# EY Partners Group – Overview of Our Services

## Home Loans

* Mortgage broking

## Taxation

* Personal and business accounting
* Reduce your tax payable
* Increase your tax refund
* Tax planning strategies

## Debt Reduction

* Reduction of non-deductible debt to free up cash flow for investment activity

## Insurance

* Life Insurance
* Total and Permanent Disability
* Income Protection
* Critical Illness

## Superannuation

* Investment Options and annual review
* Insurances through super
* Salary sacrifice to accelerate your super growth

## Investments

* Portfolio diversification
  + Australian Shares
  + International shares
  + Cash
  + Property
* Portfolio growth – how to use your existing assets to grow your portfolio

## Lifestyle goals

* Maintain/ improve your lifestyle
* Increase discretionary spending
  + New car
  + Annual holiday
  + Renovate kitchen
  + Upgrade home

## Self-managed super fund

* Ultimate control over your superannuation and how your funds are invested
* Invest in residential property

## Family Trust

* Asset protection
* Income distribution

## Retirement planning

* Retirement accumulation analysis
* Transition to retirement planning

# EY Partners Group – Detailed notes to Our Services

## Home Loans

* Often a home loan is the entry point to our services. This is where a large proportion of our clients begin their journey with us. We provide a traditional mortgage broking service, with access to all the standard lenders.

### Links

* **Insurance**: There are clear links between clients now having their largest debt and the requirement to consider insurances to protect their income and ensure they can continue to service their home loan as well as motivations to protect and provide for their family.
* **Debt reduction**: Typical home loans take 30 years to pay off – clients work with us to significantly reduce this to allow them to free up cash for later for their other financial goals.

## Taxation

* We assist clients in preparing individual tax returns and non-individual tax returns (i.e. companies, SMSFs, trusts, etc.)
* Clients seek our advice on how to most effectively reduce their tax liability or increase their refund and consult us prior to making decisions which may impact their tax situation (e.g. salary sacrifice, timing of share sales, etc.)

### Links

* **Investments**: Negatively geared investment properties can reduce taxable income vastly or not at all.
* **Family trust**: By holding investments within a family trust, favourable tax situations can be identified if planned for correctly by allowing discretionary distributions to beneficiaries.

## Debt Reduction

* The worst kind of debt is the kind that cannot be deducted for taxation purposes. We work with our clients to vastly reduce the amount of interest they pay over the life of their home loan as well as the time it takes to pay it down.

### Links

* **Home loans**: Refer above
* **Investments/ Lifestyle goals/ Retirement planning**: Debt reduction has links to most aspects of anyone’s financial plan. Eliminating bad debt increases the scope of what you can achieve.

## Insurance

* Regardless of what goals a client may have, there are risks in life which can bring any well-made plan to an immediate halt. Income protection, Life insurance, TPD and critical illness can mitigate some of these life risks. Clients require assistance from us to determine what types of insurances are appropriate for their situation as well as the levels of cover.

### Links

* **Home Loans:**  Refer above
* **Superannuation:** Where a client cannot or does not want to fund their insurance premiums from their after-tax income, there are options to have the premiums paid out of super. This is usually more cost-effective, but more importantly does not tie up their out of pocket cash flow.

## Superannuation

* Clients look for help locating and consolidating super funds into a central fund as well advice on what type of investment mix they should be in. This can be in a pre-defined portfolio (e.g. balanced growth) or as granular as which ASX share they wish to purchase with their super.
* Clients also seek advice on salary sacrificing pre-tax dollars into their super fund to boost their super as well as reduce their taxable income
* Superannuation funds often have group insurance cover (such as Life, TPD, and IP) which can be more affordable but comes at the cost of being less flexible. Clients seek our advice on whether this cover is sufficient, and if not, what steps need to be taken to ensure their cover is adequate.

### Links

* **Insurance**: Refer above
* **SMSF**: Superannuation funds charge a percentage-based fee for administration and investments. Once funds reach a certain balance, it can be more cost effective to “do it yourself” and set up an SMSF.
* **Retirement planning**: Superannuation is a very effective vehicle to boost net wealth prior to retirement. Clients seek our advice on how to use the tax-effective environment to accelerate the growth of their retirement nest egg.

## Investments

* Clients seek our advice on options as to how to invest their money (i.e. shares, property, managed funds, bonds, cash, business, etc.)

### Links

* **Taxation**: Investments generate income and this has a direct impact on tax. Investments can also reduce taxable income where they are negatively geared.
* **Debt reduction:** Refer above
* **Superannuation/ Family trust**: Investments can also be held within superannuation as well as in discretionary trusts
* **Lifestyle goals**: Investments can be a means to an end. We’ve had clients sell investments to buy their dream car.

## Lifestyle goals

* Financials goals can often be a means to an end. Clients have asked for guidance on how to responsibly afford a luxury car, or continue to holiday annually and enjoy their lifestyle whilst growing their wealth.

### Links

* **Debt reduction**: Refer above.
* **Investments**: Refer above.

## Self-managed super fund (SMSF)

* An SMSF is a super fund which allows up to four members. As the name implies, it is managed by the trustees of the SMSF and as such, no administration fees, investment fees, etc. are payable.
* Clients seek advice on whether to set up an SMSF, when to set up an SMSF, how to investment their SMSF funds and assistance in setting up an SMSF.
* We perform the accounting, tax return and audit for clients with SMSFs.

### Links

* **Superannuation**: Refer above.
* **Investments**: Refer above.

## Family Trust

* A family trust is a discretionary trust. The motivations for setting one up include asset protection, flexibility to distribute income and handing wealth down to future generations. Clients seek our expertise in whether to set one up, what investments or assets to place within the trust and preparing the accounting and tax return for trusts.

### Links

* **Investments**: Refer above.
* **Taxation**: Refer above.

## Retirement planning

* Planning for retirement includes analysing whether or not retirement goals can be achieved (and if not, how to put a plan in place to achieve the goals) and utilising the most effective vehicles and strategies to accelerate superannuation growth.
* Clients seek our advice on how to reach their retirement goals utilising the correct strategies and vehicles (superannuation pension, salary sacrifice, etc.) and structuring superannuation correctly to transition to retirement.

### Links

* **Debt reduction**: Refer above.
* **Superannuation**: Refer above.