

Laura Dean Financial Focus



this issue

The Value In Financial Advice **P.2**

Self Managed Super Funds **P.3**

Market Update **P.5**

Staff Matters **P.6**

Upcoming Events **P.7**

Reduce Credit Card Debt—Be Smart With Your Debt

With interest rates payable on most credit cards now around 20% p.a. it is no wonder people are struggling to reduce their credit card debt. See your financial adviser to learn how you can make your debt work for you.

General Tax Planning and Wealth Creation

Tax planning is essential when it comes to maximising your cash flow this year. Reducing the amount of tax you pay can be achieved with a few simple steps. Contact Laura Dean to find out more.

Recent Laura Dean Property Field Trip

Phil and James Allen recently took three Laura Dean client couples on a field trip to QLD, to view the progress on their investment properties.

James met up with Matt & Lynn Mariu, Peter & Debbie Harvey and Mark & Susan O'Shea at Sydney Airport early, in order to make it on the 9am plane trip to Brisbane. Everyone was both a little nervous and excited but they arrived at Brisbane without any problems and headed off eagerly in a mini bus. After some technical difficulties with mobile phone nav mans they phoned a friend (Brenton the builder) and got back on track. After a few pit stops trying to catch up with Phil and Brenton they finally managed to meet up with them and local property manager Sue on site in Lowood at Pete & Debbie's brand new home. Finished only days earlier they were all able to go through the home and get a feel for the quality finishing of the property.



A quick scoot around the corner and they pulled up to the block of land James is in the process of buying. Nothing but grass at the moment but soon

enough he too will have a quality home sitting on it. While on their way to Helidon, Brenton gave everyone an intriguing insight into the local area. The group were greeted at Helidon Heights by local property manager Brian. Matt and Lynn paced their raw slab and tried to imagine a house on the deceptive pour of concrete. Around the corner they grasped the true depth of the house when they saw the erected frame on Mark and Susan's slab.

The group enjoyed a well deserved lunch at a local couple's home. Neil and Donna put on a spread of sandwiches, finger food and homemade desserts which gave the group a real insight into the local area by local people.

After lunch it was on to Brisbane, making the Brisbane CBD in one hour & thirteen minutes (it was timed!). After a quick freshen up they hit the city for even more celebrations - one of our clients turned 50 that day! A touch of footy, a few drinks followed by a great dinner topped off a terrific day. "Cheers to new friends, good times and wealth!"

Special thanks to all who came and made it memorable trip. We encourage all of our clients who have bought or who are thinking of buying an investment property to get in touch with James Allen on **(02) 4296 1068** regarding the next field trip.



QLD Leads Population Growth

Queensland has been identified as one of Australia's fastest population growth regions, leading the growth per head of population.

Over the 12 months to June 2009 and in raw number terms, the states which recorded the greatest growth in population were: New South Wales (119,534), Queensland (116,533), Victoria (116,250) and Western Australia (68,077).

Queensland local government entities occupy four of the top five positions of fastest growing areas. Six of the eight Queensland local government areas (LGA's) are located in the south-east corner of the state and the remaining two are the large regional cities in North Queensland (Townsville and Cairns).

AUSTRALIA'S FASTEST GROWING LOCAL GOVERNMENT AREAS

RANK / LGA & Population Increase

Rank 1: Brisbane QLD - 21,161

Rank 2: Gold Coast QLD - 15,643

Rank 3: Moreton Bay QLD - 13,260

Rank 4: Wyndham VIC - 10,758

Rank 5: Wanneroo WA - 9,533

Rank 6: Casey VIC - 8,430

Rank 7: Ipswich QLD - 7,714

Rank 8: Melton VIC - 7,306

Rank 9: Blacktown NSW - 6,902

Rank 10: Logan QLD - 6,680

Source: *rpdata.com*, ABS



Phil's Monthly Money Tip

Why It Makes Sense To Get Financial Advice

As a financial planner, I place great value on the financial advice I provide. In my career I've observed how sound financial advice can help people achieve their goals in life. I've also seen how good advice has protected people in times of adversity through the use of life insurance and good estate planning strategies.

Financial planning advice is quite intangible. Sometimes the benefits of receiving good advice can be hard to quantify. For many people the non-financial benefits are quite valuable - being able to sleep at night and not having to worry about their money. Some see the benefits in freeing up their time by delegating their financial planning work to their financial planner - they're not spending hours trying to trade shares and get rich quick, instead they're spending time with their families doing things that they enjoy.

Why would I go to a financial adviser?

People go to financial advisers because they don't have the time, knowledge or self-motivation to do it themselves. It is also very difficult to keep up with the constantly changing laws and regulations about tax and superannuation, as well as understanding market movements and the track records of various investments. Most people just don't have the time or patience to be across all these issues, but it's something that a specialist financial adviser can do for you. I spend tens of thousands of dollars per year, and hours—sometimes weeks, keeping up with changes and trends.

At the same time, that doesn't mean you hand over total control to your financial adviser. You will still retain control of your investments and assets but your adviser will become a valued partner on your journey to financial security and success.

So how does it work?

At the first meeting you'll just go over some basics. The financial adviser will ask you a number of questions about your financial and lifestyle goals, your current financial circumstances and your tolerance to risk. The adviser will also clearly explain what services are offered and the fees that will be charged.

They may also go through some simple financial strategies. During this meeting you should ask questions and provide as much information as possible about your goals, aspirations and current financial situation. It is important to ensure that you also ask the financial adviser questions about what they can do to help and to make sure that you're comfortable with them managing your affairs. If you decide to proceed the adviser will develop a financial strategy and plan as well as investment recommendations, tailored to your specific goals and needs.

Once you embark on your journey, it's not over! Through regular reviews you and your financial adviser can make sure you remain on track to achieve your goals, making any adjustments necessary along the way.

At Laura Dean Financial Solutions we can help you with:

- Retirement planning
- Tax minimisation
- Cash management and budgeting
- Wealth protection
- Superannuation
- Mortgage reduction; and
- Investments

How do I find out more about meeting with a Laura Dean financial adviser?

To find out more about Laura Dean Financial Solutions and what we can do to help you, contact us on **(02) 4296 1068** or go to **www.lauradean.com.au**.



Self Managed Super Funds

What is a Self Managed Superannuation Fund?

A Self Managed Super Fund (SMSF) is a small super fund established for 1-4 members. The members are also the owners of the fund and therefore control the fund. For instance, I can set up the Allen family Super Fund. I can invite Silvana, James and Dean to join. As they are family they can also be Directors of the Trustee Co— great for protecting our assets!

How Does a Self Managed Superannuation Fund Work?

A SMSF is a means to managing and controlling your superannuation money through establishing your own superannuation fund. Super is a method of saving and investing money during your working life. This caters for your retirement. A Super Fund is set up by a Trust Deed. The Trust Deed contains the rules of the Fund. A trustee, who holds and invests the trust property on behalf of the members, administers it.

For a start, you need four or less members. Members of the fund also have to be trustees of the fund (Phil, Silvana, James and Dean). Trustees of the fund have to be members of the fund. Each member is required to participate in the decision making process of your fund. To protect all members of your fund, no member can be the employee of another member. The only exception is members who are “related” - that’s us.

Why Should I Start an SMSF?

The number of Australians choosing to manage their own super through a SMSF is larger than you might think. There are currently more than 350,000 SMSFs with a total of over 700,000 members. The ability to choose your own strategy and investments, being able to borrow to invest, as well as the tax benefits of super make SMSFs a unique investment tool.

It is not uncommon for working husbands and wives aged in their mid 30s to have well over \$100,000 in their superannuation funds. This can be used to set up a SMSF which can then be used to borrow additional

funds allowing the purchase of an investment property.

The key advantages of using our own SMSF:

- Greater investment choice—property (residential and commercial), shares and warrants
- Greater tax advantages
- The ability to borrow funds within super to invest.
- Better able to manage fees and costs.
- Ability to own your business’ real property (but not operating assets) in the superannuation fund.
- Maximum 10% capital gains tax is payable on any capital gain if the property is sold after a minimum of 12 months and no capital gains tax is payable if sold during pension phase.
- Maximum 15% income tax on rental income.

Can my Boss Contribute?

Yes, your normal 9% super and any salary sacrifice you are currently making goes straight into Your Super Fund.

How do I find out more about starting a SMSF?

To find out more about starting a SMSF contact Laura Dean Financial Solutions on **(02) 4296 1068** or go to **www.lauradean.com.au**.

Phil Allen

SMSF Seminar

Our first Self Managed Super Fund Seminar, held on 24th March at Albion Park RSL Club, was a huge success with 20 couples attending, 15 of which made appointments with Laura Dean to find out more. Our next SMSF Seminar is on Wednesday 28th April and Wednesday 26th May at Albion Park RSL. To book a place please contact Barry Stewart on (02) 4296 1068.

Staff Profile

James Kelsey



1. What attracted you to your current position?

I was attracted to Laura Dean as a business because it was significantly different to my previous places of employment. Many companies I have had experience with talk about providing a high level of customer service but none of them have implemented the kind of action that Phil, Col, Barry and James had going here at Laura Dean. Making sure people are given the highest level of service is a distinguishing factor of Laura Dean's success.

2. What is the most enjoyable part of your job?

The most enjoyable part of my job is seeing people create more wealth for themselves. I get a kick out of seeing people learn how to manage their money more effectively.

3. And the least enjoyable?

Some Financial Products require the completion of a lot of paperwork in

order to commence the investment. Filling out all of these documents can get quite tedious.

4. If you weren't doing this job, what would you be?

Well I don't mind taking the odd risk and the thought of flying a fighter jet has always appealed to me. Unfortunately I've got a sketchy heart and I'm not great at obeying orders without question, so the armed forces were never an option for me. I guess if I wasn't in financial planning I would probably be trying to run a tourism/fishing business in Moreton Bay.

5. What do you do when you are not working?

When I'm not at work I can be found playing cricket (indoor and outdoor), golf or lawn bowls. If I'm not involved in any of those activities then I'm probably down at the local.

6. Tell us what you are passionate about

The thing that I'm probably most passionate about is helping people to understand their finances better. A lot of people find it difficult to understand their investment options and I enjoy finding new and easy to understand ways of explaining how the different investments work.

7. Tell us one motto that you try to live by

Treat others the way you expect to be treated.

Market Update

The Australian Stock Exchange All Ordinaries Index closed at 4913.5 on Friday 23 April 2010, which is an increase of 30.8 points for the year to date since the start of trading on 4 January 2010. This represents an overall increase of less than 1%. This represents an overall increase of 2.6%. It is forecast that the Australian Share Market is likely to rise further thanks to the combination of improving economic and profit growth, low inflation and still low interest rates at a time when there is still plenty of cash on the sideline.

The Australian ASX 200 and All Ords indices are expected to rise to around 5600 by the end 2010 and it is likely that Australian shares will continue to outperform traditional global shares, reflecting their higher dividend yields and stronger growth prospects.

Certainly it seems we are being driven higher by confidence from the recovery taking place in the US economy. But our market too is also being buoyed by some serious merger and acquisition activity. Given the healthy balance sheets of companies globally and the insatiable demand for our mining products, it was certainly expected we would see increasing merger and acquisition activity. This is evidenced by the battle for Macarthur Coal heating up, and it is only being a matter of time before Newcrest Mining comes back with a higher bid for Lihir Gold.

Commodity prices are rising with copper hitting its highest level in 20 months, nickel is around a two year high, oil traded at the highest it has been for 17 months and the prices of other commodities were a bit stronger after a solid pre-Easter run up. Crude oil for May delivery rose as much as \$US1.02, or 1.2% in Asia to reach \$US85.89 a barrel, the highest since Oct. 9, 2008.

Australian bond yields continue to rise being buoyed by an increase in US Treasury bond yields last week. The selloff in Treasury yields was driven by the improved economic outlook and the better-than-expected US payrolls report. On Friday alone, 10-year US Treasury bond yields moved 7bp higher and 2-year Treasury yields were 5bp higher after the strong US labour market report. 114k jobs were added after adjusting for the 48k US Census jobs. The outcome was better than expected by economists, and the upward revisions to the February and January employment data added to the positive result.

The Australian dollar appreciated 1.7% against the US dollar last week. The local currency was helped by firming expectations of an April official cash rate hike, and significantly higher commodity.

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Staff Matters

New Staff Members

Darran Wade

Mortgage Broker

Darran first visited Australia 20 years ago for a holiday and just loved the place so moved here just over 15 years ago and never looked back (yes, he's a Pom and supports Liverpool)

He has a mechanical back ground and after a couple of years in the engineering sector as a workshop manager in Australia decided on a career change.

He took a job in real estate, obtained his real estate sales persons license and at the same time learnt all he could about finance. He ended up doing more finance than selling property.

18 months later he was working for a local car yard in Wollongong as the finance manager, before obtaining a job at a local mortgage brokerage firm, where he stayed for 7 years, overseeing hundreds of million dollars worth of business.

The opportunity to join Laura Dean Financial Solutions arose and having previously known Phil and Col through the finance industry and James through other social activities he knew it was a great opportunity to jump on board with this rapidly growing company.

He is looking forward to the future Laura Dean and assisting with the expansion of the home loan division.

Matt Smith

Practice Manager

Matt recently started with Laura Dean as the Practice Manager. He has 12 years experience in financial services, having commenced his financial services career in 1999, with 10 years experience in risk management, legal and compliance, funds management and financial planning.

He has previously worked for two of the top four Australian banks and one of Australia's leading fund managers.

He has post graduate qualifications in banking and finance law and financial planning.

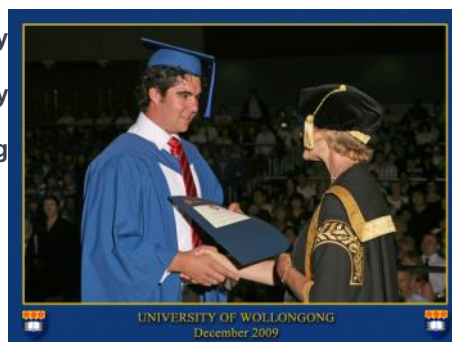


Barry Stewart with one of his son in law, Buster's trees.

Client News

Congratulations to Corbin Brown (son of Russell and Machita Brown) on recently making the Under 15 Australian Cricket Team. A fantastic achievement!

James Allan recently graduated from Wollongong University with a Bachelor of Commerce, majoring in financial planning



Capital Gains Tax — Minimising the Effect With Forward Thinking

Offsetting a capital gain creates an opportunity for further investment, debt reduction or wealth accumulation, rather than an immediate outflow of funds for tax in the current year.

Mortgage Reduction— Creating Wealth By Saving Money!

Increasing interest rates are putting more and more pressure on a family's household incomes, with all their hard work going into paying off their mortgage debt and not being able to build wealth for the future. See your financial advisor to see how you can pay down your mortgage quicker, minimise your tax and create tax deductible debt.



Upcoming Events

Laura Dean Strategy Seminars

12 May, 7pm—Albion Park RSL Club

9 June, 7pm—Albion Park RSL Club

Laura Dean Self Managed Super Fund Seminars

28 April, 7pm—Albion Park RSL Club

26 May, 7pm—Albion Park RSL Club

23 June, 7pm—Albion Park RSL Club

To book a place at any seminar please contact Barry Stewart on (02) 4296 1068.

Feedback

We would love to hear your feedback about our newsletter so that we can continue to improve it. If you have any comments, suggestions, or items you would like to add to the next newsletter please contact Laura Hawes on laura.h@lauradean.com.au

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