

Getting to know our team at Profile

Phillip Win Director and Financial Planner

Phillip commenced his career in Financial Planning during the final year of his Economics degree at the Australian National University in 1995. Following the completion of his studies, Phillip moved to Sydney to work in both boutique and institutional financial planning firms, whilst also completing his post graduate studies in Financial Planning and attaining the professional designation of Certified Financial Planner.

Phillip has a strong interest and knowledge of investment markets and is constantly exploring "cutting edge" strategies to deliver to the clients of Profile.

Phillip lives in the Blue Mountains, has two young children and enjoys

outdoor activities such as bush walking, mountain bike riding and golf.

He has recently taken on the challenge of coaching his son's soccer team and is a Volunteer fire-fighter with the Warrimoo Bush Fire Brigade.

Phillip holds a Bachelor of Economics (majoring in Statistics) from the Australian National University and a Diploma of Financial Planning from Deakin University.

Phillip is a member of the Financial Planning Association of Australia and a member of the CEO Institute. Phillip is also a Certified Financial Planner.



Profile Financial Services' risk management

Financial planning covers many areas and while the main goal is to assist you with the growth of your assets you should also be aware of the importance of protecting your foundations to keep your asset base strong. The various types of available insurance need to be considered.

- Income Protection Insurance
- Life Insurance
- Personal Insurance
- Keyman Insurance
- Shareholder Protection
- Trauma or Critical Illness
- Total and Permanent Disability

We are always available to discuss insurance options with you or your family.



BUILDING WEALTH + SECURITY

- ⇒ Independently owned
- ⇒ 30 years of financial planning excellence
- ⇒ Unique collaborative approach – the "Profile Partnering System"
- ⇒ Proudly delivering measurable strategic value
- ⇒ Using solid principles to underpin financial & investment strategies

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PROFILE'S CORNER

Welcome to the first edition of the Profile Services quarterly newsletter

Special points of interest :

- The recent bush fires in Victoria were devastating to many and the pain was felt through out the country. Profile made a donation of \$10,000 to the relief fund.
- Marilyn our receptionist knows all about caring and sharing. Profile now donates all scrap paper and all unused paper products to St Gabriel's School for Hearing Impaired Children at Castle Hill which the children use in their craft activities.

Our aim in each news letter is to provide information on activities of interest in the quarter just gone. We also intend to keep you up to date with trends in the market place and keep you informed about the direction of Profile and it's people.



Looking Forward

Economic Summary

With 2008 being one of the worst years in market history, we look ahead to 2009 and what lies on the horizon. The global economy is slowing and one by one, individual countries are entering their own pre-defined recessions. With over three decades of overwhelming growth now behind us, the world is taking a step back and reality is catching up with us.

As governments around the world attempt to wrestle with policy that will drive the course of economies going forward, markets participants react to every bit of news with anticipation and intrigue. On the home front, we are seeing small business loans being turned down by banks, overheads being reduced,

growth contracting and rising job cuts across all sectors.

The market, anticipates what is going to happen in the economy and continues to price in a very bleak outlook. As company profits fall, and unemployment rises, the global economy will need to re-adjust to a period of more modest but sustainable growth. In the meantime, as the global economy goes through this re-adjustment process, markets will continue to remain volatile and inherently uncertain.

While this process will result in some short term pain, it is also providing tremendous opportunities in the investment arena. Some investments are now able to be

purchased at levels not seen for many years, and now that the tide has gone out, it is becoming clearer to see who has been swimming without swimmers. While we do foresee further uncertainty in markets in the year ahead, we are also keeping our eyes open to take advantage of opportunities when markets stabilise, and do recover.



"keeping our eyes open to take advantage of opportunities when markets stabilise"



"As governments around the world attempt to wrestle with policy....."

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“My future is secure, but what about the children?”

Like most of our clients, by now you have probably got your affairs in order, and are taking steps to make your own future as secure as possible. Unfortunately this places you in the minority.

This year, Profile will be making a concerted effort to encourage our clients to give some thought to the next generation of their own families, and how they can take steps now that will set them on the right track.

The benefits of having adult children who are *completely* financially independent are many. The trouble is, what might *appear* to be complete independence may be an illusion. In good times younger people will not generally seek financial support from their parents. However, when the unexpected happens, such as layoffs, marriage breakdowns, illness or injury, it is only natural that the parents will want to help out if all else fails. Taking care of family is the right thing to do, however this will often have a detrimental impact to the retirement plans of the parents, often with serious consequences.

There are things that can be done today that will help the next generations, without compromising your own retirement plans.

What we ask you to do is this:

Think about the next generation of your family, and ask yourself a few questions:

- What would happen if they lost their ability to earn an income?
- Is enough money being put aside to pay the education costs of any young children?
- Do they have a plan in place for their wealth creation?
- Do they have money put aside for emergencies or a “rainy day?”

We are also seeking to meet with the adult children of our existing clients so that we can address these important issues for you. Putting the younger generation on the right track today is only a small step, but the earlier they get started, the greater the benefits in later life. You gain the peace of mind for all concerned that comes with knowing your affairs are in order. Before you next speak with your adviser, please give thought to booking an appointment on behalf of your adult children at our office, or if you prefer we can contact them to arrange a suitable time.



Next generation

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General Advice Warning

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Super co-contribution - so easy !

At this time of year, one of the easiest things our clients can do is to take advantage of the Government's co-contribution to Superannuation.

For every dollar that is put into Super voluntarily*, the government will put in as much as \$1.50, up to a cap of \$1,500. Not everyone will qualify, but for those who do this is an easy way to give your super a boost. Eligibility is limited to working people who earn less than \$60,342 this financial year.

If you don't qualify, then we encourage you to consider assisting your children in making the payment if they are eligible to receive the co-contribution .

Younger people generally have very small super balances, and a gift of this type will have a lasting impact, as the benefits of compounding over time will see this money

grow. It is also a way of encouraging younger people to start thinking long-term, and that small steps taken early in life can make a real difference later on. Many of our clients and spouses also work part time, and this is one very easy and worthwhile thing to do if your assessable income (or that of your spouse) is under the cap.

The only thing you have to do is make sure the money gets into the Super account this financial year. In most cases you can just write a cheque or make an electronic deposit right into the super account. If your Super is with us here at Profile, we can help do this for you.

**Note: Employer contributions, salary sacrifice and compulsory contributions don't get the co-contribution.*



Consider writing a cheque made out to the super account of your children.

How to make the optimal contribution

Assessable income this financial year	You put this much in super	The government puts in
\$30,342 or less	1,000	1,500
36,342	800	1,200
42,342	600	900
48,342	400	600
54,342	200	300
60,342 and over	0	0

