

Sample FF

[00:01:27 - 00:01:33] FC

Hi. Hi there. Hi, Prospect. Hi. Hi. How you doing?

[00:01:34 - 00:01:35] Prospect

Okay.

[00:01:35 - 00:01:40] FC

Okay, that's good. Thanks for accommodating the latest start.

[00:01:40 - 00:01:42] Prospect

No worries at all.

[00:01:42 - 00:01:49] FC

Today's our meets our helper's birthday, so we brought it up for mute and got delayed.

[00:01:49 - 00:01:51] Prospect

No worries at all.

[00:01:51 - 00:02:07] FC

Yeah. Okay. All right, FC, So. Okay, so today, Right.

Is essentially session two of our process. So let me share my screen so that we can.

[00:02:12 - 00:02:21] Prospect

We've got to apologize that we tried as best as we could, but probably not all the details are in the right account or in the right place.

[00:02:21 - 00:02:34] FC

But, you know, no worries, no worries. Yeah. That's the point of today's session, actually, to do data scrapping. Okay. So I just wanted to chat with you. Are you okay if we record this session for training purposes?

[00:02:35 - 00:02:38] Prospect

Okay. Who will be doing it?

[00:02:38 - 00:02:43] FC

So it'll be me and the kind of like training department of my team.

[00:02:44 - 00:02:47] Prospect

Okay. So training department of a team, very big. I'm curious.

[00:02:47 - 00:02:50] FC

Oh, no. 1%. The training manager on my team.

[00:02:50 - 00:02:53] Prospect

Okay. All right. And how long do you store it for?

[00:02:55 - 00:03:15] FC

Basically it won't be stored permanently. Basically the idea is to review our appointments, look for best practices, any areas of improvement that we can sort through, and then we will basically turn it into a training material and then the recording will not be kept after that.

[00:03:15 - 00:03:27] Prospect

Okay. Could you let me know once it's been scrubbed? So just, just. Yeah, because we will be going through, you know, in terms of, you know, confidential info here.

[00:03:27 - 00:03:28] FC

Right.

[00:03:28 - 00:03:37] Prospect

So yeah, so that's, that's fine in terms of. For your training purpose, you're happy to do that, but when you are. Once you scrub it, could you let us know as well?

[00:03:37 - 00:04:39] FC

Sure. No problems.

Okay, thanks for that. Okay, let's see. Okay, so you, you recall this four step process. Yeah. That I share with you. So currently we're.

Today will be step two. And the key objective for today will be to do a gap analysis. Okay. So we'll be really looking at all the data that you shared. We'll use, we'll clarify the data, scrub it, and then we will test and stress test the different scenarios that are important to you from there. Then let us see whether there are any blind spots, any gaps, any opportunities that surfaces. And if there are, then that gives.

That will be. Then my objective will be to do homework after this and come back to you with subsequent recommendations and to share with you and to finalize them in the next session. That'll be okay?

[00:04:40 - 00:04:40] Prospect

Yeah.

[00:04:40 - 00:05:05] FC

Okay, great. Okay. So I thought it would be good if we can start with key concerns that were shared in our last session. So this is what I captured from our last session. So, Prospect, so you mentioned about possibly career plateau and that concern. Right. Interestingly, I was at your office today.

[00:05:05 - 00:05:06] Prospect

Oh, really?

[00:05:07 - 00:05:13] FC

Yeah. Meeting one of my. One of my reservist friends.

[00:05:13 - 00:05:14] Prospect

Oh, interesting.

[00:05:15 - 00:05:19] FC

Yeah, that's right. Oh, I was like, first time I've been there, so. Interesting.

[00:05:20 - 00:05:21] Prospect

Did you go for lunch?

[00:05:22 - 00:05:32] FC

Yeah, I did it when I had lunch. He told me he's been there for like seven years and he's put on like 10 kilos.

Yeah. All the free food every day.

[00:05:32 - 00:05:34] Prospect

I feed you well. Yes.

[00:05:34 - 00:05:37] FC

Yeah, I told you. It's like I'm walking into Club Med.

[00:05:37 - 00:05:40] Prospect

You know, not quite la. No alcohol.

[00:05:41 - 00:06:39] FC

Okay. Okay. Not quite. Okay. But close. Close enough. Yeah. So that's one.

And then both of you have mentioned this objective of being ready for. To. To fund kids, your education, including overseas uni as needed.

Third one was disability and illness. Right. To make sure that you're adequately covered and don't end up being a burden to the rest of the family if something like that were to happen.

And then, let's see. Oops. This one. Yeah. Okay. Okay. And then retirement. That's. That's another one that we need to.

[00:06:39 - 00:06:42] Prospect

Simon 65. I think he wants to retire before that.

[00:06:44 - 00:06:58] FC

Well, yeah, let's see. Let's test that. All right. Okay, let's see. Okay, so the rest of the process that we'll go through today will be firstly, data scrubbing.

[00:06:58 - 00:06:59] Prospect

Yeah.

[00:06:59 - 00:07:50] FC

All right. And then we get into gap analysis, both for retirement as well as protection. Okay. And. And then at the end of that, we will also align on what is the cash flow or spare cash flow available to be used for both retirement as well as protection. And then at the end, we'll love your feedback on how you felt the session went. And also personal introduction.

So as part of going through every step of the process, it is quite common that along the way, you know, different people might just pop into your minds, you know, because you're talking about different topics. Right. So if. If that were to happen, I suggest that, you know, you keep them at the side of your mind. Then at the end of the session, we can come back and revisit.

[00:07:51 - 00:07:51] Prospect

Okay.

[00:07:51 - 00:07:56] FC

On who they might be. Okay. All good with this agenda?

[00:07:56 - 00:07:56] Prospect

Yeah.

[00:07:56 - 00:08:37] FC

Okay. Excellent. Okay, so let's get into here. So first of all, thanks for putting in all your info and doing your best, but. So now we will walk from left assets all the way right to expenses. Okay, so this is the data scrubbing portion of our meeting. Today. So starting from the first one on savings. So. So this is not in this combined. Right. Between the both of you, is there anything else?

There are investments and fixed deposit as well.

[00:08:37 - 00:08:38] Prospect

Okay. Okay.

[00:08:38 - 00:08:38] FC

Yeah.

[00:08:38 - 00:08:50] Prospect

Okay. It's okay. We go back to assets.

I think the same. Yes, this. The cash part looks about right. 250. Three fifty. Yeah, about that.

[00:08:50 - 00:08:51] FC

Yeah, yeah.

[00:08:51 - 00:08:56] Prospect

Because you have another 300 in how much? 400 in Hong Kong, like HSBC.

[00:08:56 - 00:09:06] FC

HSBC is like 350. 330. 350. 240 in my U.

So yeah, it's about.

[00:09:06 - 00:09:10] Prospect

No, no, sorry. How much is it? 300 plus.

[00:09:12 - 00:09:13] FC

Doing this again. Sorry.

[00:09:13 - 00:09:40] Prospect

Can you just take. Can I take a lot of investments as well? Because I was trying to split the two. The bond.

But the bond is. Yes, the bond is 200 US which is around. 200 US is around 26260 sing rather than 300. I just. Yeah, so we can.

[00:09:40 - 00:09:42] FC

So yeah, 350.

[00:09:42 - 00:09:43] Prospect

260.

[00:09:53 - 00:09:53] FC

Right.

[00:09:53 - 00:10:11] Prospect

That's for the Pimco Trust, correct? That is correct. Also the cash. Oh, I have another 550 cash deposits here. Is it.

Okay, anyway, so how much do you have? How much is it in.

[00:10:12 - 00:10:14] FC

Okay, there was like the one point.

[00:10:15 - 00:10:18] Prospect

No, no, just give me, you know, the ballpark.

[00:10:18 - 00:10:30] FC

The ballpark was at 300 HSBC. HSBC is 300 plus 58 plus another 60. So yeah, about 400 in HSBC.

[00:10:30 - 00:11:20] Prospect

So okay, so 400. Wait, wait, so we leave that in terms of the fixed deposits. That's fine. Wait, let me just think. Hang on. Sorry, I'm just think.

I have about 700 here. So there's fixed income is. Okay, sorry, the fixed income. I'm just looking at the U.

The conversion right now the fixed income is 285.

The bond is 2. Hey, wait, hang on. They club the eclips d. Okay. No, no, it's fine. It's fine. 210. I think that the PIMCO fund is 120.

[00:11:21 - 00:11:32] FC

Okay.

[00:11:34 - 00:11:47] Prospect

And then there is 300 cash. So 3, 550 is it. They put in fixed deposits.

How much is that? How much is that?

You have so 400.

[00:11:47 - 00:11:52] FC

I got 400 HSBC. So why don't we just put new OB has 235.

[00:11:52 - 00:12:01] Prospect

So never mind that one. We put. Okay, so the cash deposit here, we Change it to 400. Is it? We change it to 700 here.

[00:12:02 - 00:12:04] FC

In the. In fixed D or in saving?

[00:12:04 - 00:12:23] Prospect

In fixed D. Fixed D.700.

Yeah, I put that as in. I just put that as in fixed D. Okay. Okay. And then we just. And then we go back and change the savings.

So savings, how much is yours? Savings and your UB is.

[00:12:23 - 00:12:24] FC

How much UB is?

[00:12:24 - 00:12:27] Prospect

236,236 plus 350.

[00:12:27 - 00:12:28] FC

350.

[00:12:28 - 00:12:42] Prospect

So 236 plus 350. So savings, we put 585. Yeah.

[00:12:42 - 00:12:45] FC

Okay, so combined savings is 585, right?

[00:12:45 - 00:12:45] Prospect

Yeah.

[00:12:52 - 00:13:04] FC

Okay, so moving to CPF, all these would have been taken from same pass, Right. So this should have the 1.6 I split into, right?

[00:13:04 - 00:13:06] Prospect

That's right. It's actually 3.2 LA around.

[00:13:06 - 00:13:24] FC

Yeah. Yeah. Okay, got it. And then, so the visual and then CPF over here. Yeah, CPF essay we have already closed for. Yeah. And that's in the RA. Okay, good.

So that's that value or COE.

[00:13:24 - 00:13:28] Prospect

I just put 20,000. That was. Because that was. That's AA.

[00:13:28 - 00:13:31] FC

Oh, okay. It's two vehicles. One.

[00:13:31 - 00:13:32] Prospect

One.

[00:13:32 - 00:13:34] FC

Okay. Because I see this and.

[00:13:34 - 00:13:41] Prospect

Oh, I see. I see the double. Yes. Okay, so it's just take.

Take one off. Yeah.

[00:13:41 - 00:13:42] FC

Okay.

[00:13:45 - 00:13:47] Prospect

Yeah, that looks about right, I think.

[00:13:47 - 00:13:59] FC

Okay. Okay, so that's good. Then let's move on to investments. Okay, so investments. The. The fixed deposits.

Is it in a joint account?

[00:14:02 - 00:14:09] Prospect

There's one. He has. The 400 is in his name.

Is it in your name? Sorry? Join as well?

[00:14:09 - 00:14:14] FC

Apparently. Okay, your name is. I put your name in there a long time ago.

[00:14:14 - 00:14:16] Prospect

Okay. Okay.

[00:14:16 - 00:14:21] FC

Okay. All right. And they are. They are due in different tranches?

[00:14:21 - 00:14:23] Prospect

Yes. Yeah.

[00:14:23 - 00:14:27] FC

Okay. What's the longest?

[00:14:30 - 00:14:38] Prospect

Six months. They're very short term at the moment because we haven't figured out what to do with it. We. I've been trying to think about what to do with it, but we haven't actually gotten around.

[00:14:39 - 00:15:10] FC

Okay, next. Okay, so that's fixed deposits, pimco. So this one. This one.

Which PIMCO fund is it? Sing\$, is it a dividend fund?

[00:15:10 - 00:15:16] Prospect

Yes, it's a dividend fund. I think we were looking at 6%.

Is it 5? 5 to 6%.

[00:15:16 - 00:15:29] FC

Okay. And that is so dividend. Right. So on the growth rate, should I just assume growth is 0, but dividends is 1. Okay. Is the dividend reinvested or it's paid out in cash?

[00:15:29 - 00:15:30] Prospect

Paid out in cash.

[00:15:30 - 00:15:42] FC

Okay. Okay, so I'll assume 0 here and then dividends, you want use 5 or 6?

[00:15:42 - 00:15:45] Prospect

5 is 5.

[00:15:45 - 00:15:57] FC

Okay. Any specific reason why the dividends, you prefer to take it out in cash rather than reinvest?

[00:15:59 - 00:16:05] Prospect

Actually, I. I didn't think about it. I thought about it. Yeah.

[00:16:06 - 00:16:10] FC

And this one is bought directly or you bought it to a bank or.

[00:16:10 - 00:16:14] Prospect

I bought. We bought through a bank, through DBS actually.

[00:16:15 - 00:16:34] FC

Okay, okay, got it. DBS wise, right? Is the banker like monitoring this, optimizing this, or it's kind of like just bought and then just left.

[00:16:34 - 00:16:40] Prospect

He's been trying to meet me. I just haven't had time to follow up. Yeah.

[00:16:40 - 00:16:47] FC

Okay. Is this a banker you've been working with for a long time or keeps changing.

[00:16:47 - 00:16:55] Prospect

No, no, I've been working with him since we opened the account with DBS Treasures for about a year plus. Yeah.

[00:16:55 - 00:17:25] FC

Okay. All right, got it.

Who does pim? So that's under Prospect 2's name. Join or Join also. Okay. And then this bond of the youth. Can you share more about what is this bond?

[00:17:25 - 00:17:32] Prospect

It's a. It's a JP Morgan US dollar bond. I think it's about 5% as well.

[00:17:33 - 00:17:37] FC

Okay, so single issue.

[00:17:38 - 00:17:44] Prospect

Yeah, it's a 10 year bond. Let me just take a.

[00:17:51 - 00:17:52] FC

When did it start?

[00:17:58 - 00:18:03] Prospect

It was 2024 October. So you're mature in 2034 October.

[00:18:04 - 00:18:15] FC

Okay, so expire in 10 years. And what do you say was the percentage?

[00:18:15 - 00:18:24] Prospect

I think that, Let me see. Doesn't say. I remember it's about 5%.

[00:18:24 - 00:18:36] FC

Okay. And it's. It's annual coupons or coupon at the end, I believe.

[00:18:36 - 00:18:37] Prospect

Animal coupons.

[00:18:37 - 00:18:38] FC

Okay.

[00:18:40 - 00:18:41] Prospect

Okay.

[00:18:41 - 00:18:54] FC

Manual, 5%. Okay, got it.

And this was bought on. Was it at DBS as well?

[00:18:54 - 00:18:55] Prospect

Yeah, that's right.

[00:18:55 - 00:19:22] FC

Okay. All right. Yeah. Also, when you bought this 10 year bond. Right. Any specific reason why you chose to buy a bond rather than to say, invest through a more diversified bond fund?

[00:19:22 - 00:19:51] Prospect

Well, we did, did the Pimco bond fund, but I also had US Dollars that I wanted to invest and I felt that we have a mix and JP Morgan was a decent name and I like, I wanted, I like the returns, the 5, you know, 5% plus returns. And I thought, okay, we can, you know, put this amount into. Yeah. This one.

[00:19:53 - 00:20:20] FC

Yeah. Generally I.

For similar returns. Right. I would, I would typically prefer something that's diversified versus single issue because of single issuer risk. So usually for, for me to want to pick up a single issuer instrument, the. The returns have to be significantly better than something that.

[00:20:21 - 00:20:50] Prospect

But if it's significantly better, then you're taking risk. There has to be the risk. Yeah, risk on it. Right, Agree. So I wasn't willing to take the risk and I. For a single bond issue, I'd rather go with someone somewhere

safe.

And I wanted. Yeah. So that was. And I thought that at some point in time I may not hold it till the end, probably when interest rates come off. I was thinking of selling it at some point as well.

[00:20:50 - 00:21:14] FC

Okay. As interest rate also. Okay, got it. Okay. Yeah. So it's just that it's just one of my piece.

I get a bit concerned. That's like Lehman Brothers, you know. Credit. Of course.

[00:21:14 - 00:21:15] Prospect

Of course.

[00:21:15 - 00:21:15] FC

Yeah.

[00:21:17 - 00:21:24] Prospect

Yeah. Fair point. That hence JP Morgan. I didn't even want to. I didn't. I just. I chose JP Morgan over Standard Chartered.

[00:21:25 - 00:21:34] FC

Okay. Okay. So fixed deposits we got there. Okay. Equities. Equities is.

Is it also joint.

[00:21:35 - 00:21:38] Prospect

No, equities are single name.

[00:21:38 - 00:21:49] FC

Okay. Okay. All right.

And so these equities, are they US or Singapore?

[00:21:49 - 00:22:07] Prospect

They're all. They're mainly us I would say generally. Well, mainly actually meta stocks, I think.

Let me just. I was just going in to take a look and I do have a portfolio elsewhere of a mix of stocks, Singapore and US stocks. But.

[00:22:09 - 00:22:13] FC

Well, this 400 is meta or meta. Plus others matter.

[00:22:13 - 00:22:15] Prospect

Plus others. Yeah.

[00:22:15 - 00:22:16] FC

Okay. How much is it matter?

[00:22:18 - 00:22:26] Prospect

Just the project. 225 in Singh dollars.

[00:22:26 - 00:22:26] FC

Right.

[00:22:27 - 00:22:27] Prospect

Us.

[00:22:27 - 00:22:31] FC

Oh, so this 400 is sing.

[00:22:32 - 00:22:33] Prospect

Did I put Singh?

[00:22:34 - 00:22:36] FC

Yeah, everything here is Singh.

[00:22:38 - 00:23:06] Prospect

Yeah. Hang on. Yes. So the 220. Okay. The 225 here is.

It's US dollars. But hang on, let me just try. Okay. 225 is already vested. I have another 105 which is not vested. So do we took the unvested one as well or just the vested.

[00:23:07 - 00:23:10] FC

I'll just take note of the unvested.

[00:23:11 - 00:23:13] Prospect

So invested is 105.

[00:23:14 - 00:23:14] FC

Okay.

[00:23:14 - 00:23:17] Prospect

Less which is how much?

[00:23:19 - 00:23:20] FC

This USD.

[00:23:20 - 00:23:40] Prospect

This. Yeah. 105 is USD. Hang on. Because the account is in USD.

So 105 would be 140 sing. Yeah, around there.

Then the vested one is 225. Wow. The stock market has come off a lot which is around 300 single.

[00:23:40 - 00:23:41] FC

Okay.

[00:23:42 - 00:23:47] Prospect

So yeah, this is just a matter one.

[00:23:59 - 00:24:00] FC

Okay.

[00:24:03 - 00:24:05] Prospect

I have CDP.

[00:24:05 - 00:24:06] FC

Hang on.

[00:24:13 - 00:24:20] Prospect

Okay, why don't you go. This is just. You want to put all equities. Is it?

So how much do I have?

[00:24:21 - 00:24:44] FC

So you put on this 400. Okay. I can actually do it this way. I'll call this 300 for Meta vested looking. Okay.

And long term assumption. Are you okay if we use 6% per year?

[00:24:44 - 00:24:48] Prospect

Yeah, that's fine. I mean. Yeah, it's just a assumption.

[00:24:54 - 00:24:57] FC

Okay. And then we've got others, right?

[00:24:57 - 00:26:09] Prospect

Yes. I'm just trying to get the. I think we're seeing the Thing with the CDP is that it doesn't always.

Hang on, let me just double check. I'm just trying to get in. I don't usually.

Where is it? Sorry. You want to go some.

You want to do.

[00:26:09 - 00:26:09] FC

Look.

[00:26:09 - 00:26:13] Prospect

Look at something else while I try and figure out how to do this. Sorry.

[00:26:13 - 00:26:32] FC

Okay, so I'll assume this is 101st. We can change it later. Okay, so these are the. Okay, so only thing is the non metal stocks that we have to come back with later.

[00:26:32 - 00:26:33] Prospect

Yeah.

[00:26:33 - 00:26:49] FC

Okay. So moving to liability. So this is the loan. Yes. Okay. So not much left on the loan. Oh, so this is outstanding principle.

Six more years to go. Interest is. Oh, okay.

It's at 4%.

[00:26:50 - 00:26:56] Prospect

Yes. I have. I decide.

I didn't decide to not do anything about it because the amount is so small I don't even know whether I can even move it.

[00:26:57 - 00:27:05] FC

No, exactly. So when you go below 500k, the banks typically don't want to refinance.

[00:27:05 - 00:27:07] Prospect

Exactly. That's what I thought.

[00:27:08 - 00:27:18] FC

Okay, so the. The current repayment is 2550 per month.

950 is from Prospect 2 CPF. Yeah. I'm the only one paying for it.

[00:27:18 - 00:27:19] Prospect

Yes.

[00:27:20 - 00:27:43] FC

I only realized it last month. You're going for it. Am I? Oh, okay. Yeah. And then cash is the 1006. Right. Okay. The cash is which account?

Direct from my account as well. Okay. There you go. Direct from my account, apparently. Yeah. Thanks.

[00:27:44 - 00:28:28] Prospect

Okay, so in my. I have about 50,000 Sing dollars worth of other shares. Hang on, let me just double check. Hang on. Yeah. 50,000 worth of shares. Liquid shares.

And then I have. These are between Treasuries and as. These are SBS actually.

[00:28:28 - 00:28:29] FC

Oh.

[00:28:31 - 00:28:32] Prospect

Yeah.

[00:28:32 - 00:28:33] FC

Or the 50,000.

[00:28:34 - 00:28:34] Prospect

Yes.

[00:28:34 - 00:28:35] FC

Oh, I see.

[00:28:35 - 00:28:38] Prospect

No, no, no. The 50,000 is just the stocks.

[00:28:38 - 00:28:41] FC

Okay. And are these US stocks as well?

[00:28:41 - 00:28:42] Prospect

No, these are Singapore stocks.

[00:28:43 - 00:28:47] FC

I see. Are they like Singapore banks or.

[00:28:47 - 00:29:02] Prospect

Yes, they're Singapore banks. Singtel U or cbc? Oh, hang on. Do I have so much? Hang on.

[00:29:18 - 00:29:22] FC

Just putting it in. You didn't know which one what. What you have in there?

[00:29:23 - 00:29:39] Prospect

Because sometimes it's very hard to keep track of the of CDP actually because they don't. Okay, so about 100,000 in SBS.

[00:29:39 - 00:29:40] FC

SSBS.

[00:29:40 - 00:29:41] Prospect

SSBS.

[00:29:41 - 00:29:51] FC

So this 50, right. Okay. Okay. So for this 50, 000 I think. Okay. Surely we can't expect 6% from Singapore shares.

[00:29:51 - 00:29:51] Prospect

Yeah.

[00:29:51 - 00:29:58] FC

So maybe what percentage want to use? Because largely it's for dividends, isn't it?

[00:29:59 - 00:30:07] Prospect

No, I mean like DB, like UOB, OCBC there. Yeah, I suppose the dividends their dividend shares. 2%, right. 2 and a half percent.

[00:30:09 - 00:30:11] FC

You saying the. For dividends?

[00:30:11 - 00:30:12] Prospect

Yes.

[00:30:12 - 00:30:14] FC

Okay, so I.

[00:30:14 - 00:30:16] Prospect

Or I don't know.

[00:30:16 - 00:30:20] FC

Okay, so for growth rate, what would you want to assume for the long term for these.

[00:30:20 - 00:30:22] Prospect

Right. That reinvested.

[00:30:22 - 00:30:28] FC

Okay, so we can put it under. Under growth then. So Maybe call it 2.5, 3%.

[00:30:28 - 00:30:31] Prospect

Okay, 2.5. Let's be conservative.

[00:30:31 - 00:30:41] FC

Okay. Okay, so we do that. Are any of these investments being added to on some frequency or it's all lump sum at certain points.

[00:30:41 - 00:30:44] Prospect

It was just lump sum at a certain, certain point.

[00:30:44 - 00:30:44] FC

Okay.

[00:30:44 - 00:30:46] Prospect

And I kind of left it there.

[00:30:47 - 00:30:54] FC

Okay. And then there's SSBs as well. All right, so Singapore Savings Bonds. And that's under whose name?

[00:30:54 - 00:30:55] Prospect

My name.

[00:30:55 - 00:31:01] FC

Okay. And what percentage?

[00:31:03 - 00:31:09] Prospect

I would say average about between 2.8 to 3.2. I remember.

[00:31:09 - 00:31:21] FC

So about three. Okay. Yeah. Okay. So I consider that a growth rate. In fact, you have gotten it at the start, right?

[00:31:22 - 00:31:27] Prospect

I've gotten. I went in when there was a lot of. Yes, I got in it at the start.

Yes, I subscribed to it.

[00:31:28 - 00:31:29] FC

Yeah. Okay.

[00:31:29 - 00:31:30] Prospect

Yeah.

[00:31:30 - 00:32:11] FC

All right. Got that. Okay, got it.

So if we look at your entire investment portfolio, of course, quite naturally it is meta heavy because that's free now once it vests. Any special consideration that you have in keeping it still in.

[00:32:11 - 00:32:34] Prospect

Yeah, I kept. I sold some to kind of reduce. Reduce risk because I sold some and they are now sitting in my US dollar deposit because we haven't figured out what to do with it yet.

And we're just thinking. Yeah, so that.

So, so for the. For the vested one, I haven't decided what to do with it. Okay. Yeah.

[00:32:34 - 00:32:39] FC

Okay. When you mentioned US dollar deposit. Right. Is that part of this 585.

[00:32:40 - 00:32:41] Prospect

Yes.

[00:32:41 - 00:32:50] FC

Okay. All right. Did you have the split between USD and sync?

[00:32:51 - 00:33:15] Prospect

I would say USD was. USG is probably 150,000 worth. 100. Let me just take a look. 130,000. Let's put it that way, because I just put that. So 170,000 Singh worth of it is in USD.

[00:33:17 - 00:33:31] FC

Okay. So one 7e SGD in. Yeah, USD. Okay. And the rest is in sync.

[00:33:31 - 00:33:32] Prospect

Yeah.

[00:33:33 - 00:34:33] FC

Okay, got it. Let's see. So this is in U.S. okay. Generally. Right. I also remind my clients.

So a lot of my clients work for US firms, including my original company, ExxonMobil. And so US has estate duties. And only the first 60,000 of your investments there are free of estate duty. Everything above that attracts an estate duty of between 18 to 40%. So unless one has Very, very, very strong reasons to want to keep it in U.S. stocks. Right. It's better to diversify.

Even if we buy it via funds that's invested in the US it's still better because a lot of the funds would have been domiciled in countries which.

[00:34:34 - 00:34:35] Prospect

That's a good point.

[00:34:35 - 00:34:38] FC

Yeah. Which. Which actually does not have this exposure.

[00:34:38 - 00:34:40] Prospect

Of exchange traded funds.

[00:34:44 - 00:34:47] FC

I think that one depends. Depends where it's domiciled.

[00:34:48 - 00:34:57] Prospect

So what you're saying is that all. Let's just say meta shares. If something happens to me. And so even if the account is in Singapore.

[00:34:58 - 00:35:03] FC

Yeah. Because underlying is EC US So then.

[00:35:03 - 00:35:12] Prospect

I have to pay US I might have. I might be liable. Even though I'm in Singapore, which doesn't have estate taxes because I own U. S shares.

[00:35:12 - 00:35:12] FC

Yes.

[00:35:12 - 00:35:15] Prospect

I'm exposed to estate duties.

[00:35:15 - 00:35:16] FC

Yes, absolutely.

[00:35:17 - 00:35:22] Prospect

Yeah, there is. Yeah. Because US and Singapore have no double taxation as well.

[00:35:22 - 00:35:31] FC

Yeah. So. Yeah. So this is something that a lot of people are exposed to, especially employees of U.S. companies. So the worst.

[00:35:32 - 00:35:34] Prospect

Yeah. Even U.S. bonds. No. Or.

[00:35:35 - 00:35:39] FC

Oh, yeah. All U.S. investments. Yeah.

[00:35:39 - 00:35:40] Prospect

Good to know.

[00:35:40 - 00:36:00] FC

Yeah. So the worst case I've ever heard was a.

The General Council of ExxonMobil in Singapore. So she passed away some years back. Singaporean. And she had millions of exomobile stock. Yeah. So the US government said a big thank you to her family which she passed on.

[00:36:00 - 00:36:01] Prospect

Wow.

[00:36:01 - 00:36:02] FC

Yeah.

[00:36:02 - 00:36:03] Prospect

Okay, good to know.

[00:36:04 - 00:36:22] FC

So. Yep. So need to be aware and then take the right actions. Okay. Let's move on.

Liability will clear. Okay. Liability. Right. Any. Have you ever considered paying off the mortgage at one shot?

[00:36:22 - 00:36:41] Prospect

Yes. It's just that I just felt. We just felt. I was like to have no leverage at all on this very illiquid property. I just. I didn't. I didn't know whether that was a wise thing to do.

To have no leverage at all. So that's why we just left that little. Yeah.

[00:36:41 - 00:37:00] FC

Okay. So let me share with you in terms of mortgage redemption economics. Yeah. I'm just conscious. Prospect, I'm talking to someone who was a private banker for eight years. Right. So I don't know a lot of.

[00:37:00 - 00:37:04] Prospect

Things obviously I have forgotten around US taxes.

[00:37:04 - 00:38:40] FC

So let me know. Right. Whatever I share, it is something that you've forgotten and then it come back now. That's great. But there's something that I'm sharing which you didn't even know or was never aware of when you were a private banker. Let me know too, because I. I do want to know what's the level of training that's provided by the banks. Yeah. So. So let's talk about mortgage redemption.

So currently you have about 163k, 4%, 72 months. Right. So 143. Okay. 6 years and 4%. Okay, let's just look at it this way. Okay, so at 4%, you're paying around this per month. Okay. Per year you're paying this for the full six years, you're expected to pay 161K. Okay. With 143.

Now, if you. Let's just say for. For, as an example, wanted to pay it down by 50k and reduce the loan from 143 to 93, then your monthly would fall to 1004.

Annual will be this. And then over 6 years will be this. Which also means that over the course of six years, the interest savings will be 6,003. Now, but this, 6,003, this savings is there because of putting down 50k at the start.

[00:38:40 - 00:38:41] Prospect

Yeah.

[00:38:41 - 00:38:52] FC

So 50k actually, to generate 6.3k right. Over the course of six years, all you need is to have a compounded growth rate of 2%, essentially half.

[00:38:52 - 00:38:52] Prospect

Understand?

[00:38:54 - 00:39:01] FC

So as long as you can make your money grow more than 2% per year, it makes sense to not pay down a loan off. Focusing.

[00:39:04 - 00:39:05] Prospect

Interesting.

[00:39:05 - 00:39:07] FC

Yeah. There is. I think this.

[00:39:07 - 00:39:12] Prospect

What this was not. This would not have been taught at a bank because the bank will want you to take on more loans.

[00:39:12 - 00:40:03] FC

Yeah, yeah. Conflict of interest. Right? Yeah. So the. In fact, most people would be focusing on this number. Most people would think that by redeeming a loan of 4%, as long as.

If I'll need to, my money needs to go better than 4% for it to make sense. But we just bring it, you know, break it down to simple math. Actually, it's kind of like half of that number. Okay. So I definitely support keeping the leverage going because I'm very certain there are ways to grow it more than 2%. Okay. Yeah. Okay, let's get to income.

So income, this is you, 20k per month. That's gross. Right. Okay. And then this is the annual bonus. On average includes 13 months.

[00:40:03 - 00:40:19] Prospect

Yeah, we don't have 13 months. It's just target bonus. Then of course, that's. That's just a target bonus. We do better. It'll be more than that.

Then it doesn't include. Of course. Yeah. Refreshes or whatever comes in will just be added to the equity.

[00:40:19 - 00:40:24] FC

Okay. All right. Okay. So this is a.

Is it an average amount?

[00:40:24 - 00:40:28] Prospect

Yeah, target amount. Yeah. Keep to that. Yeah.

[00:40:28 - 00:40:34] FC

Okay, then, Prospect 2 this is yours. And then Your average bonus is this.

[00:40:34 - 00:40:36] Prospect

Yeah, around that.

[00:40:36 - 00:41:04] FC

And then CPF is also calculated based on the numbers above then on insurances. So we put in all your insurances, including the premiums. So all the details are in here already. Okay. Something I wanted to draw your attention to, which is here. So this, Prospect, this is your hospitalization plan.

[00:41:04 - 00:41:04] Prospect

Yes.

[00:41:04 - 00:41:15] FC

Okay. By Greece.

So this is the rider that you're on. Okay. Now I don't know if you're aware, but Great Eastern, of all the insurers, is currently the highest.

[00:41:16 - 00:41:36] Prospect

Yeah, they're not cheaper, they're not cheap. But the reason why we went with them was because they were able to cover Prospect 2 for. Even with exclusion for his insurances, which AIA at that point in time wasn't able to for whatever reason.

[00:41:36 - 00:41:40] FC

Okay. So they, they declined. They didn't even offer exclusions.

[00:41:41 - 00:41:52] Prospect

Yes, yes. And because of that it was very hard to find another insurance. So in the end Great Eastern was able to offer with exclusions.

[00:41:52 - 00:41:52] FC

I see.

[00:41:52 - 00:41:53] Prospect

Yeah.

[00:41:53 - 00:41:59] FC

Okay. But sure. For yourself, health wise, any issues at all or.

[00:41:59 - 00:42:13] Prospect

Yeah, I have thyroid. I have a. I have Graves. Yeah, Graves disease.

So that is excluded. But yeah, that is excluded in, in here as well. That's right.

[00:42:13 - 00:42:25] FC

Okay, let me just take note of that. The, the Graves disease, by you undergoing, I mean, receiving medication, I mean it's just, it's.

[00:42:25 - 00:42:31] Prospect

They, they killed the, they killed the thyroid. So it's just supplements. It'll be lifelong supplements.

[00:42:33 - 00:42:39] FC

Okay. All right. And do all your insurances have this exclusion?

[00:42:43 - 00:42:54] Prospect

Let me think up. Except for the AIA ones, depending on when we took them out. Anything after 2004 would have.

[00:42:54 - 00:43:24] FC

Yes, after 2004. Okay. Okay, got it. Okay. Okay. So let me show you something quite interesting here. At current age, right, we will be paying about 3,007 per year in premiums.

That would include cash as well as the medisave portion.

[00:43:25 - 00:43:25] Prospect

We can.

[00:43:26 - 00:43:39] FC

Now, while that's important, that's not, that's not the full picture because we need to understand what women expected to do in the future for future years. Right.

[00:43:39 - 00:43:39] Prospect

Yeah.

[00:43:39 - 00:43:47] FC

So currently an 80 year old holding on to the exact same plan as you is paying about 22.5k per year.

[00:43:47 - 00:44:24] Prospect

It's very expensive. I think that was one of the things he was, he was talking to me, that my agent was talking to me last year and I think we haven't made a decision was to reorganize the plan because of the government's change. Change as well because, you know, the government is wanting more co payments. I think if I'm saying Yeah, yeah. So what? That was one of the things that I was supposed to, we discussed around restructuring the hospitalization and the critical illness part, but I haven't got around to doing it though.

[00:44:24 - 00:44:30] FC

Okay. Yeah. But anyway, his would only be restricted, would be restricted to Great Eastern Solutions. Right.

[00:44:32 - 00:44:38] Prospect

Am I, if I, I, I don't, am I restricted?

[00:44:38 - 00:44:41] FC

No, for, for him, the, the agent is from Great Eastern.

[00:44:42 - 00:44:44] Prospect

Yes. He's only from Great Eastern. That's right.

[00:44:44 - 00:44:47] FC

Yeah. So. So he, he will only have access to Great Eastern Solutions.

[00:44:47 - 00:44:48] Prospect

Yeah.

[00:44:49 - 00:45:18] FC

Okay. So. Yeah, so.

So I think you can certainly consider other insurance as well when I share a few recommendations subsequently. But even, let's just say sticking with Great Eastern. Right. Let's look at this number.

22.5k for an 80 currently. But then when, when, when we all turn 80 years old. Right. That number won't be 22.5k.

[00:45:18 - 00:45:19] Prospect

Yeah.

[00:45:19 - 00:45:46] FC

Because of inflation. Okay. So for the past few years, the average annual inflation for such plans is actually like 10%. So for long term planning, I tend to use a 5% number. Okay. Just so that we keep it somewhere in the middle.

Let's see what 5% does to this same plan that you're on. Okay. To age 80, remembering that, talking about 22.5 currently on ATO.

[00:45:48 - 00:45:55] Prospect

Well, that's for 90,000 to be on the same plan.

[00:45:57 - 00:45:59] FC

It's just 5%. That's what it does.

[00:46:00 - 00:46:00] Prospect

Yeah.

[00:46:00 - 00:46:41] FC

Okay, so any recommendations? We'll do it the next time, but for now we will just build it in so that at least you're planning with these built in for. I will tell you that for most people this is one big blind spot that they have. Okay. So sing. Okay. Okay. So for your kids. Okay. For kids once. Right. I would normally assume, or the parents would typically assume that they will pay for them until they graduate and then the kids will take over after that.

Is that fair assumption?

[00:46:41 - 00:46:41] Prospect

Yeah.

[00:46:42 - 00:47:11] FC

Okay. Same thing here. Okay. Okay. So that all the insurance premiums and benefits are in here.

Let's now go to expenses. Now for expenses, every row. Wow, sounds expensive here.

[00:47:12 - 00:47:16] Prospect

I think it's something I just got. Whatever.

[00:47:17 - 00:47:28] FC

Okay, so every row of expenses. Right. The tool will assume that it inflates at 3% and goes all the way to age 99. Okay. This one must be a typo somewhere.

It's probably 2000 a year.

[00:47:30 - 00:47:31] Prospect

Is it a month or a year?

[00:47:31 - 00:47:41] FC

It can't be for phone bills and Internet. 2001 for the kids is. It's like 25 per person per month.

[00:47:42 - 00:47:47] Prospect

Okay. So that's 250, that's like 300 times two is 600. And then yours.

[00:47:48 - 00:47:49] FC

Mine's 25 a month as well.

[00:47:49 - 00:48:03] Prospect

Okay. 600, 900.

So there's one that. And then plus mine is. Mine is \$60 a month. So that is \$60 times 12. Yeah. Seven hundred and twenty.

Yeah, it's about 2000 a year.

[00:48:04 - 00:48:08] FC

You haven't included the StarHub, which is \$25 a month as well.

[00:48:08 - 00:48:10] Prospect

Okay, 2005 a year.

[00:48:12 - 00:48:29] FC

Okay. Just now it was marked as I was like, wow, must be a huge single customer or something. Okay, in the future, I'll just amend all these to join.

[00:48:30 - 00:48:36] Prospect

Okay. The whole is very low. I think this is split between the two of us.

[00:48:36 - 00:48:41] FC

Is it? Yeah. So all this.

Oh, no, there's some more.

[00:48:41 - 00:48:45] Prospect

You know, can we put it one. Is it better to put it in one?

[00:48:46 - 00:48:47] FC

We can.

[00:48:48 - 00:48:48] Prospect

Yeah.

[00:48:49 - 00:48:50] FC

So this one.

[00:48:50 - 00:48:52] Prospect

Yeah. Joined. Yeah.

[00:48:56 - 00:48:58] FC

Property tax, also joined.

[00:49:01 - 00:49:06] Prospect

Maintenance, AGA, AGA. I think it's total is probably 100k a year.

[00:49:09 - 00:49:14] FC

Okay. What. What do you mean? What is under home maintenance?

[00:49:14 - 00:49:20] Prospect

Pay the helper. Groceries, utility bills.

[00:49:21 - 00:49:32] FC

I see. Okay. I'll call it all household.

About 100k a year.

[00:49:32 - 00:49:33] Prospect

Yeah.

[00:49:34 - 00:49:37] FC

Okay. But just keep it going all the way, right?

[00:49:37 - 00:49:38] Prospect

Yeah.

[00:49:43 - 00:49:46] FC

Okay. Then utility bills. Do we remove that?

[00:49:48 - 00:50:02] Prospect

No, the utility bills. Groceries, marketing, maybe. Oh, I put it out here as well. It's it. Okay. Groceries, marketing. I think we can take out.

Because I included it into the household spending.

[00:50:02 - 00:50:05] FC

Okay. What else? How about the meat?

[00:50:05 - 00:50:16] Prospect

No, the main. Leave it out. Leave it out. It's because it's so expensive now once the kids pass 16 years old. Yeah, I think leave it out is.

[00:50:16 - 00:50:30] FC

Okay, so take out. So delete.

Groceries and marketing. Okay. And. And then the rest of these are car related.

[00:50:30 - 00:50:31] Prospect

Yeah.

[00:50:31 - 00:50:33] FC

So we'll just keep that going. Correct.

[00:50:33 - 00:50:34] Prospect

That's right.

[00:50:34 - 00:50:38] FC

Okay. And then some. We have some more.

[00:50:38 - 00:50:45] Prospect

I think we can take out the spouse. Internet spouse in home maintenance. Yeah, all those three.

[00:50:45 - 00:51:05] FC

All those three. Okay. Multiple. One, two, three. Okay. Okay. And I'll change all these to joint later.

[00:51:05 - 00:51:06] Prospect

Yeah.

[00:51:09 - 00:51:16] FC

Okay. This repayment for the loan, we've got that already. And all these are the insurance premiums.

[00:51:16 - 00:51:24] Prospect

Did we put in separate insurance premiums or individual? All right.

[00:51:24 - 00:51:30] FC

That's where all the details went in. Because it comes out of my credit card.

[00:51:30 - 00:51:34] Prospect

Doesn't matter. Just because it's assigned to each person.

[00:51:35 - 00:51:37] FC

As long as it's not multiple, it's not doubled up.

[00:51:37 - 00:51:38] Prospect

Yeah.

[00:51:39 - 00:51:52] FC

One credit card right now. Okay. Income tax. So, Prospect, your income tax. It auto calculates as about 34k a year.

[00:51:54 - 00:51:55] Prospect

No, because.

[00:51:55 - 00:51:56] FC

Or is it less?

[00:51:56 - 00:51:59] Prospect

I think it's. It's definitely less. Yeah. Just. Yeah, yeah. Prospect 2

[00:52:02 - 00:52:10] FC

can you check your actual as well income tax? It calculates as 24k a year because it doesn't know what reliefs you're getting.

[00:52:18 - 00:52:19] Prospect

Go sing past.

[00:52:20 - 00:52:22] FC

Sing past Iris.

[00:52:23 - 00:52:28] Prospect

Yeah, and then we can go to.

[00:52:30 - 00:52:32] FC

Notices. This is.

[00:52:32 - 00:53:05] Prospect

Yes, red. Oh, you don't have ir. And your favorites. Yeah, notices. Go to inbox and go to view notices. Okay, hang on.

Maybe I just look at.

[00:53:08 - 00:53:09] FC

Look at the latest.

[00:53:09 - 00:53:17] Prospect

I don't think the 2024 is yet. Right. No, it's not, is it? Hang on.

[00:53:19 - 00:53:22] FC

Individual. Yeah, individual.

[00:53:27 - 00:53:28] Prospect

21,000.

[00:53:28 - 00:53:46] FC

1,000. Okay, so I need to reduce this accordingly. K minus 1,000. So what I'll do is I'll create a credit line here for you. Income tax.

[00:53:50 - 00:53:52] Prospect

This is 18,000.

[00:53:52 - 00:54:02] FC

Okay, hold on. 19,000. This came out in May 2024.

[00:54:02 - 00:54:03] Prospect

Yeah, that's fine.

[00:54:10 - 00:54:12] FC

Prospect, do you know what I'm trying to do here?

[00:54:12 - 00:54:14] Prospect

Yeah, trying to look at.

[00:54:17 - 00:54:27] FC

Yeah, so it auto calculates that Your annual is 34327 minus this all so that we end up with a net of 21.

[00:54:27 - 00:54:29] Prospect

Yeah. Until 65 years.

[00:54:29 - 00:54:30] FC

Of 65.

[00:54:30 - 00:54:32] Prospect

Yeah. Until retirement. But basically.

[00:54:32 - 00:55:29] FC

Yeah. Okay. I'll do the same for Prospect 2 as well. Prospect 2 number here is 24125 but the actual is 1919 minus 55. Okay, so we've got that in. All right, so now I didn't see anything here for like annual

vacations.

[00:55:30 - 00:55:33] Prospect

Yeah, yeah, we didn't. I didn't see that either.

[00:55:37 - 00:55:52] FC

Okay, and also like kids, kids expenses. Yeah, church related stuff. Yeah, we didn't.

[00:55:52 - 00:55:53] Prospect

Yeah, we didn't put all that in.

[00:55:55 - 00:56:00] FC

Oh well, my new, my latest one is quite a lot more. It's 27,000.

[00:56:01 - 00:56:05] Prospect

But then you haven't been through the. Okay, we'll look at it later.

[00:56:05 - 00:56:21] FC

Just. No, this is just the latest.

Okay, the latest. Oh, okay. So should I remove your.

Yeah, we'll see. Because I think last year's bonus was a bit more than the year before. Yeah, I think that probably did it.

[00:56:28 - 00:56:34] Prospect

Oh no, it's 25,000. This is just from last year. It's 25,000. This year is 25,000.

[00:56:34 - 00:56:39] FC

Okay, so it's, it's. It's round about here. 24, the gyro.

[00:56:39 - 00:56:44] Prospect

That means you haven't paid the remaining from last year. You haven't paid. But this is the amount for this year.

[00:56:44 - 00:56:45] FC

Okay.

[00:56:45 - 00:56:47] Prospect

Yeah, so 25,500.

[00:56:47 - 00:57:09] FC

Okay, so I'll keep it as here and I'll Remove the offset. Okay. For Prospect 2 case. Okay. Okay, so let's look at if there are any missing expenses, like vacation.

[00:57:11 - 00:57:14] Prospect

Maybe put what, 60,000.

[00:57:15 - 00:57:28] FC

Okay. Would that be for the whole family or. Okay, I suggest for vacations we split it into two tiers. So one is for the two of you, one will be for the. The kids.

[00:57:28 - 00:57:36] Prospect

Okay. Couple will be 20k. And then kids would be 40 with the kids will be 40k.

[00:57:39 - 00:57:40] FC

So 20. 20.

[00:57:41 - 00:57:45] Prospect

No, 20 and 40 to end up with 60.

[00:57:45 - 00:57:53] FC

Okay, so okay, so the kids are spending more than the two of you.

[00:57:53 - 00:58:07] Prospect

No, because we go with the kids. How are you looking at the kids? As in like just the. The amount the travel that we do for the kids or the kids going.

[00:58:07 - 00:58:14] FC

Traveling or how much are you paying for the kids travels per year currently.

[00:58:17 - 00:58:19] Prospect

That includes us. Right?

[00:58:19 - 00:58:30] FC

Because I'm trying to break it into two layers. One layer for just you and Prospect 2 One layer just for the kids. Yeah, the one for the kids will end earlier.

[00:58:31 - 00:58:40] Prospect

Oh, I see. I see what you mean. Then it's 20k for the kids and probably 40k for us.

[00:58:40 - 00:58:57] FC

Yeah, I thought. Okay. All right, so for the kids. Okay, now for the kids, right. How long more will you be paying for them? How many more years until they become.

[00:58:57 - 00:59:03] Prospect

Start working so that we will be 26. 26.

[00:59:04 - 00:59:07] FC

So six, roughly five. Six more.

[00:59:08 - 00:59:20] Prospect

Five to. Well, five more years for Kieran because he's turning 21. And then six more years, seven years more because Kai will only be 18. Yeah, yeah, six. Yeah.

[00:59:20 - 00:59:30] FC

So should we put seven more years? Yeah, okay, that's fine. Okay, so and then as a couple, how long do you want to be vacationing to.

[00:59:30 - 00:59:35] Prospect

But not at 40,000 for. As a constant, you see.

[00:59:36 - 00:59:44] FC

Yeah, we can step it down later. Yeah, but like at 1. At which age do you think you will like, totally stop?

[00:59:44 - 00:59:47] Prospect

I cannot. My mom is 78. She's in Cuba.

[00:59:49 - 01:00:00] FC

You better outdo your mama. I don't think we can ever outdo her.

She's like the references. Yeah. She's like, been to all over the Middle East.

[01:00:00 - 01:00:23] Prospect

Yeah. Now she's in Cuba. So I don't think. I don't think we will stop traveling if we want to take inspiration. But from what I can see, she.

Her trips are very cheap. Not cheap. They're very valued for money. They're not the luxurious type. So I suppose we will also take to that, you know, as we go.

[01:00:23 - 01:00:29] FC

So. So that will like step down. Okay. But planning purpose will just say travel to 99 for now.

[01:00:29 - 01:00:33] Prospect

Okay. My goodness. 14,000 up to 1999.

[01:00:33 - 01:00:38] FC

No, no, no, you can step down the expenses later. But I'm just saying the end date, right. We've got to give it.

[01:00:38 - 01:00:41] Prospect

Can you imagine the inflation at 99?

[01:00:44 - 01:00:47] FC

It's okay. We'll see the whole picture together. Yeah. The wheelchair included.

[01:00:47 - 01:00:48] Prospect

Yes.

[01:00:50 - 01:00:56] FC

Okay, so that's that. Anything else? Just like you mentioned, tithing.

[01:00:56 - 01:00:57] Prospect

Right, yeah.

[01:00:58 - 01:01:02] FC

So that would be under here. Donation.

[01:01:05 - 01:01:20] Prospect

What? 2,000 per month for, for all of us, right? 2,000. Yeah. I mean just take the. Just a ballpark of the 10% and then.

And you know, anything else is. Let's not put that. Yeah.

[01:01:20 - 01:01:28] FC

Okay. So that's still 65 as. Till you are 65. Okay.

[01:01:28 - 01:01:29] Prospect

Yeah.

[01:01:30 - 01:01:45] FC

Okay. All right, let's look here under these categories. I'm scrolling through anything else that might have been missing. Entertainment, dining out.

[01:01:46 - 01:01:49] Prospect

That was kind of in the all household.

[01:01:49 - 01:01:51] FC

I mean I guess 100k per year.

[01:01:51 - 01:02:01] Prospect

I guess it depends on how much more we. Because these are all very like I suppose variables, you see. But should we just give a ballpark?

[01:02:02 - 01:02:08] FC

We can. Sure. Okay. Entertainment.

[01:02:13 - 01:02:21] Prospect

Maybe 10k a year, I guess. No, I think entertainment and dining out is the same thing.

[01:02:21 - 01:02:22] FC

Okay.

[01:02:23 - 01:02:27] Prospect

I don't think other entertainment. We just stay at home and drink wine. So.

[01:02:27 - 01:02:29] FC

So it's just dining out basically.

[01:02:29 - 01:02:30] Prospect

Yeah, dining out.

[01:02:31 - 01:02:33] FC

And how much per month or per year?

[01:02:34 - 01:02:37] Prospect

Let's just put what, a thousand per month?

[01:02:37 - 01:02:50] FC

Okay. Okay, let's see anything else here? Let's see kids. Any like.

[01:02:52 - 01:02:53] Prospect

School fees, tuition.

[01:02:53 - 01:02:54] FC

School fees.

[01:02:56 - 01:03:05] Prospect

Tuition visa, tuition fees, just for Kai. Okay, so that will be until university, right? Before.

[01:03:05 - 01:03:06] FC

Until before university.

[01:03:07 - 01:03:10] Prospect

No, until this year actually it's until this year. Right.

[01:03:10 - 01:03:11] FC

Okay, so just one more year, right?

[01:03:11 - 01:03:13] Prospect

Yeah, just one more year.

[01:03:13 - 01:03:14] FC

Okay.

[01:03:14 - 01:03:22] Prospect

This is probably what. Let me just think. 2000amonth.

[01:03:23 - 01:03:44] FC

Okay. Okay, let's see. Mates, levy already included.

Just now scan through school fees. No like other enrichment, whatever. Only time for studies, right?

Basically this year.

[01:03:44 - 01:03:44] Prospect

Yes.

[01:03:47 - 01:04:00] FC

My daughter was so funny when she entered jc. So they were like boys who wanted to like ask her out and stuff. So she told them for the next two years I'm married to A levels.

[01:04:02 - 01:04:04] Prospect

So wise, so wide.

[01:04:04 - 01:04:06] FC

But A levels is over, see.

[01:04:09 - 01:04:13] Prospect

Okay, that looks about it.

[01:04:13 - 01:04:13] FC

Okay.

[01:04:14 - 01:04:14] Prospect

Yeah.

[01:04:15 - 01:05:02] FC

All right, cool. So we've got that. We capture all that. Okay, now let's do a high level check. All right, so if we start with income combined cash wise, right? So we have 486 +13 coming from the dividends, that will put it at about 499. Okay. Between the two of you, minus of cash related expenses.

Of 344 minus 344. So that means on the average year, you should see about 155k of savings, inclusive of bonuses. The. Does that sound about right?

[01:05:10 - 01:05:11] Prospect

Yeah.

[01:05:11 - 01:05:29] FC

Yeah, I think so. Okay, good. That means we. So once we've gone from left to right, it means that. Okay, the data is scrat.

We should be able to use it to analyze. Okay, let's see now, Kieran. Kieran. Has he started uni yet or going to.

[01:05:29 - 01:05:31] Prospect

He's on in ns.

[01:05:31 - 01:05:34] FC

Okay, so. But soon, right?

[01:05:34 - 01:05:37] Prospect

No, next. Next June, next August.

[01:05:37 - 01:06:02] FC

Okay. All right, close this. Okay, let's see. Now let me start building in some scenarios, which is let's say, drawing down of investments. Okay. So typically clients are invested now. And the idea then would be to draw down your investments upon retirement, right?

[01:06:02 - 01:06:02] Prospect

Yeah.

[01:06:03 - 01:07:50] FC

And so we can tell this tool to draw it down over a period of, let's say, 34 years. Because 65, 34 brings you all the way to 99. I mean, we don't know when it's the end point, so we just let it go to 99.

Okay, so this. And then let's say on the fixed deposit front and this PIMCO will do the same. So the numbers are bigger because it assumes it's growing by whatever rate we told it until 65. Okay. Okay. So if we did that, then the. Then the chart should change.

There we go. Okay. Now what are we looking at? So the height of the bars here are expenses. Okay. Over time, expenses goes up because of. As we release it in place, the.

So blue color means the part of the expenses that's paid for by active income salaries. Once you start seeing yellow, that's when you're drawing down on your cash savings. Okay. So if you retire at 65 and you start drawing down on cash, Green is passive income. The reason why green jumps at age 65 is because of CPF liquid. Okay. And then it draws down all the way to 75.

And then you see your cash savings basically goes down to like zero. Okay.

[01:07:50 - 01:07:51] Prospect

Yeah.

[01:07:52 - 01:08:32] FC

So it just means that to avoid this happening, you have to sell your investments at a faster rate than spreading it all the way to 99. Okay, let me see what's happening at this. Oh, private property. I see.

Okay, give me a second. The reason this is happening is because by the time you are 94, Prospect 2ing is 99. So the tool assumes that everything that hits 99 converts into cash. So which obviously is not how it's meant to be.

[01:08:34 - 01:08:45] Prospect

So H4 by 12 million. Oh, my goodness.

That's the number that. I see.

[01:08:54 - 01:09:17] FC

Let me see. Okay, let me do it this way. I will put this as joint. I will put this as 3.2. Yeah. Let's see if we can avoid that happening. Okay, I'll remove this portion.

Joint as in joint tenancy, right?

[01:09:17 - 01:09:19] Prospect

Yep, that's right.

[01:09:19 - 01:11:07] FC

Okay. Oh okay. This is. This is warrants unused cpf. Why is that happening?

Let me check. Cpf. Hold on, let me dive in a bit. Topic. Yeah. On payout from CPF Life. Okay. Cy Is there CPFOA cpf O. Ah, okay.

The CPF is basically. Yeah. It wasn't utilized. It's just compounding in there. That's why Let me tell this tool to 556 actually worried at this point. Let me see how much CPFOA you have. Yeah. Oh yeah.

This 322 which is sitting there at 2.5. You. This obviously can be invested if you so choose chose or you can continue to earn 2.5. So let me see. Go down investments. Let me.

Let me tell it to UCP CPFOA as well.

[01:11:10 - 01:11:12] Prospect

Saying four years. So we run out of money.

[01:11:13 - 01:14:03] FC

No. Yeah. I need to.

I need to update this picture to say that we will withdraw from the time Prospect 2e retires at 65. Withdraw yearly. Okay. I know I can do.

Okay, let's see. So at age 65. Let's see. What's the shortfall here? What's the size of this yellow. So the Shortfall There is 204k in that year. So I will tell this tool to start withdrawing 204k so that we don't have a shortfall in year 65 from borrowing CPFOA 204k withdraw from age 65 yearly.

So I'll say let's say 2.4000 and then we adjust it by let's say 3% per year. Okay. Okay. Cannot enter a historical age. Oh, okay. I see. Okay. Then we'll do it when you want which is when.

When insure retires following so far. So I'm. I'm just trying to be able to tap on your CPFOA in retirement as well. Make that part of the passive income. There we go. So that's here. We run out of money when we're at 77. Okay. Or more more accurately, you're running out of cash flow at 77 to no.

Because we could always choose to sell your investments faster in the earlier years. But it just means

that the. The most complete way to look at it is to. Is to say it this way from. From the time the yellows begin all the way to age 99 to remove all the shortfalls. Right. Basically we have a shortfall of 16.43. 299. Okay. So eventually that will be the goal to try and work towards eradicating.

[01:14:03 - 01:14:12] Prospect

Large number, isn't it? Is that. I mean for the average person, isn't the number that you.

That usually comes up.

[01:14:14 - 01:14:29] FC

It's very. I would say it's very specific to the families. It also depends on, let's say in retirement, how. What type of changes in lifestyle you would expect.

[01:14:30 - 01:14:40] Prospect

Okay. Definitely a lot. A big change because it will be. We're not looking at making closing account of 16 million. That is like mind blowing.

[01:14:41 - 01:15:27] FC

Shall we, shall we look at that first at this point? So let's say we say in retirement at 65. Or we can just say it this way. We can custom scenario, we call it reduce expenses in retirement. Okay. At age 65. Okay, let's look at expenses.

So yeah, let's walk through. So household spending, which currently is 100k per year, how would you see that changing percentage wise?

[01:15:27 - 01:15:39] Prospect

Well, I think we won't have a helper, I suppose in retirement at 65, we don't have to pay for the kids anymore.

[01:15:40 - 01:15:41] FC

The kids ones would have stopped.

[01:15:41 - 01:15:55] Prospect

Yeah. It's just the two of us. So the household spending won't be 155,000, it will be what? I don't know. I have no idea to even think about.

How would you.

[01:15:56 - 01:15:58] FC

What, what is in here?

[01:15:58 - 01:16:04] Prospect

This household spending right now is everything. Does it include the kids?

[01:16:04 - 01:16:07] FC

No, I think it includes the kids.

[01:16:07 - 01:16:18] Prospect

Includes the kids, yes. So let's just say instead I think that is like what, more than 10,000. Right. A month.

[01:16:19 - 01:16:24] FC

But this at age 65, including inflation, currently is 100,000 a year.

[01:16:24 - 01:16:30] Prospect

Right. 165. It'll be 155. So maybe definitely half that.

[01:16:31 - 01:16:37] FC

Okay. Are there other things that you would expect to have after 65? Like let's say.

[01:16:37 - 01:16:40] Prospect

Yeah, mobile, Internet. Yeah, that's half.

[01:16:40 - 01:16:44] FC

Okay. Dining out.

Would it be half or no? I think so.

[01:16:44 - 01:16:48] Prospect

I don't think we will be eating such rich food anymore. Well, I don't know.

[01:16:48 - 01:16:51] FC

Even now I'm actually eating less and less food.

[01:16:51 - 01:16:56] Prospect

Okay, maybe not half dining out because inflation. Right. Maybe make it 10,000. Right.

[01:16:56 - 01:17:03] FC

Okay, hold on. So let's identify the ones that will go down by half. Vacations will have to continue. Right.

[01:17:04 - 01:17:06] Prospect

But not at 60,000 a year.

[01:17:06 - 01:17:07] FC

Right.

[01:17:07 - 01:17:08] Prospect

I don't know.

[01:17:08 - 01:17:14] FC

Maybe currently it's 40. So the reason why it's 60. There is because of inflation, between now and then.

[01:17:14 - 01:17:14] Prospect

Oh, I see.

[01:17:14 - 01:17:15] FC

Okay.

[01:17:15 - 01:17:22] Prospect

So there'll be no more parking fee, no more patrol, no more road tax.

[01:17:23 - 01:17:25] FC

So you won't be driving anymore or what?

[01:17:26 - 01:17:29] Prospect

Yeah, I think we will be taking public transport.

[01:17:29 - 01:17:30] FC

Okay.

[01:17:30 - 01:17:36] Prospect

Similar to my parents. Yeah. 60. Will we be doing that at 65? Yeah, but you're not far away from 65.

[01:17:37 - 01:17:40] FC

No, I know. I was hoping to stop at 60.

[01:17:40 - 01:17:41] Prospect

Okay.

[01:17:41 - 01:17:41] FC

Okay.

[01:17:41 - 01:17:49] Prospect

By the time I'm 65. Yeah. Yeah, that's another 50. Yeah, I.

I may not be driving. I don't think I'll be driving. Yeah.

[01:17:49 - 01:18:07] FC

Okay. Okay. So the ones that will go down by half would be these two. So we can decrease them by the.

From 65 onwards. And then, let's see. And the ones that will stop is.

[01:18:09 - 01:18:11] Prospect

Celery and levy.

[01:18:11 - 01:18:13] FC

So, so, so who will be the mate then?

[01:18:14 - 01:18:15] Prospect

We will be.

[01:18:15 - 01:18:17] FC

We do it ourselves. Okay.

[01:18:17 - 01:18:18] Prospect

The two of us.

[01:18:18 - 01:18:19] FC

Yeah.

[01:18:19 - 01:18:21] Prospect

I'm not expecting the kids to be.

[01:18:21 - 01:18:22] FC

We're kicking the kids out.

[01:18:22 - 01:18:25] Prospect

We're not. We're not expecting the kids to be.

[01:18:26 - 01:18:28] FC

Staying with you guys forever.

[01:18:28 - 01:18:31] Prospect

Hey, you know what? Keep the helper just in case. Just in case we need help.

[01:18:33 - 01:18:41] FC

Okay, but no more parking. Petrolex servicing. But probably this one will have to go up then, right?

[01:18:41 - 01:18:42] Prospect

Yes, yes.

[01:18:42 - 01:18:44] FC

Yeah. So this, these were stocked.

[01:18:44 - 01:18:45] Prospect

Yeah.

[01:18:46 - 01:18:55] FC

And then public transport, that one will have to go up, so up. By what percentage?

[01:18:55 - 01:18:58] Prospect

How much public transport do you think?

[01:19:00 - 01:19:03] FC

So currently what you have in there is 500amonth.

[01:19:05 - 01:19:09] Prospect

I think public transport will be still quite reasonable, right?

[01:19:09 - 01:19:12] FC

No, because you take, you. I take, I take trains. You take, you take.

[01:19:12 - 01:19:23] Prospect

By the time I'm 65, I don't need to take cabs anymore. There is nowhere to rush to. That's what my parents say. There's nowhere to rush to. You take public transport, you want to.

[01:19:23 - 01:19:25] FC

Maybe just double it? Just.

[01:19:25 - 01:19:27] Prospect

Yeah, double it. Yes.

[01:19:28 - 01:19:39] FC

Okay. Because we want to make sure that there is enough. Or we factor it in at these. Okay. Property tax, dining out, vacation, all this.

We keep it going, right?

[01:19:40 - 01:19:42] Prospect

We just keep it going for a while. Yeah.

[01:19:42 - 01:19:55] FC

Okay, so we factor this in. Yeah, it should help.

There we go. Took 6 million off to 10 million. 11.

[01:19:56 - 01:20:00] Prospect

How do we need, what do we need to do to cover that? 10 million aside from Artery.

[01:20:01 - 01:20:24] FC

Yeah, no, no, no worries. Don't worry.

Let's leave the solution till later, okay? Because I mean, you have 15 more years to work, right? So that's, that's a fair amount of time to be putting the, the spare 150k per year to work. Okay. Now goals we need to build in kids education in here. So calculate.

[01:20:25 - 01:20:30] Prospect

So first would be Q. Yeah, we're thinking 300k.

[01:20:31 - 01:20:39] FC

Okay. What cost is he in? Computing. Okay. And in Australia. Right?

[01:20:39 - 01:20:40] Prospect

That's right.

[01:20:40 - 01:20:52] FC

Okay. So this tool says they're expecting him to spend about 71k a year in Sydney.

[01:20:52 - 01:21:02] Prospect

We calculated it's more than that. It's 100k where the A ballpark will be 100k per year. Yeah.

[01:21:02 - 01:21:12] FC

All right, so let me just select this and then amend it. Four years or three. His is three.

[01:21:12 - 01:21:14] Prospect

Yeah. He's been given credit, so he only needs to do three.

[01:21:15 - 01:21:59] FC

Okay. So I'm going to call it 100k a year and then forget about the thing. Okay. Okay. Does that.

Oh, we should call this Aussie computing. Okay. And then for PI, I think we assume the same. Yeah.

[01:21:59 - 01:22:05] Prospect

I mean, I don't know. I'm hoping he'll get into Singapore, so. But then we will assume.

[01:22:06 - 01:22:11] FC

Okay, so is.

[01:22:14 - 01:22:16] Prospect

Three years or so.

[01:22:24 - 01:22:35] FC

So he is three years younger. Right. So it can't be 300 then we got to add some effects of inflation there. So.

[01:22:42 - 01:22:51] Prospect

But he's not going to be doing computing, whereas computing is so competitive. Right. Okay, but never mind.

I just build it in. Just build it in the same.

[01:22:52 - 01:22:53] FC

Okay.

[01:22:54 - 01:22:59] Prospect

He's probably going to do biochemistry or something. Yeah.

[01:23:01 - 01:23:21] FC

So you should call it how much per year? Maybe at a minimum, I think at least 5% per year optimization.

Okay.

[01:23:21 - 01:23:22] Prospect

Y.

[01:23:23 - 01:23:24] FC

We got that in here?

[01:23:26 - 01:23:27] Prospect

Yeah.

[01:23:27 - 01:23:36] FC

There we go. Okay. Any other. No, nothing here. Right.

[01:23:36 - 01:23:38] Prospect

Not having a challenge?

[01:23:38 - 01:24:20] FC

No. Okay then. Okay, so.

So now let's test what happens in the event of disability. Okay. Which is the worst case scenario from a finance standpoint. So this ability. So starting from your scenario, Prospect. So income will have to stop permanently. Expenses we put in at a minimum, 4,000 per month of long term care.

Because that's just how much it costs today. Okay. Now in that scenario, will which of these expense lines are expected to choose change?

[01:24:24 - 01:24:35] Prospect

Well, I suppose I'm not sure how that. Because the 4,000 medical cost, would that impact. I mean household spending would be a lot less in terms of actually going out.

[01:24:35 - 01:24:39] FC

There's no more vacationing. Tithing.

[01:24:40 - 01:24:43] Prospect

Tithing. Well, there's no income, no vacation.

[01:24:43 - 01:24:45] FC

But Prospect 2 said there will still be.

[01:24:45 - 01:24:58] Prospect

Oh yeah, that's right. Yes, that's right. So dining out ties, tuition. I suppose vacations and travels would be gone.

[01:25:01 - 01:25:06] FC

Well, it depends how you want to plan for it. So would the rest of the family still, you know, go for

vacations?

[01:25:06 - 01:25:10] Prospect

Even though I see what you mean. Okay, I guess we'll leave it there.

[01:25:10 - 01:25:12] FC

Or you can have it or something like that.

[01:25:12 - 01:25:14] Prospect

Yeah, yeah.

[01:25:14 - 01:25:19] FC

So okay, let's go through line by line. Right. Household spending Any impact this 100k a.

[01:25:19 - 01:25:24] Prospect

Year we will definitely tighten our belt, I would imagine.

[01:25:24 - 01:25:26] FC

By how much is reasonable?

[01:25:27 - 01:25:28] Prospect

20%.

[01:25:28 - 01:25:35] FC

Okay. Anything else you see reducing by 20% here or we'll just do it one by one, I suppose.

[01:25:35 - 01:25:40] Prospect

Dining out as well. Well done it all because 50% maybe. Yeah.

[01:25:42 - 01:25:48] FC

So property tax. No, change this one. Leave it.

[01:25:48 - 01:25:54] Prospect

Leave it. Yeah. Tuition continues until the rest of the year, right?

[01:25:54 - 01:25:55] FC

Yeah, yeah.

[01:25:55 - 01:25:58] Prospect

50% vacation. 50%.

[01:25:59 - 01:26:04] FC

Okay. For which one will be zero.

[01:26:05 - 01:26:10] Prospect

Because I think whatever vacation goes into the kids, right? I guess.

[01:26:10 - 01:26:11] FC

Okay.

[01:26:11 - 01:26:11] Prospect

In terms of.

[01:26:11 - 01:26:14] FC

So dining out half or tithing? Half.

[01:26:14 - 01:26:16] Prospect

Tithing. Half. Because it's just him.

[01:26:18 - 01:26:34] FC

And then. Okay, I'll stop.

These ones will be reduced by 15. And then so kids vacation probably would continue. Makes sense.

[01:26:34 - 01:26:35] Prospect

Yeah.

[01:26:35 - 01:26:39] FC

Couple vacation. Would this be half or half?

[01:26:39 - 01:26:40] Prospect

Three.

[01:26:40 - 01:26:41] FC

Half.

[01:26:41 - 01:26:48] Prospect

Well, maybe three quarters. Half, yes. Half.

[01:26:49 - 01:26:51] FC

Okay. Sustainable. Okay.

[01:26:52 - 01:26:55] Prospect

So you have to have some vacation time only.

[01:26:58 - 01:28:17] FC

Easy to say. Sanity. Sanity. But I asked Michael Schumacher's family is still vacationing. Yeah. Okay. And then the rest made all this continue. Right. Utopia car continues. Okay. The income tax offset, of course, that stops. Okay. Okay. The rest. Okay. So the rest unchanged, huh? Yep. Okay. Okay, let's save this scenario.

And now insurances. So insurances for you, Prospect EPD.

We claim the 150K. Let's see, go long term care of 600 per month. And then. Okay, okay.

So for Prospect 2 scenario, it will be similar, right?

[01:28:17 - 01:28:20] Prospect

Yeah, I would say just replicate that.

[01:28:20 - 01:29:54] FC

Okay, so let's do that. For household spending we said will be. Did we say this is half?

Do we say 20% or 20%? Yeah, this one is 20%.

And then let's see. Dining out and tithing we said is half. Couple vacation is hard. Yep. Okay, that's it. So these are all.

Okay, just double check. I think household 20% dining out vacation. Huh. Medical cost goes up by 4,000. But not at 50. Not age of 50. I think the age 50 should be age 56. Right. Spouse, because that happens at 56.

Then on the decrease sizes from age 10, 50. Oh, but this because it's joined. So it takes Prospect's age. Okay. That's all. Okay. So everything that's joined is t to Prospect's age. All right.

The last one. What's one? So yeah, this, this all will continue because Prospect continues to work.

[01:29:54 - 01:29:54] Prospect

All right.

[01:29:54 - 01:30:28] FC

Okay. Okay. And then insurances. No. Under your name we've got these two TPD 64k and then this 400 per month. Let's double check if there's anything else that can be.

Yeah, that's it. Okay. So what we're trying to do is to build a disability scenario that's realistic and representative.

[01:30:28 - 01:30:29] Prospect

Yeah.

[01:30:29 - 01:31:10] FC

Okay. With the existing insurances. So let's. Let's try Prospect, yours. Okay. So. So this picture we're looking at now. Okay. Says that you're working all the way to 65.

Kieran Kai goes off the Australian cash builds up, draws down and then by the time age 29, more or less out of cash flow. Okay. And then. But if this ability happens now and the picture looks like basically get into a crunch here.

[01:31:11 - 01:31:12] Prospect

Yeah.

[01:31:20 - 01:31:40] FC

Well realistically you could liquidate your existing investments a lot earlier. Let's see if we did that. Okay. It wouldn't change in the total picture.

[01:31:40 - 01:31:42] Prospect

It would just maybe push out the.

[01:31:42 - 01:31:45] FC

Yeah. The run out of cash. It would push it out further.

[01:31:45 - 01:31:46] Prospect

Yeah.

[01:31:46 - 01:32:50] FC

Let's say liquidate all N by U. And let's just use these as well. Okay. Let's sort them out. We just assume for simplicity, sort of all in one shot and let's see how many years it lasts. Yeah. So. So that's if you liquidate everything and then you start drawing down.

Prospect 2 works till. Prospect, you are 59 at that point. So that Prospect 2 65. And then cash basically runs out at 63.

So that's that. Comments? Is. Is this picture expected? Unexpected.

[01:32:50 - 01:33:02] Prospect

Unexpected. I mean look at that. 20 million and at the age of 62. Yeah.

[01:33:02 - 01:33:25] FC

Yeah. Most of us don't realize how important our monthly income or annual bonuses are in the grand scheme of things. Yeah. When it comes to a complete stock, even though we cut expenses left, right, center, right. It is just not possible to reduce spendings to the tune of our income.

[01:33:26 - 01:33:27] Prospect

Yeah.

[01:33:28 - 01:34:38] FC

Okay. Any further adjustments you feel you want to make or this pretty much it? I think that's it for now. Okay. All right. I mean like expenses not realistic to cut further. Right. For long term sustainability. Okay. All right.

Let's look at Prospect 2tic Skillies. Let's also do the same liquidation of investments. Okay. So all right.

Again running our cache at 79 warrant. If you are disabled now, then the picture looks like impact is less. Yeah.

[01:34:38 - 01:34:48] Prospect

Because I have a. I will continue working for a longer period of time because I'm younger by 7 years old as well. That's why.

[01:34:48 - 01:34:51] FC

Yeah, yeah.

[01:34:51 - 01:34:54] Prospect

See it was a good decision to marry someone younger.

[01:34:56 - 01:35:35] FC

You say that now. Yes. Let's see. Income. Yeah of course the income. There's a difference as well right. Between the two of you.

So yeah, that's part of the reason. Okay. All right. Any questions at this point?

[01:35:35 - 01:35:42] Prospect

This is a pretty thought provoking to say the least.

[01:35:43 - 01:35:55] FC

Yeah. Yeah. So anyway. Yeah. So solutions wise I will. I'll take this as my homework to see how do we beef it up for.

For each of you. Okay.

[01:35:55 - 01:36:03] Prospect

Yeah. And also I think it will be timely to. Yeah. Really review the insurance is. Yeah.

[01:36:05 - 01:37:01] FC

So to. To do the review. Right. One of.

Okay, so let's just look at. Let's say Prospect, your case. Okay. So based on 290k of annual income and then you working for the next 15 years to 65.290k multiplied by 15 brings you to like a 4.3 million future income. Okay. Assuming no more salary increases. So we compare that then to the TBD coverage that you have now.

Is this a tiny, tiny, tiny fraction? It's barely covering like half a year of your income. Yeah, I guess back when.

[01:37:03 - 01:37:03] Prospect

Yes.

[01:37:05 - 01:37:06] FC

Yeah.

[01:37:06 - 01:37:08] Prospect

So total permanent disability.

[01:37:10 - 01:38:52] FC

Yeah. So as part of me trying to get you fully covered. Right. A question I will have to answer is whether these existing policies. Which ones should you continue. Which ones should be replaced. Okay so we'll have to look at that.

And so all are term life. So no cash value. Right. So that makes it simple. Okay, let's see now then for Prospect 2 ones.

But Prospect 2 because of. Okay, let's see. Okay so Prospect 2 is lesser number of years therefore the exposure is less. But same thing compared to what is currently covered is very different. No. Okay, so one in one. Let's see.

So this has. Has been there if you've. Oh you've essentially finished paying for this. So so obviously you will continue with it. Which also means that the future cash value is no longer an important topic because. No, no no real drive to be place this. You're not paying any more premiums anyway. Makes sense.

And it in all likelihood it wouldn't have the pre existing conditions or. Or exclusions or.

Or it did.

[01:38:53 - 01:38:56] Prospect

This was when. This was 15 years ago, right?

[01:38:56 - 01:38:57] FC

Yeah, this was.

[01:38:57 - 01:39:36] Prospect

Yeah 15 years ago was. Hang on this. We finished it paying for it quite a few years ago already.

So I would. This one. I don't think it includes the. Can I. No, no, this one includes. Doesn't include his heart but includes his back.

Exclusion for his back. That was quite upset about actually they say that some. If you have like for example if you had an accident and Some then the. The cause of death was the back rather than something else. He wouldn't have been. I can't remember. He wouldn't have been able to claim for it.

[01:39:36 - 01:39:48] FC

Okay. Yeah. That's what the exclusion is for. Yeah. Okay. Understand. So let's.

Let me just take note of the medical conditions.

[01:39:51 - 01:39:52] Prospect

Well,

[01:39:38 - 01:39:38] FC

Prospect 2

[01:39:52 - 01:39:58] Prospect

is definitely a lot more trickier because he's got metal bound prolapse. Yeah.

[01:39:59 - 01:40:08] FC

Yeah. And also the. So what was the other condition that it was excluded here.

[01:40:08 - 01:40:15] Prospect

He would. He just had that. What is it the slip. Is it? Yes. Yeah.

[01:40:15 - 01:40:17] FC

But that. That your agent was hopeless.

[01:40:17 - 01:40:20] Prospect

Exactly. Which is why we immediately moved away from him.

[01:40:20 - 01:40:37] FC

Yeah. Yeah. Okay. Did the slip disk.

Has the slip. This caused you any further problems since then? That was a long time ago. Which is why. Which is why we were upset.

It was included.

[01:40:37 - 01:40:39] Prospect

It was excluded.

[01:40:39 - 01:40:52] FC

Yeah. Okay. A long time ago. Meaning like. Okay. Oh, there's okay.

Zero record of it here.

[01:40:52 - 01:40:56] Prospect

No, but that. No, but how did they get included? Because you went for a checkup and I think that it was.

[01:40:56 - 01:41:08] FC

The doctor put it in there. So I had to slip this when I was younger and he put it in there. Okay. Once. Once it's in there, it's in there. That's the thing, you know.

And I have. Haven't had any back problems. Yeah.

[01:41:08 - 01:41:09] Prospect

Yeah.

[01:41:10 - 01:41:27] FC

So that hopeless agent and a hopeless doctor. That put everything in there. Okay. Understand. Okay. So. So the only current issue that's relevant really is the mitral valve prolapse. Yeah. Okay. And that was since when?

[01:41:28 - 01:41:31] Prospect

Oh and his. He had a minor stroke in the eye.

[01:41:32 - 01:41:33] FC

But that wasn't in the thing.

[01:41:33 - 01:41:39] Prospect

No, no, no, but. No, but since. But it will be if you get any insurance now it will definitely exclude it.

[01:41:39 - 01:41:42] FC

Yeah, yeah.

[01:41:42 - 01:41:52] Prospect

What was it called? It's. It just affects the eye. Yeah. So his vision is. It's okay.

[01:41:52 - 01:41:55] FC

I mean it's. It's a special kind of stroke in the eye.

[01:41:56 - 01:41:57] Prospect

It's a blood clot in the eye.

[01:41:57 - 01:42:37] FC

Yeah. Okay, so let me take. Would you mind sending me in WhatsApp right there the. The pre existing conditions when it started and what's the current status? Like whether there's ongoing treatment or medication. So. Yeah, so.

So the reason for that is I. I want to just do a check unofficially with the. With different insurers just to see what would their likely. How would they manage, you know, such an application?

[01:42:37 - 01:42:40] Prospect

There is no. There's no ongoing treatment.

[01:42:40 - 01:42:44] FC

There's nothing. Yeah, there's nothing. I mean this was about 10 years ago.

[01:42:44 - 01:42:46] Prospect

I can't even remember 2009.

[01:42:46 - 01:43:01] FC

2009, 2009. Went for chiropractic manipulation.

Went twice in a week. Then on the, on this, the day after the second one, I woke up, there was a black spot

and that.

[01:43:01 - 01:43:19] Prospect

Was how he, they know how he went to see a doctor and that was how they noticed there was a blood clot in the eye. But then, I mean there was no treatment. Then there's, they just say it will. Yeah, it is what it is. They will. You know it's improved, it has improved over time but there's no ongoing treatment. And then retro valve collapse was mild.

[01:43:19 - 01:43:24] FC

Was discovered when they did the scans. Yeah, when they did the CAT CT.

[01:43:24 - 01:43:31] Prospect

Scan to figure out why there was a clot in the eye. Eye. Yeah. But again there's no, there's no treatment.

[01:43:31 - 01:43:40] FC

There's no treatment and like I've been going to see a cardiologist every year with a very full extensive test just.

[01:43:40 - 01:43:41] Prospect

To keep an eye, just to keep.

[01:43:41 - 01:43:44] FC

An eye on my heart health and.

[01:43:45 - 01:43:46] Prospect

There's no treatment now.

[01:43:46 - 01:46:28] FC

There's no treatment. He, he basically he just asked me to make sure my cholesterol is manageable, which I have and I don't even take any medicine for it. So I actually take a hypocol which is like a, off the counter. That's fine.

So all started in 2009. Basically these two issues. Okay. And the blood clot in the eye that. No, no, no further follow ups or no needed. No, not really. No, nothing at all. Okay. At the, in the first initial few months kept going back and then basically the neuro ophthalmologist said look, you're young.

And back then I was like 40, 40, mid-40s, something like that. She said you'll be fine. It should, it should come back. I mean but it, it may not come back fully but you should be okay. So I mean since then the black, the black spot has become like a gray spot now it's kind of like a fuzzy spot. Then before there was no color, but now I can manage to see a bit of color but just smudgy in the original spot. So there's no, there's nothing to follow up? No. So I haven't, haven't checked it at all. Yeah. The only ongoing thing right now is basically my yearly cardiologist visit just to make the maintain and checks on my heart. Okay. He, he, my cardio would wanted to do a CT scan every five years to check on the, the, the, the what you call it, the blockages in the veins and stuff like inside the heart, it's like some like, like 20%, some like 40%, but

they're very minor.

He actually wanted to do a CT scan last year, but he says because you're relatively healthy, I'll push it another back another two years. Okay. Yeah. Okay, so let's see. Okay, maybe what I'll do, I'll send you this list of questions. You have a look. Because these are the questions that will be asked anyway.

So it's better to go through it early so that at least I know if there's something I need to take note of or change our strategy of applying for insurance. Right. Then at least we have the info.

Is that okay? I'll just send this over to you.

[01:46:28 - 01:46:37] Prospect

I was looking at the row number four. It says stroke, minor stroke, transient is a command that, that's the. I mean, do we say yes for the eye or.

[01:46:39 - 01:46:42] FC

It was never documented as a stroke.

[01:46:42 - 01:46:45] Prospect

Yeah, it was a clot in the eye, I suppose.

[01:46:45 - 01:46:48] FC

Okay. So what is documented is the most important.

[01:46:49 - 01:46:55] Prospect

Okay. We need to go and look at it. Okay, Let us look into this, FC. Yeah.

[01:46:55 - 01:46:56] FC

Okay, got it.

[01:46:57 - 01:46:59] Prospect

Actually, we have to look at the doctor documentation.

[01:46:59 - 01:47:03] FC

The same doctor that we went to to get ey checks has all my.

[01:47:03 - 01:47:05] Prospect

Exactly. Therefore that's why we need to take.

[01:47:05 - 01:47:59] FC

A look at it. Ask them. Yeah. Okay. Okay, so that's here. Let's see. Okay. Okay. So that's kind of like just to give you a sense of full coverage, what it should look like for your age or income years to retirement versus what you currently have.

So let's look at. For budgeting purpose. Right. So just now we were. Just now we worked out about 150k or so of savings per year. Okay. So I'm going to try and use as little as possible of the 150k to.

To beef up the insurance portion.

[01:47:59 - 01:48:00] Prospect

Yeah.

[01:48:00 - 01:48:28] FC

And then, and then the rest of it I will share with you in terms of investment strategy for retirement, what I would recommend in the form of both lump sums because you didn't mention, for example, FDS thinking of. Okay. What to do with it as well as cash in hand. Yeah. And. And then the rest of the 150k that would be for kind of like annual or monthly type investments.

[01:48:28 - 01:48:29] Prospect

Okay.

[01:48:32 - 01:48:33] FC

Is that okay?

[01:48:33 - 01:48:33] Prospect

Yeah.

[01:48:34 - 01:49:20] FC

All right. Okay. In. Let me see. So earlier on we did talk to this reduce expenses in retirement. After the reduction the expense level that is left in your mind, is it pretty much non discretionary already or there's still some more fat that you would cut if you needed to. So I'm trying to now separate in retirement years. Right. What layer of the expenses are needs and what are wants and nice to have.

I think we can definitely cut more because right now it's aga. Aga. Right.

[01:49:20 - 01:49:21] Prospect

Yeah.

[01:49:23 - 01:49:26] FC

Because I, I don't.

[01:49:26 - 01:49:29] Prospect

I don't know. I think it should be a balance.

[01:49:29 - 01:49:32] FC

You see, because you don't want to cut completely.

[01:49:32 - 01:49:33] Prospect

Yeah.

[01:49:33 - 01:49:34] FC

You want to be realistic life.

[01:49:34 - 01:49:37] Prospect

If you want to be realistic as well. Well, to kind of.

[01:49:38 - 01:49:51] FC

So just over here. So I'm going to get smaller. Are you still able to see?

Yeah, yeah, yeah. So all these. You would have cut 50% from current. The car ones are all stopped permanently.

[01:49:51 - 01:49:54] Prospect

I think we should leave it. I don't feel.

[01:49:54 - 01:49:55] FC

For now now.

[01:49:55 - 01:49:59] Prospect

I don't. I don't think we should try and cut anymore.

[01:50:00 - 01:50:02] FC

Okay. Just. Just to keep it sustainable.

[01:50:02 - 01:50:04] Prospect

Just to keep it sustainable. Yeah.

[01:50:04 - 01:50:39] FC

Yeah. Okay. Can do. Okay. Okay. So let's try to finish off in the next 10 minutes. Right, Prospect?

So I do at the start. And you also shared previously about the concern of career. Right. Redundancy. If this were to happen. Do you want to build in a scenario here of like a career disruption?

[01:50:39 - 01:50:40] Prospect

Yeah, I think that's because.

[01:50:41 - 01:50:44] FC

Because then it wouldn't. At least we know that.

[01:50:44 - 01:50:44] Prospect

Yeah.

[01:50:45 - 01:50:49] FC

We don't assume that the 150k spare cash a year is always there. You know.

[01:50:52 - 01:50:54] Prospect

We should build in for both me and

[01:50:46 - 01:51:25] FC

Prospect 2 Yeah. Okay. Okay. Fifth time Prospect 2 has mentioned this.

I'm gonna build it in. So. So based on clients age. So 60. That will be in four years. Yeah. Okay. Based on client's age. Okay. So retire.

Oh, no, no, no. That would be when.

[01:51:27 - 01:51:30] Prospect

16 happens at age 60 for spouse.

[01:51:31 - 01:52:05] FC

16, right? Yeah. Oh, yeah. So 16. Okay. Custom lifestyle changes.

We already put it in earlier on income will stop. Yep. Okay. And the rest will be as whatever we have planned. Agree. Yep. Okay. So let's see.

That's what it did. So.

[01:52:07 - 01:52:07] Prospect

Yeah.

[01:52:07 - 01:52:08] FC

Okay.

[01:52:08 - 01:52:14] Prospect

Did it by four or five years. The drawdown happens.

[01:52:16 - 01:52:33] FC

Yeah. And this number. Okay. Okay. So in my, in my solutioning. Right. Should I assume

[01:52:10 - 01:52:10] Prospect

Prospect 2

[01:52:34 - 01:52:36] FC

retiring at 60 or. No, we should.

[01:52:36 - 01:52:39] Prospect

We should. We should. We should do that as an assumption.

[01:52:40 - 01:52:53] FC

Okay. Yeah. Now then, when it comes to insurance coverage. Right. Do I assume four more years of working or nine more years of working?

[01:52:55 - 01:52:56] Prospect

Sorry, for who?

[01:52:56 - 01:53:03] FC

For me, I think four more years of working because I'm not sure whether my job will still actually want me in four years tonight.

[01:53:03 - 01:53:03] Prospect

That's true.

[01:53:03 - 01:53:10] FC

Okay. That's the whole reason. Yeah. So it sounds like a base case that we should assume, doesn't it?

[01:53:10 - 01:53:11] Prospect

Yeah.

[01:53:12 - 01:53:53] FC

Okay, so it comes down to like 100k. So if that's the case, right, Prospect 2 I don't assume it as a special scenario. I will just change it from here. That base case, we plan on you retiring at 60, is that okay? Okay, sure. For this one we don't need a special scenario there. Okay. Now let's look at Prospect's career.

Okay, so you said two to three.

[01:53:53 - 01:53:56] Prospect

Years, so say 52.

[01:53:56 - 01:54:02] FC

Okay. And so. Yeah. Which scenario?

[01:54:02 - 01:54:03] Prospect

I say retrenchment.

[01:54:03 - 01:54:06] FC

Retrenchment for how, how many years?

[01:54:07 - 01:54:08] Prospect

Maybe six months.

[01:54:10 - 01:54:24] FC

Okay. This thing can do one year. Okay, so one year retrenchment. Okay.

[01:54:26 - 01:54:30] Prospect

But one year retrenchment doesn't then, does it assume that you go back to that same.

[01:54:31 - 01:54:38] FC

No, we, we will. We can define a second scenario that tells the tool, what's the new salary?

[01:54:38 - 01:54:49] Prospect

Just say change of career. Then instead of one year retrenchment change, then it makes it easier. Okay.

At 52, how much would your gross income bonus change?

But I would say 50%.

[01:54:52 - 01:54:55] FC

So minus 50, it's like.

[01:54:55 - 01:55:06] Prospect

Okay, now it's like three. We, we. It's about.

Now it's about 300. Right. So maybe, maybe.

[01:55:08 - 01:55:09] FC

30%.

[01:55:09 - 01:55:16] Prospect

No, would be more. I would say pay like 200 instead of 300K. Will be 200K.

[01:55:16 - 01:55:16] FC

So.

[01:55:17 - 01:55:21] Prospect

So it will change. Yeah, 35%.

[01:55:23 - 01:55:54] FC

Okay. All right, so we'll save that 69. Yeah. So this one would be a very significant change.

[01:55:54 - 01:55:54] Prospect

Or.

[01:55:54 - 01:56:15] FC

Significant change. Yeah. Because instead of cash still going up until retirement, this one would put you into a cash drawdown scenario because the expenses. Yeah, yeah. Once Kai goes to uni and. Yeah. Basically drawing down all the way.

[01:56:15 - 01:56:19] Prospect

Yeah. So we need to plan for that actually.

[01:56:19 - 01:56:43] FC

Okay, okay. Understand. Okay. Which also means that the investments that you have, we need to make sure it's. Well, we want it to grow. We need it to be safe.

[01:56:43 - 01:56:44] Prospect

Yeah.

[01:56:44 - 01:56:52] FC

And liquid. And liquid as well. Because there is a definite possibility.

You have to tap on it.

[01:56:52 - 01:56:52] Prospect

Yeah.

[01:56:52 - 01:57:17] FC

Yeah. Okay. Understand. Okay. I think I've got all the parameters I probably need for the. To. To work on the solutions in the next meeting. Okay. Okay. Yeah, Maybe feedback. Guys, How.

How did you feel about today's a.

[01:57:17 - 01:57:18] Prospect

Lot to think about.

[01:57:18 - 01:57:21] FC

It's very comprehensive. I mean there's like, you know, so.

[01:57:21 - 01:57:27] Prospect

Much to think about, but this is. But it's good. I'm glad we do this then, you know, it. At least it's realistic.

[01:57:27 - 01:57:50] FC

Yeah, yeah, yeah. I mean we've worked in, we've all worked in the Corporate world for a long time. And we know that in a corporate world, when we make plans, we need all the different scenarios, the contingency planning and everything. It's just that in the personal financial planning space, it is so rare that people get into this level of planning.

[01:57:50 - 01:57:56] Prospect

Yeah, yeah. Because you have to think about all the different scenarios that can go wrong. Yeah.

[01:57:56 - 01:58:02] FC

And insights of insurances and the loss of income and all that. Yeah, yeah.

[01:58:03 - 01:58:06] Prospect

So this is, this is great. Thanks so much. It's very helpful.

[01:58:06 - 01:58:12] FC

Okay. Have you mentioned to Chongdian like how.

[01:58:13 - 01:58:18] Prospect

No, I haven't seen her yet. I'm supposed to catch up with her soon. Yeah, yeah.

[01:58:21 - 01:58:24] FC

Okay. Do let her know how you feel it's going.

[01:58:24 - 01:58:25] Prospect

I will.

[01:58:25 - 01:58:49] FC

It's always good to cycle back and let the person who referred know how it's going. Yeah, sure. Maybe back. Back to this point here that was mentioning at the start. Yeah. So in the course of our discussions today, did any like friends or people that you know of this profile, did they come to mind as you're talking.

[01:58:49 - 01:59:19] Prospect

Through similar to the. Similar to the folks that we thought about the last time, Justin and Adrian. Yeah. I think this gives us a little bit more clarity on what to share with them. They are probably a lot more skeptical about, you know, planning because they feel like. My sense is that they feel like they plan pretty well, but they are definitely like, because of our clo, they're closer friends, people we talk about finances, investments with. So definitely they're the ones that pop to mind.

[01:59:20 - 01:59:25] FC

Okay. So far since our last meeting, they haven't had a chance to.

[01:59:25 - 01:59:32] Prospect

I did share broadly, but they were like, oh, okay. You know, so I think I need to give them a little bit more.

[01:59:32 - 01:59:34] FC

Heads up after this session. Yeah.

[01:59:34 - 01:59:46] Prospect

You know, this. Tell them describe a little bit more in terms of what, how we are journeying through. And then I think what would be helpful for them is also, you know, what we'd finally decide to do.

[01:59:46 - 01:59:59] FC

Yeah, I. I guess from a solutioning perspective is very specific to the family. So what you decide to do may or may not be.

[01:59:59 - 02:00:13] Prospect

Yeah. Like. Oh, because of these sessions we were able to like, you know, review our insurances plan. Plan for things that we didn't, you know, we hadn't thought of before. So more brought strokes in that way.

[02:00:13 - 02:00:18] FC

Right. Okay. Yeah. So. So like, like this document, I think I may have shared it with you.

[02:00:18 - 02:00:19] Prospect

You have, you have?

[02:00:19 - 02:01:17] FC

Yeah. So it's like a two pager.

So this, this. Yeah, like today we basically went through this, right? Yeah. So you can definitely, you know, Bring up the conversation with them again so that they can at least now you've gone to session two. And

yeah.

Be able to share them how you felt it went. Yep. I guess also for them, maybe you can help put them at ease that the point of the first conversation like the one we had previously, it's just an introduction. It's up to them to be exposed to know perhaps a more comprehensive way of planning. And. And if they see value like you have seen, then we walk through steps two, three and four after that. Yeah, yeah. So if. Yeah. So all they need to be is it's just waiting to meet me for say an hour and a half and we'll see where it goes.

[02:01:18 - 02:01:19] Prospect

That sounds good. Yeah.

[02:01:19 - 02:02:05] FC

Okay. All right, so let's look at our calendars so that we can see when should we meet next? Would next Wednesday work for you guys? Next Wednesday?

Let me check. 23rd. 23rd. Prospect just wanted to get her have a look at her schedule. I'm okay on the 23rd. Okay.

[02:02:06 - 02:02:08] Prospect

What's the end of May?

[02:02:09 - 02:02:10] FC

He's asking for next week.

[02:02:10 - 02:02:11] Prospect

Oh, next week?

[02:02:12 - 02:02:14] FC

Wednesday. Oh, you can't.

[02:02:15 - 02:02:17] Prospect

Next week is super packed for me.

[02:02:18 - 02:02:20] FC

Okay, so the whole week is out.

[02:02:20 - 02:02:23] Prospect

Yeah, because next week we have events, work events.

[02:02:25 - 02:02:34] FC

Okay, then it would have to be in May because I'll be traveling next Friday and I'll be back on 7th of May.

[02:02:34 - 02:02:36] Prospect

We'll only be back on 12th of May.

[02:02:37 - 02:02:38] FC

Ah, okay. So after that then.

[02:02:38 - 02:02:39] Prospect

Yeah.

[02:02:39 - 02:02:40] FC

Where are you guys visiting?

[02:02:40 - 02:02:43] Prospect

Oh, we're going to go Spain, so.

[02:02:43 - 02:02:44] FC

Okay, nice. Which part?

[02:02:44 - 02:02:47] Prospect

Yeah, my 50th celebration.

[02:02:47 - 02:02:51] FC

Oh, wow, congrats then. Seven other people.

[02:02:51 - 02:02:53] Prospect

Seven. No, no, no, no, we're five.

[02:02:54 - 02:02:56] FC

Five other people turning 50.

[02:02:56 - 02:02:59] Prospect

Yeah, the 19 week of 19.

[02:03:01 - 02:03:02] FC

That's okay.

[02:03:02 - 02:03:02] Prospect

Yeah.

[02:03:04 - 02:03:09] FC

How about 19? I'm good. Can be.

[02:03:10 - 02:03:12] Prospect

I know. Tuesdays, 20th of May.

[02:03:12 - 02:03:19] FC

Okay, that looks good for me too. Yeah, let's put down 8:30 to 10:30.

[02:03:19 - 02:03:21] Prospect

Yep, sounds good.

[02:03:24 - 02:03:25] FC

Okay.

[02:03:26 - 02:03:27] Prospect

You putting it in?

[02:03:27 - 02:03:27] FC

Yep.

[02:03:27 - 02:03:33] Prospect

Okay. Okay, great.

[02:03:33 - 02:03:48] FC

Okay, so zoom is it works fine for you guys. Okay. All right, I got you on my calendar.

The 20th of May, 8:30 to 10:30. 8:30 to 10 30.

[02:03:50 - 02:03:51] Prospect

Thanks so much.

[02:03:51 - 02:03:53] FC

Okay. You're most welcome.

[02:03:53 - 02:03:55] Prospect

It's very late for you, so thank you so much.

[02:03:55 - 02:04:03] FC

Okay, no worries. Okay, so I'll see you then. Take care. Have a.

Have a good trip. To which part of Spain, by the way?

[02:04:03 - 02:04:05] Prospect

Bilbao, San Sebastian and Rioja.

[02:04:06 - 02:04:11] FC

Okay. All right. Okay, see you guys. Take care. Okay, bye.