



In focus.






Capturing all your financial details to get the most from meeting with your Westpac Financial Planner.



We're a bank you can bank on.

Which paths will take you toward your goals?

Your financial requirements and goals will change throughout your life. You will experience changes you have planned for, such as having a family, and maybe some events you may not plan for, such as redundancy.

Life Stage	Your situation	Relevant financial strategies
Starting out 	Finish university, travel, start your career, meet your partner, buy your first home, start planning for the future.	Save for a home deposit, start a superannuation account, create an investment budget, consider borrowing to invest.
Moving forward 	Get married, start a family, save for children's education, promotion, family holiday, pay off the mortgage	Repay your home loan faster, gearing strategies, protect your income and assets, protect your families financial security.
In your prime 	Focus on health and lifestyle, further education, redundancy, self-employment, inheritance, invest in a holiday home or investment property.	Increase your nest egg, make sure you're prepared for retirement, diversify outside of property and invest lump sums wisely.
Changing focus 	Empty nesting, children's university fees, children's weddings, ageing relatives, redundancy, inheritance, overseas holiday, buy a small business.	Plan your retirement, increase the size of your investment portfolio, finance a small business or work part-time.
Taking it easy 	Retire, sell your business, sea-change or treechange, take up a hobby or further education, travel, spoil your grandchildren.	Make your money last, protect your capital, maximise your income and estate plan.

Financial Planning from Westpac.

A partnership with expert planners to ensure you get the best advice for your situation

- A personalised plan that is tailored to your financial situation and goals
- A wide range of investment options
- Access to cutting edge financial strategy illustration software
- Advice that's easy to understand with fees explained clearly and up front
- Option for ongoing advice and support from your financial planner to update your financial strategies and investments.

Preparing for your meeting.

You will get the most out of your meeting with your Westpac planner, if you take some time to prepare for your meeting. We suggest you do the following:

Step 1: Prepare your budget

Preparing a budget helps you get a clear idea of your real expenses and financial position. You can use the budget planner workbook, at the back of this booklet, or go to www.westpac.com.au.

Step 2: Gather relevant information

Bring along any financial information you can get together such as: recent pay slips, tax returns, bank statements, insurance policies, investment statements, details of loans and credit cards, plus annual statements from your super fund.

Step 3: Prepare questions for your planner

Think of the questions that you may want to ask your planner, such as:

1. What is the most tax effective way for me to save?
2. What is the most I can contribute to super, so that it is still tax effective?
3. Should I be saving via super, non-super or paying off the house?
4. How should I invest my savings? What should my asset allocation be?
5. How do I decide between managed investments and direct investments?
6. Which fund managers are best for each type of investment?
7. Is borrowing to invest the right strategy for me?
8. What insurance do I need to protect myself and my family?
9. When should I start seriously planning for retirement income?
10. How much do I need to live comfortably in retirement?

*Source: Good advice for peace of mind, Financial Planning Association, October 2005.

Tools and calculators.

Visit westpac.com.au, where you will find a range of tools and calculators to help you prepare for your meeting with your financial planner.



Budget planner

Assets	You (\$)	Your partner (\$)	Joint (\$)
Principal residence			
Home contents			
Motor vehicle			
Caravan, boat, etc.			
Investments			
Bank accounts			
Shares			
Superannuation			
Managed funds			
Fixed interest term			
Deposits			
Debentures			
Bonds			
Commercial property			
Residential property			
Total assets			
Liabilities (outstanding totals)	You (\$)	Your partner (\$)	Joint (\$)
Mortgage			
Investment (property) loan(s)			
Car loan(s)			
Lease(s)			
Personal loan(s)			
Credit card(s) (total credit limits)			
Store/charge card(s) (total credit limits)			
HECS			
Bank overdraft(s) (with personal liability)			
Business loan(s) (with personal liability)			
Other liabilities (including outstanding tax debt)			
Total liabilities			
Income (per month)	You (\$)	Your partner (\$)	Joint (\$)
Salary (after tax)			
Investment (property) loan(s)			
Rental income			
Social security			
Dividend income			
Other			
Total net income (A)			
Expenses (per month)	You (\$)	Your partner (\$)	Joint (\$)
Accommodation expenses			
Rent			
Strata			
Rates (council, water, etc.)			
Utilities			
Telephone (incl. mobile)			
Gas			
Electricity			
Loan repayments			
Investment (property) loan(s)			

Budget planner

Assets	You (\$)	Your Partner (\$)	Joint (\$)
Accommodation expenses			
Car loan(s)			
Lease(s)			
Personal loan(s)			
Credit card(s) (minimum monthly repayment)			
Store/charge card(s) (minimum monthly repayment)			
HECS			
Bank overdraft(s)			
Insurance premiums			
Home/building & contents			
Car			
Life			
Income protection			
Health			
Other insurances			
General expenses			
Groceries			
Entertainment			
School fees			
Clothes			
Travel			
Other (gifts, pay TV, etc.)			
Car costs			
Petrol			
Registration			
Maintenance			
(B) Total expenses			

Financial snapshot

Use the Budget Planner included above or go online at westpac.com.au, and then fill out the table below to summarise your financial situation:

	You (\$)	Your partner (\$)	Joint (\$)
Total assets			
Total liabilities			
Total income (from A)			
Total expenses (from B)			
Surplus/deficit (Income from A – expenses from B)			
Or identify how much you can set aside each month towards a savings plan			

What I want to achieve

Write down any specific questions you would like to ask your financial planner:

Lifestyle objectives (e.g. regular holidays, dining out, holiday house)	Timeframe
1.	
2.	
Investment objectives (e.g. pay off mortgage, fund kid's education, retire early)	
1.	
2.	
Retirement objectives (e.g. retirement income, travel)	
1.	
2.	
Family protection objectives (e.g. income for family in case of injury or death)	
1.	
2.	
Estate planning objectives (e.g. who will get what from your estate)	
1.	
2.	
Are there any immediate financial goals you can think of? (e.g. new car, renovations, replace white goods)	

Specific questions

Write down anything you especially want to ask your Westpac Planner:
