



Phil's Tip

Why You Need A Financial Advisor

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.

A good financial planner will spend time with you to make sure they understand the goals and dreams that are important to you. They'll then help you understand the different strategies you can consider to help you achieve those goals. 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.

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.

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 and 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.

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**.