



IMPORTANT NOTICE

This presentation contains factual information and general advice only, including information about financial products. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether it is appropriate having regard to your personal circumstances before making any financial decisions.

If you are not a TelstraSuper member, we cannot offer, request or invite you to purchase a financial product after this session, without your prior consent. We can, however, provide you with factual information about the benefits and features of the different superannuation products that TelstraSuper has available. If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement before making a decision. Any taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.

If you would like to find out more information about TelstraSuper's products, please contact us by email at contact@telstrasuper.com.au or use the Contact Form on the website to make a request about a specific product, and we will arrange for a Member Contact Centre Consultant to call you to discuss that product. Alternatively, you can call our Member Contact Centre Consultants on 1300 033 166 to ask for further information about our products



THE BUILDING
BLOCKS OF
FINANCIAL FUTURE



HOW TELSTRASUPER CAN ASSIST



SAVING FOR YOUR FIRST HOME



QUESTIONS



PRACTICAL ACTIONS

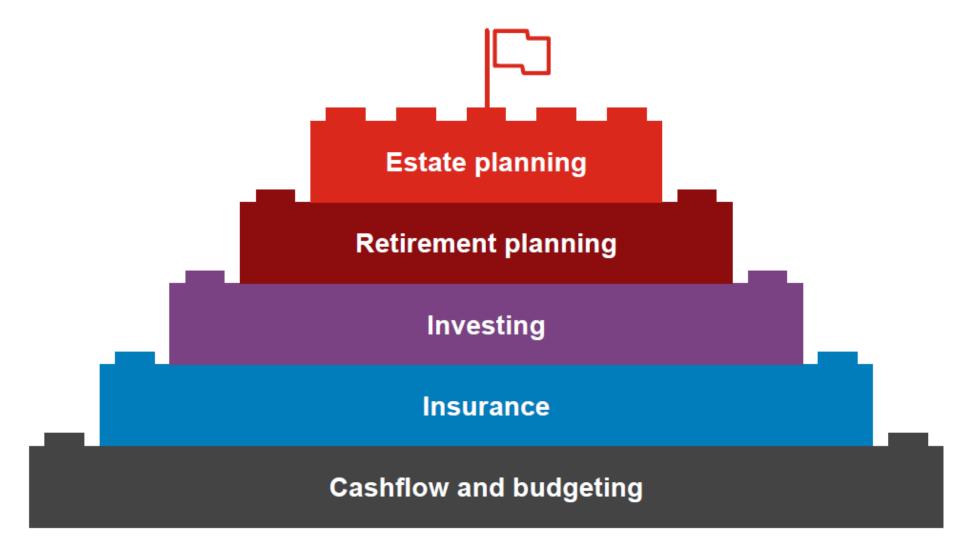


THE BUILDING BLOCKS OF FINANCIAL FUTURE



The building blocks of financial future





Create a budget that works



1. Add up your income



2. Workout your expenses



3. Set up your budget



4. Review your budget

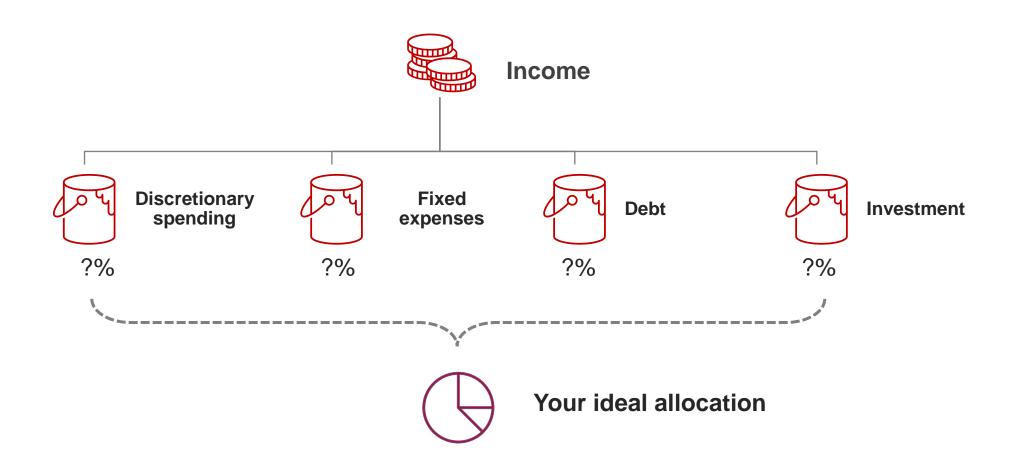
- Your regular pay
- · Any side income
- Investment earnings such as rental income or dividends from shares

- Fixed expenses,
 e.g. home loan
 repayments, utilities,
 transport costs,
 school fees, etc.
- Discretionary expenses, e.g. dining out, entertainment, etc.

- Automate cashflow to reduce your reliance on willpower
- You get a new job or promotion
- You're made redundant
- You get married or divorced
- You buy a house
- You have a baby

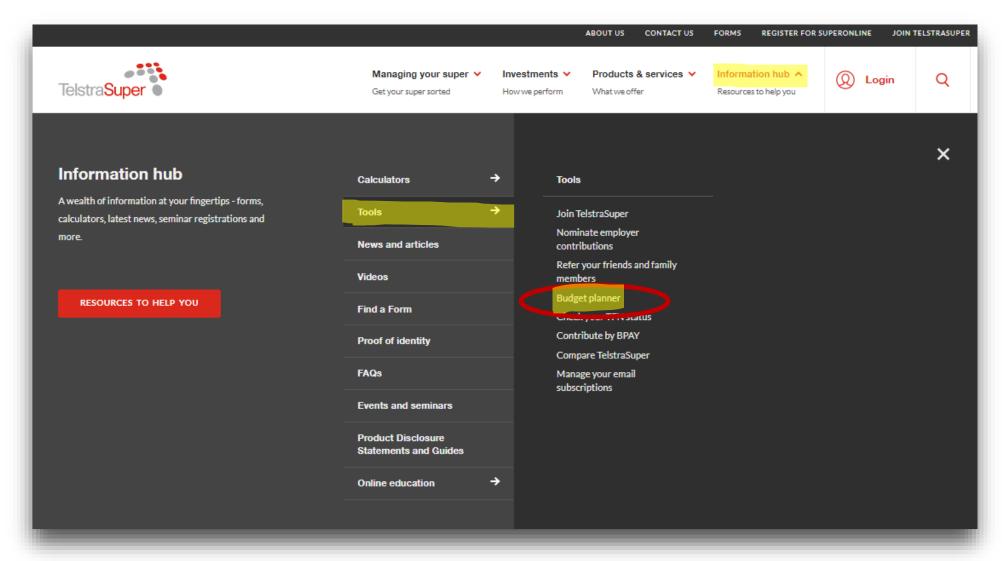
Automate your cashflow – the bucket method





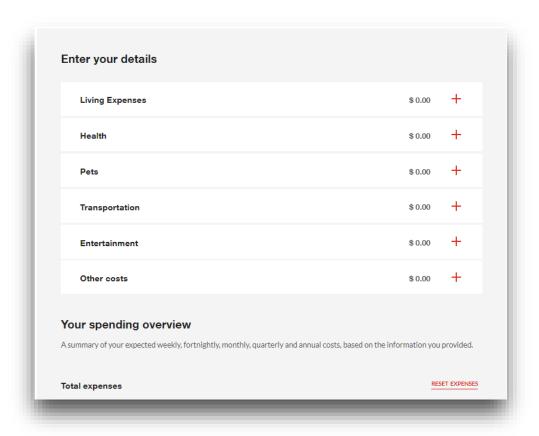
Budget Planner

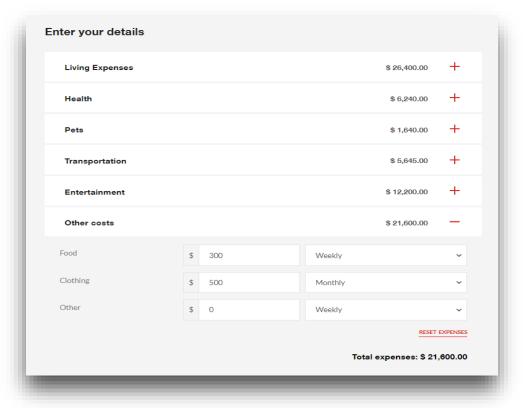




Budget Planner

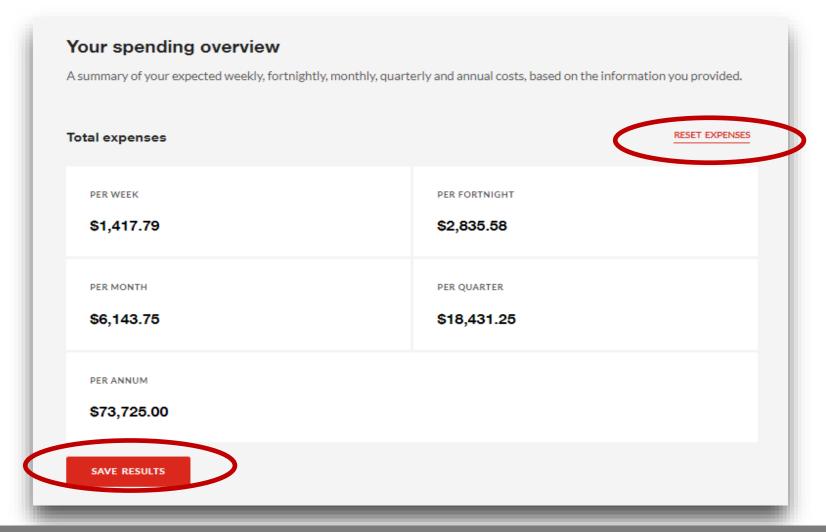






Budget Planner





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Personal insurance











A few words on investing



Save before you invest



Diversification is key



It has a long-term nature

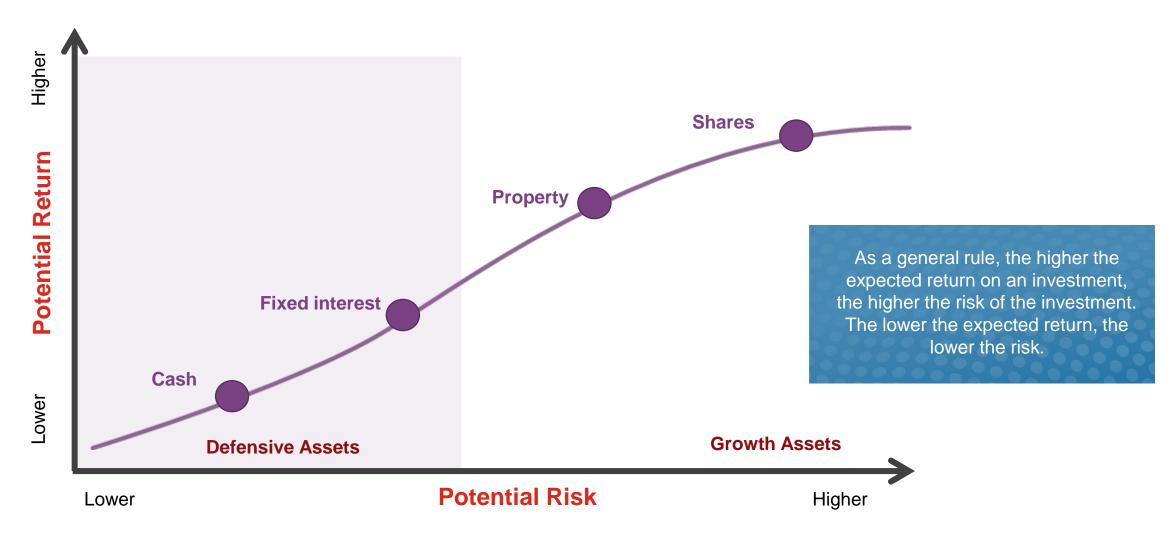


Tax matters



Risk vs return





Estate Planning



Is your Will up to date?

- The right people benefit
- Avoid stress and financial expense for your family
- Choose your executors and trustees
- Appoint a guardian for children under 18
- Ensure beneficiaries receive inheritance at an appropriate time



Enduring Power of Attorney

Allows you to appoint someone to take care of your matters if you become physically or mentally incapacitated.



Testamentary Trusts

Provides a greater level of control over the distribution of assets to beneficiaries. There might also be tax advantages available through testamentary trusts.



Super Beneficiary Nomination

Nominating a beneficiary helps your super fund to determine who should receive your super benefit in the event of your death.

There are three options:

- Binding
- Non-binding
- Reversionary beneficiary





SAVING FOR YOUR FIRST HOME



prior written permission from TelstraSuper.

First Home Super Saver Scheme



The First Home Super Saver Scheme (FHSSS) allows eligible first home buyers to withdraw their voluntary super contributions – along with deemed earnings – to put towards a home deposit.



You can only withdraw contributions under the Scheme once and you can't withdraw the super that your employer is obliged to pay – only the extra voluntary contributions you've made after 1 July 2017.

^{*}For full eligibility refer here: www.ato.gov.au/individuals/super/withdrawing-and-using-your-super/first-home-super-saver-scheme/

First Home Guarantee





Overview

Eligible first home buyers can purchase or build a new home with a deposit of as little as 5 per cent (lenders criteria apply)



A new home, including:

- Newly-constructed dwellings
- Off-the-plan dwellings
- House and land packages
- Land and a separate contract to build a new home.

An existing home, including: A property which is

- An established dwelling
- A new-build dwelling that is purchased under a house and land package, a land and separate contract to build a home or an 'off-the-plan' arrangement that is financed under an Eligible Loan from a participating lender.



Eligibility

- An income test
- A prior property ownership test
- A minimum age test
- a deposit requirement
- An owner-occupier requirement



How to Apply

Directly with one of the Scheme's participating lenders (or their authorised representatives, i.e. a mortgage broker)

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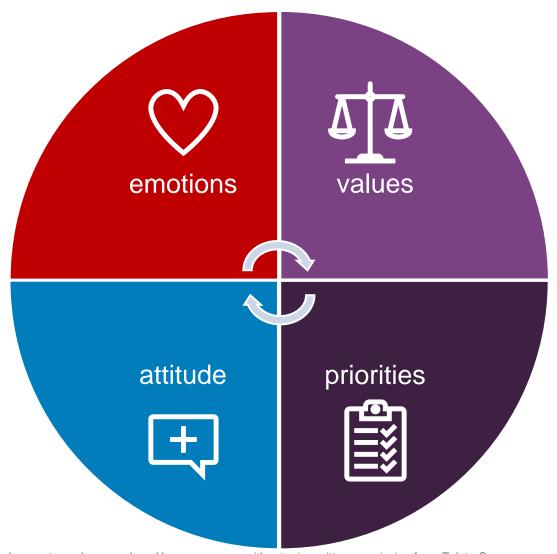


PRACTICAL ACTIONS



Discover your money attitude





Exercise – questions to ask yourself



Who taught you about money?



Was it your family, school, a partner, friends? Or maybe no one?



Was that experience positive and uplifting or not?



Do you have role models for managing money?





What do you spend money on?



What would you never spend money on?



How have your early experiences with money influenced how you feel now?



When it comes to money, what are you in control of?

Setting your financial goals

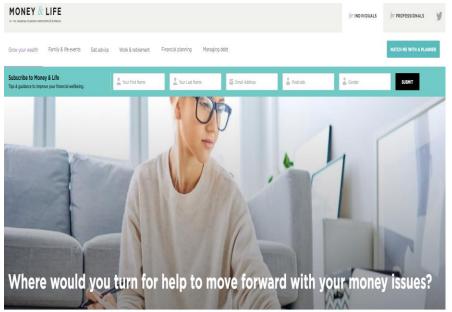


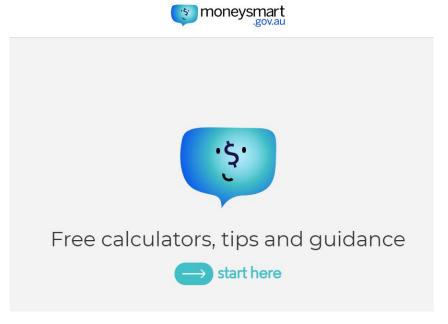


Leverage useful resources









Useful websites:

ASFA Retirement Standard <u>www.superannuation.asn.au/resources/retirement-standard</u>
Money and life | Individual <u>www.moneyandlife.com.au</u>
MoneySmart <u>www.moneysmart.gov.au</u>



HOW TELSTRASUPER CAN ASSIST

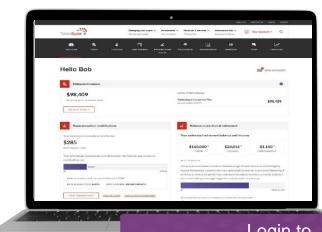


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Keeping in touch with your super



- Update your email address and personal details
- Check your account balance
- Review your insurance cover
- View your nominated beneficiaries and make a non-binding nomination
- Review your investment options and investment returns
- Keep track of pre-tax contributions against the concessional contributions cap
- Review benefit statements
- View latest contributions and transactions



Login to SuperOnline at telstrasuper.com.au



Retirement projector





Any advice contained in this Retirement Projector is of a general nature only and does not take into account the personal needs and circumstances of any particular individual. Prior to acting on any information contained in this projector, you need to take into account your own financial circumstances, consider the product disclosure statement for any product you are considering and seek professional advice from a Financial adviser.

Four advice services to empower you





SUPER sorter

Simple phone advice and info to max your super.



STEP it up

Want to take that next step with your super or finances? We'll find you a simple solution.



BIG picture it

Let's check out your whole financial situation and make a plan.



STAY on track

Ongoing expert coaching on super and wealth.
We'll nudge and encourage you, keeping you on track as life changes.

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Invite a friend. We'll do the rest.

telstrasuper.com.au/refer



Competitive fees



Profits back to you



Strong long-term performance



Simple advice on you super



When we win, you win!



Responsible investors



Happy to answer your questions.



1300 033 166

8:30am - 5:30pm (Melbourne time) Monday to Friday



talkingsense@telstrasuper.com.au



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As a leading profit-to-member fund, TelstraSuper is committed to helping our members build a financially secure future.

As a current TelstraSuper member, you are able to refer friends and family members to join TelstraSuper.