



# PLANNING FOR RETIREMENT

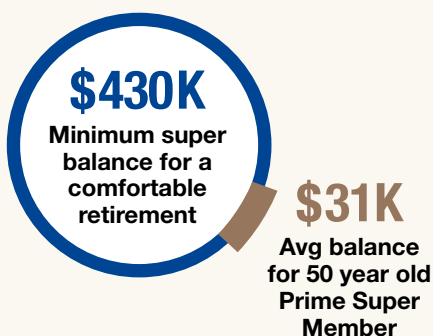
## Get the advice you need

People who receive financial advice are almost \$100,000<sup>1</sup> better off at retirement than those who do not receive advice, according to the Financial Services Council (FSC).

### Top 5 questions to ask when planning for retirement:

#### 1 How much money do I need to retire?

This depends on how you want to spend your retirement. Industry advice suggests a single person needs **\$430,000<sup>2</sup>** to retire comfortably. The average 50 year old in Prime Super has a balance of **\$31,000**. There are strategies to ensure you have enough to lead a comfortable retirement even if you don't have this amount.



#### 2 How much will I have when I retire?

Do you know how your savings are tracking towards your final goals? Understanding how much you will have means you can work out if there is a shortfall between what you will have and what you will need so you can bridge the gap before you permanently retire.

#### 3 How long will my money last?

Working out how long your savings will last is important in determining what kind of lifestyle you will have. Assuming you retire at 60, you can expect to live for around another 20 years. Surviving only on the Age Pension would lead to a drastic change in your lifestyle. Working out a budget is an important step in planning for retirement.

#### 4 Do I qualify for the Age Pension?

To qualify for the Age Pension, you must first satisfy certain requirements. Centrelink then works out how much Age Pension is payable.

Understanding the rules can be complex but a professional financial planner can help you.

#### 5 Can I afford to ease into retirement?

There are strategies available that allow you to ease up on your working life while drawing an income from your super.

**Our financial planners<sup>3</sup> can help you answer all these questions and more to work out a plan that best suits your needs.**

## How we can help you

**Planning for retirement can seem complex but our financial planners can help you work through all of your options.**

**Our full service financial planners can help you with:**

- Retirement planning (including pensions, super income streams and Centrelink)
- Transitioning to Retirement (TTR) – drawing an income from your super while you are still working
- Building your superannuation (including salary sacrifice)
- Understanding your investment options (including options outside super such as managed funds and shares)
- Achieving your financial goals (reducing debt, saving for your children's education)
- Identifying your personal insurance needs and succession planning
- Managing your tax liability
- Self-managed super funds



### Retirement readiness checklist

**Go through this checklist to get a feel for how your retirement planning is going:**

Answer these questions with a YES or NO	YES/NO
<b>Do you know how much you will have saved in your super when you retire?</b>	
<b>Do you know the income you will need to support your lifestyle after you stop working?</b>	
<b>Did you know you can access your super while still working?</b>	
<b>Do you know how much Centrelink Age Pension you may be entitled to?</b>	
<b>Do you know how taking a lump sum out of super could affect your Age Pension entitlements?</b>	
<b>Do you know the implications of downsizing your home?</b>	
<b>Do you know the implications of selling a business?</b>	
<b>Do you know how to best combine your super savings with your savings outside of super to maximise tax effectiveness?</b>	
<b>Do you know how the financial risks of retirement, such as longevity, inflation and health care expenses may affect your savings?</b>	

If you answered **NO** to any of these questions you should speak to one of our financial planners. Even if you already have a financial planner it's good to get a second opinion. The first meeting with our planners is free so it is worth giving us a call.

**1800 675 839 to book an appointment**



## What you can expect from us

- Your first meeting is complimentary and is about understanding you and your goals, and how we can help. Once we understand what kind of advice you need, we'll also discuss the costs involved in developing your strategy.
- If you are happy to progress, we'll go away and develop a plan to help you achieve your goals.
- We'll present your personalised plan and answer all your questions.
- When you're ready, we can help put your plan into action.
- We can also support you with ongoing advice to help you stay on track.

## We work only in your best interests

Our financial planners operate on a pure fee-for-service basis and do not accept commissions. This means you pay for advice based only on your interests and recommendations based on your needs rather than the (sometimes hefty) commissions received by many retail planners from product issuers for recommending their products. To book an appointment with a planner call us on **1800 675 839**.

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1 Value Proposition of Financial Advisory Networks, KPMG EconTech, 18 January 2011, page iii.

2 <https://www.moneysmart.gov.au/superannuation-and-retirement/how-super-works/super-contributions/how-much-is-enough>

3 Prime Super financial planners are authorised representatives of PGW Financial Services Pty Ltd (PGW) AFSL384713, ABN 15 123 835 441.