

A good financial adviser is your best asset

Financial planning is about establishing a long-term strategy to secure your financial future with the lifestyle and living standards you desire. 'Value' often goes beyond dollars and cents. It can be the peace of mind and security that comes with being prepared for the future. Once you've started a relationship with a financial adviser you will quickly see they add value to your circumstances by helping you in a number of ways.

How can a financial adviser help you?

- **Setting goals.** This process helps you to decide where you want to go in life. Financial advisers can assist you to develop your financial goals and prioritise them by envisaging your ideal future and understanding the steps required to turn this vision into reality.
- By knowing your goals and timeframes for achieving them, it is easier to see where to concentrate your efforts. You'll also quickly spot the distractions that would otherwise blow you off course.
- **Getting a financial plan started.** Developing a written plan with a clear emphasis is critical to achieving your financial objectives. Financial advisers can also provide budgeting and debt management advice to help you start creating wealth.
- **Keeping your assets diversified.** A financial adviser is required by law to take your risk tolerance into account as part of your personalised financial plan.

This means that the advice given and any investments recommended as part of that process are suited to your needs and risk tolerance level. It's easy to have a concentrated and undiversified portfolio when you don't seek advice.

- **Being there over the long term.** Going your own way is rarely the best option. Most people don't have the background knowledge to feel confident about making investment decisions that will have a bearing on their financial future. Keeping up to date with all the legislative changes and new investments is also an onerous task.

While investment magazines and subscription services can assist with this, they are often written by journalists and marketing experts who have a general grounding in financial concepts but who are not aware of the fuller strategic picture, simply because they are not trained to be. A financial adviser is trained to take into account all legislative and strategic implications to ensure you receive the best advice possible.

You share a lot of confidential information with your adviser and need to be able to take him or her completely into your confidence, and establish a relationship of trust. Your financial plan is not a once-off set-and-forget arrangement. Just as life has its many twists and turns your financial plan needs to remain flexible and suitable to your needs at any point in time. Your adviser will be there to assist you and guide you on your path to financial independence and ensure your financial plan remains relevant and on track.

Capital Results are dedicated to providing you with information so that you can make the decision that is right for you. We invite you contact us on (02) 9233 4111 or email info@capitalresults.com.au to make an appointment today.

Disclaimer and General Advice Warning

This information was prepared by Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL No 230323. The article contains factual information and general financial product advice only. It has been prepared without taking into account any person's individual investment objectives, financial situation or particular needs. A person should not act on this information without first talking to a financial adviser. This information is given in good faith based on information believed to be accurate and reliable at the time of publication, including the continuance of present laws and Consultum's interpretation of them. Consultum does not undertake to notify recipients of changes in the law or its interpretation.

Consultum gives no warranty of accuracy or reliability, accepts no responsibility for any errors or omissions, including by reason of negligence. Consultum, its officers, employees or agents shall not be liable for any loss or damage whether direct, indirect or consequential arising out of, or in connection with, any use of, or reliance on, the information contained in this flyer.

Lifetime advice

