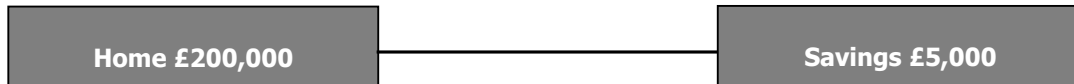




The young couple with family case study

Married couple both aged 29 with a 2 year old child and a baby on the way. Husband is a self employed mechanic; wife is enjoying a career break to raise their young family.

Background



Challenges

1. The clients didn't fully understand pensions and had negative feelings towards them
2. Their affairs were somewhat disorganised
3. They were unsure about what they already had
4. Modest amount of savings and disposable income meant affordability was an issue
5. Significant family protection issues were not being addressed
6. The clients had several "advisers" previously and had been sold something by all of them

What we did

- a) Reviewed all current financial products for suitability
- b) Constructed a plan to protect the family in the event of death, serious illness or incapacity
- c) Educated clients to the advantages of retirement planning
- d) Recommended more cost effective products

The Results

- Clients have peace of mind knowing that their financial needs are now addressed
- They now feel more comfortable about the wisdom of saving towards their retirement
- Cost savings identified have allowed them to invest more in their future
- Simplified their portfolio to make it understandable

