

Complex - an intricate, complicated and involved situation needing internal/external expertise with multiple possible scenarios and outcomes implemented with strong project management.

Specialist - one off, multiple strategies
 Advice for complex scenarios with a specific need. A high level of experience, skill and specialisation is needed.

- SMSF setup
- Aged care entry
- Product agnostic
- Tax
- LRBA
- Multiple tax structures
- Previous marriages/partnerships
- Buy / Sell insurance with agreements
- Employee Share Plans
- Comprehensive insurance levels and full product range

Consultant - ongoing retainer
 Providing complex advice for complex client situations to meet long term outcomes.

- PMSA
- SMSF Admin and compliance
- Meet signature aspirations
- Coordinate other professionals
- Passing of dominant financial decision maker with overwhelmed partner
- Intergenerational wealth planning and transfer
- Family constitution and affairs management
- eg Farmer looking to pass on the family farm or sell it off
- eg Group of medics wanting to setup a new practice together

What - narrow product or service requirement.

TYPES OF ADVICE WE PROVIDE

Why - focus on attainment of long term financial outcomes.

Product - one off, single strategy
 Compliant simple advice which focuses on WHAT is provided. Core characteristics include simplicity, convenience, price, and timeliness.

- TTR
- Insurance
- Debt consolidation or evaluation
- Investment plan
- Insurance only
- Cashflow plan
- Super consolidation
- Retirement projection
- Risk profile
- SMSF investment strategy
- SMSF insurance strategy
- Asteron only for Suncorp Staff

Carer - ongoing retainer
 Simple advice for straightforward situations to meet long term outcomes. Ongoing advice needed to reinforce good behaviours to maximise their chance of them achieving their long term desired outcomes.

- Cashflows
- Debt servicing
- Centralink
- Time poor clients
- Retirees
- eg Young professional couple paying off mortgage and kids education

Simple - a common often repeated advice job, requiring customisation for each client, but not overly intricate.