael & Michelle.

## Assets

Assets	Owner	Amount
Primary Residence	Joint	\$1,500,000.00
Household Contents	Joint	\$100,000.00
Motor Vehicle	Michael	\$50,000.00
Motor Vehicle	Michelle	\$30,000.00
Cash Account	Joint	\$20,000.00
<b>Total</b>		<b>\$1,700,000.00</b>

### Additional information

Michael & Michelle bought their primary residence for \$1,100,000 in 2021. They have no intention to sell or move to another property in the foreseeable future.

Michael & Michelle have a cash account that they use to manage their surplus income which pays minimal interest but they like the immediate accessibility. They are curious if there are more effective ways of managing their cash account while maintaining access to funds.

## Liabilities

Liabilities	Owner	Minimum repayments	Repayment Type	Interest rate	Deductible	Outstanding Balance
Primary Residence Mortgage	Joint	\$4,584 Monthly	Principal & Interest	6.50%	No	\$450,000
<b>Total liabilities</b>						<b>\$450,000</b>

### Additional information

Michael & Michelle have occasionally made additional loan repayments over time and they currently pay monthly and believe they are reducing their principal by around \$2,000/month at present.

# Superannuation fund details

Assets - additional financial investments	Amount
<b>Michael</b>	
Employer Superannuation	\$220,000.00
MMM Super	\$27,000.00
State Superannuation Plan	\$33,000.00
<b>Subtotal</b>	<b>\$280,000.00</b>
<b>Michelle</b>	
Employer Super	\$110,000.00
<b>Subtotal</b>	<b>\$110,000.00</b>

## Additional information

### Michael's Superannuation

- Market values & fund details as of 01/01/2026.
- No beneficiaries nominated on Employer or MMM Super but Michael has his parents nominated on his State Superannuation Plan.
- All three fund balances are 100% Taxable (taxed) component.
- All three funds are 100% preserved, no unrestricted non preserved amounts.
- Michael receives 12.0% Super Guarantee (SG) which is currently directed to his Employer Superannuation.
- Michael has default insurance only inside his Employer Superannuation of \$240,000.

### Michelle's Superannuation

- Market values & fund details as of 01/01/2026
- No beneficiaries nominated on Michelle's superannuation fund.
- Michelle has confirmed she has approx. \$110,000 in superannuation and receives 12% Super Guarantee (SG) contributions.
- Michelle is happy with her current fund as they provide education and information sessions paid for by her employer. She does not want any advice specific to current super fund appropriateness or investments but is happy for her superannuation to be used in projections and modelling.
- Michelle has no insurance inside (or outside) superannuation currently.
- Michelle is invested in a Balanced Growth portfolio with a 30/70 mix.

### Other notes:

- Michael & Michelle have conducted a lost superannuation search via the ATO and no other funds were found.
- Michael & Michelle haven't made any additional contributions to super in the past five years.

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

	Employer Super	MMM Super	State Super
Current Investment (Defensive / Growth)	Active (0 / 100)	Balanced Growth (30 / 70)	High Growth (15 / 85)
Current Balance	\$220,000	\$27,000	\$33,000
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:	- \$240,000	- \$0	- \$0
	-	-	-
	-	-	-

**Available investment options within Michael’s Superannuation Funds:**

	Employer Super	MMM Super	State Super
<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	\$5,000	\$5,000	\$10,000

\*Note – Michelle has stated that she has \$110,000 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

Insurer/Product	Type	Owner	Insured	Premium
Employer Super - \$240,000	Life/TPD	Trustee	Michael White	\$2,400 p.a.
Nil	-	-	-	-

## Additional information

Neither Michael & Michelle hold any other personal insurances as they believe they are in good health and they would be unlikely to claim.

## Health insurance

Health Insurer/Product	Type	Owner	Insured	Premium
Medibank	Family	Michael	Family	\$1,700pa
Medibank	Family	Michelle	Family	above

### 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 and are happy with Medibank.

## Health details

	Client 1	Client 2
Health status	Excellent	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)	90	68
Do you have current health/mental issues or concerns? If yes, provide detail	Yes Michael is generally in good health but sees a physiotherapist every 2-3 months due to ongoing lower back soreness that 'flares up' every now and again.	No Michelle considers herself to be in excellent health. She rarely uses her private health insurance for anything more than routine dental check-ups. Kids are also in good health with no known concerns.
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 – Both alive and in good health	Unknown - Michelle is estranged from her parents for past 20 years.

## Professional advisers

Description	Name/Company	Contact details
Solicitor	Nil	-
Accountant	XYZ Accountants	07 9468 XXXX

# 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

Michael & Michelle have not discussed and 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 achieve.

### Why has the client sought advice?

- We've done a decent job managing our finances up to this point, but now that we are both over 50, we feel it's time to get some advice to make sure we're setting ourselves up for long-term stability.
- Our mortgage is becoming increasingly frustrating as it feels like the loan balance lingers and will still be substantial when we retire so we are wondering if we're approaching it the right way or if there is anything else that we should consider re managing our mortgage and payments.
- We usually put any extra cash into our bank account, but it doesn't earn much interest. Some of our friends have started investing in shares - should we be doing the same to make better use of our excess cash?
- Michael has accumulated several superannuation funds through various past employers. We haven't ever reviewed these funds and don't know if we should keep them running or consolidate them.
- We have twin children (aged 15) who still have quite a few years at home and we are aware that we don't have much insurance in place if something was to happen. We are curious about what other people around our age consider regarding the different types of insurances available.

## 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, including the possibility of starting an additional investment of some sort.

#### Superannuation

- Consolidate Michael's superannuation into one of his existing funds but align his investments with his agreed risk profile.
- Grow their collective 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

- Michael & Michelle 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 5 years prior to Michael'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.
- Michelle 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 Michelle'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 Michelle may be neglecting opportunities to further grow her wealth.

#### Personal insurance

- Michael & Michelle 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 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
Michael & Michelle	Michael & Michelle want advice on how to reduce their home loan. They do not want any product specific advice but would like to consider a strategy to implement with their existing lender that would see their reduce their debt faster.	Now	High
Michael & Michelle	Michael & Michelle want advice on how to grow their retirement savings more effectively.  For Michael, 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.  Michelle 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
Michael & Michelle	Michael & Michelle 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\*

Michael & Michelle 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 and how it can be paid for so we can make informed decisions when the time is right.

## Personal insurance needs analysis

Michael & Michelle have opted out of an insurance needs analysis as they do not wish to receive specific 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, how the premiums are paid for and the reasons behind those choices.

# 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 type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2
I have had a reasonable level of investment experience	<input checked="" 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 type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
It is something to be embraced	<input checked="" 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 type="checkbox"/>	2
Reasonably confident	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	3
Very comfortable	<input checked="" 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 checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	3
Only check its progress once or twice a year	<input type="checkbox"/>	<input checked="" 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 checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
A little hesitant but willing to consider it	<input type="checkbox"/>	<input type="checkbox"/>	<input 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 checked="" 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 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 checked="" type="checkbox"/>	<input type="checkbox"/>	2
To hold the shares and wait for a recovery	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	3

To look for ways to buy more shares	<input 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 checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3
Yes, definitely	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
<b>Assessment</b>	<b>Michael</b>	<b>Michelle</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>29</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.

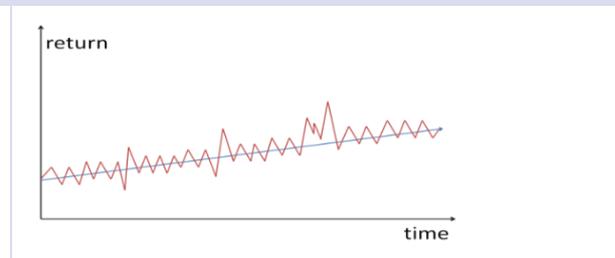
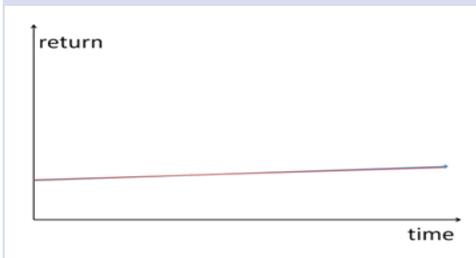
3 The probability of meeting the objective in the 0% growth profile of RBA cash rate assumes investment in a very liquid asset such as Call Deposit 11 AM account and assumes no fees.

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**

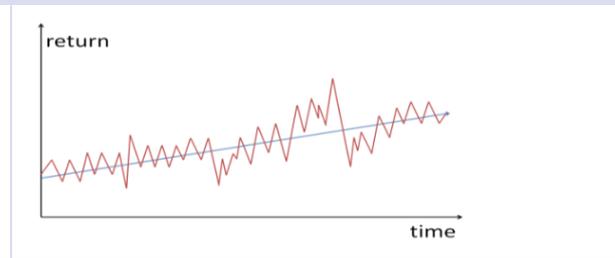
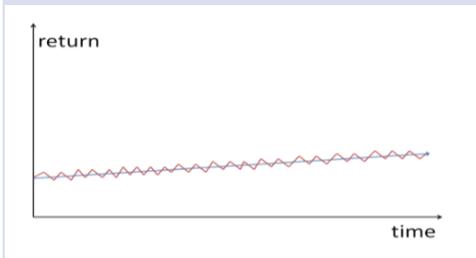
**0% growth profile**

**70% growth profile**



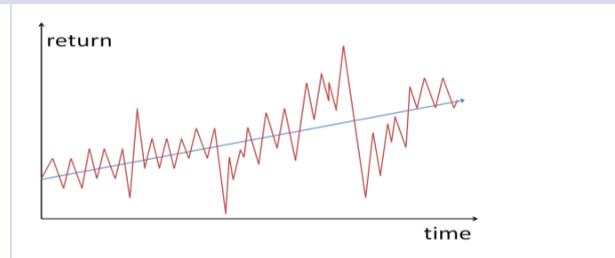
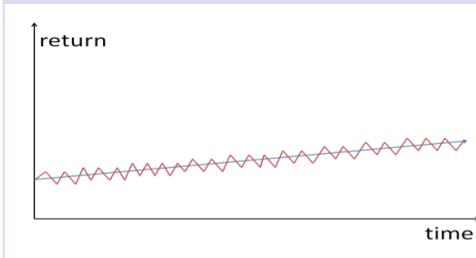
**30% growth profile**

**85% growth profile**



**50% growth profile**

**100% growth profile**



**Additional information**

Michael & Michelle found the discussion on investment tolerance and return ranges valuable as they had not seen the risk matrix used to help explain expected returns in such detail. When asked how they would react to experiencing the negative extreme range based on Michael's current super, both admitted they'd be aware but would monitor, recognising that pulling out of an investment at the wrong time could mean missing a potential market recovery and higher returns generally come with higher volatility.

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, Michael & Michelle 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 Michael & Michelle were familiar with most of the concepts, including the risk-return trade-off.

Michael & Michelle appeared comfortable with the investment conversation and were relying on us for some advice and direction about where the most appropriate investments may be based on their age and family situation. They both also liked the graphical illustration of the investment performance over time in the risk questionnaire and asked for a copy for further review.

## Fee and FSCG details

	Details
Advice fee (preparation of SOA)	\$5,000 (including GST)
Payment method	Payable on presentation of advice document

## Communication preferences

Communications	Details
Preferred means of communication of advice documents, PDS, FSCG etc	Client Secure Portal
If email, confirm preferred email address	MichaelW@bigpond.com

## Privacy and FSCG details

FSG/FSCG details	Details
Privacy discussed?	Yes
FSG/FSCG version number	10
Date FSG/FSCG provided	01/03/2026

## 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 January 2026					
<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%