

TODAY'S TOPIC

Developing a money management plan

Thank you for joining us.
We will commence shortly



Rated an ESG Leader for 2023 by Rainmaker



“TelstraSuper acknowledges the
Traditional Custodians of the lands
throughout Australia.
We pay respect to Elders past and
present.”

Acknowledgement of Country

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. Please also consider our financial services guide which is available at www.telstrasuper.com.au

If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement and target market determination before making a decision, which are available on our website at www.telstrasuper.com.au

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

Please refer to [Awards | TelstraSuper](#) to see further information on our awards from both third-party rating agencies and industry peers that recognise TelstraSuper's achievements in each of the nominated areas.

Today's agenda



Cost of living pressures



Money management plan



Saving strategies



Benefits of financial assistance



How TelstraSuper can assist



Questions



COST OF LIVING PRESSURES



Cost of living - Cash rate

Cash rate is the interest rate that banks pay to borrow funds from other banks in the money market overnight. It influences all other interest rates, including mortgage and deposit rates.



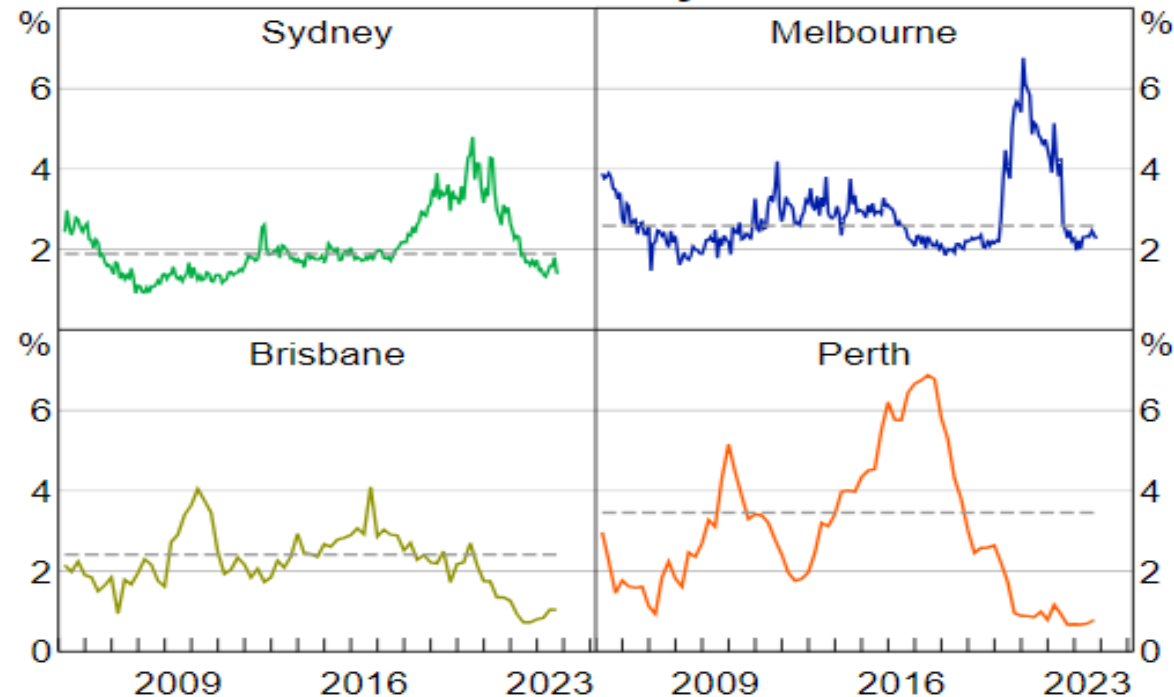
Source: RBA

Source: [Cash Rate Target | RBA](#)

Cost of living - Rental market

The rental market remains tight and the ongoing weakness in dwelling investment suggests this is unlikely to ease in the near future.

Rental Vacancy Rates*



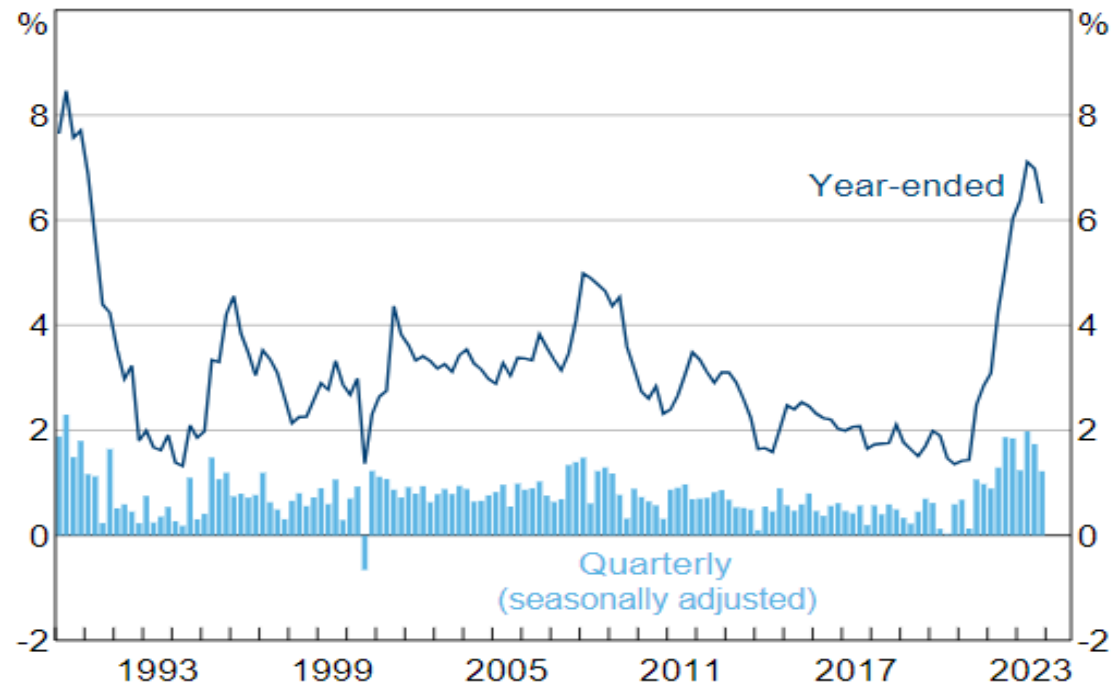
* Data is monthly for Sydney and Melbourne, and quarterly for Brisbane and Perth; dashed lines represent historical (2005–2019) averages.

Sources: RBA; REIA; REINSW; REIV.

Cost of living

Inflation remains above its historical average in dining out and take away, insurance and financial, telecommunications and a range of other household services

Market Services Inflation*



* Excludes domestic holiday travel & accommodation and telecommunications; adjusted for the tax changes of 1999–2000.

Sources: ABS; RBA.



MONEY MANAGEMENT PLAN



Money behaviours

6 Financial personality types – which one are you?

Anxious Investor

Risk seeker who trades frequently and believes they have the edge.

Hoarder

Money represents security. Risk averse and may stockpile cash.

Social Value Spender

shopping = happiness

Cash Splasher

Tends to spend money visibly.

Fitbit Financier

Checks bank balance and spending 2-3 times a day.

Ostrich

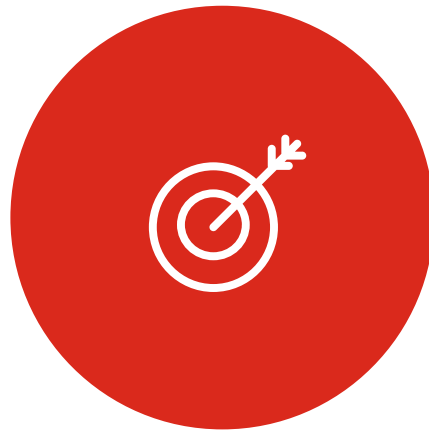
Rather have their head in the sand than organise their finances.

Cash flow management tips

It is important to consider your financial situation and cash flow.
Understanding your cash flow can help you to:



Have more control over your money



Keep you focused on achieving your goals



Help pay off debts

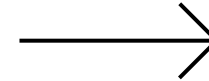
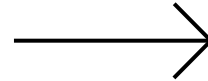
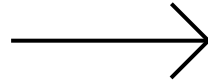


Identify negative spending habits



Understand if you still have the capacity to save

Creating a budget that works



Calculate your income

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

Work out your expenses

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

Set up your budget

Automate cashflow
to reduce your reliance
on willpower

Review your budget

- You get a new job or promotion
- You're made redundant
- You get married or divorced
- You buy a house
- You have a baby

TelstraSuper Budget Planner



The screenshot shows the TelstraSuper website interface. At the top left is the TelstraSuper logo. To the right are search, login, and join buttons. A navigation bar contains five categories: Superannuation, Retirement, Investments, Insurance & Advice, and Tools & Resources (highlighted with a red circle). Below this, a 'Tools & Resources' dropdown menu is open, showing a list of options. 'Tools' is highlighted with a red circle, and within it, 'Budget planner' is also highlighted with a red circle. Other options include 'Calculators', 'News and articles', 'Our events, webinars and seminars', 'Education hub', 'FAQs', 'Online education', and 'Product Disclosure Statements and Guides'. A red button labeled 'RESOURCES TO HELP YOU' is visible on the left side of the dropdown.

Source: www.telstrasuper.com.au

TelstraSuper Budget Planner



Your personal budget planner

Need help managing your money? Creating a budget is a great way to keep track of what you're spending and see where you may be able to save a little extra. To find out how much you may need to cover your weekly, fortnightly, monthly, quarterly or annual costs, simply fill out the form below.

Enter your details

Living Expenses	\$0.00	▼
Health	\$0.00	▼
Pets	\$0.00	▼
Transportation	\$0.00	▼
Entertainment	\$0.00	▼
Other costs	\$0.00	▼

Your spending overview

A summary of your expected weekly, fortnightly, monthly, quarterly and annual costs, based on the information you provided.

Total expenses

[RESET EXPENSES](#)

PER WEEK	PER FORTNIGHT
\$0.00	\$0.00
PER MONTH	PER QUARTER
\$0.00	\$0.00
PER ANNUM	
\$0.00	

SAVE RESULTS

Pitfalls of doing your own plan

- Not making the time to complete the plan
- No accountability in actioning the plan
- No coaching and support in achieving a plan
- Being too ambitious, unrealistic expectations when creating the plan
- It can be difficult to make unbiased decisions



SAVING STRATEGIES



SAVING STRATEGIES

Saving tips

- ✓ Have a clear goal
- ✓ Understand the difference between a need and a want
- ✓ Look at ways to reduce spending; for example review subscriptions
- ✓ Value for money – think before you spend, no impulse purchases
- ✓ Round up daily transactions using an app that then saves these small amounts of money



Making your money work harder

- ✔ Pay off highest interest and debt first
- ✔ Review expenses and compare better options for better rates including utility, insurance and loans rates
- ✔ Look at options for saving for education for children. *Example: Bank account versus shares versus education investment*



Making your money work harder



Look at options for re-payments on your mortgage and the impact this has, for example changing the frequently of repayments or adding an additional amount

Example: \$500,000 loan, Interest rate of 5.13% Monthly fees \$10

Description	Total repayment	Years
Monthly	\$984,217.00	30 years
Fortnightly	\$893,110.00	25 years 2 months
Monthly additional \$400 p/month	\$846,853.00	22 years 7 months

Monthly repayments \$2,734 per month; Fortnightly repayments \$1,367 per fortnight; Additional \$400 per month repayments \$3,134 per month. Interest rates do not change for the life of the loan. Interest is calculated by compounding on the same frequency as the repayment selected, i.e. weekly, fortnightly, monthly quarterly or annually. It does not take into account up-front costs such as loan establishment fees.

Source: [Home - Moneysmart.gov.au](https://www.moneysmart.gov.au)

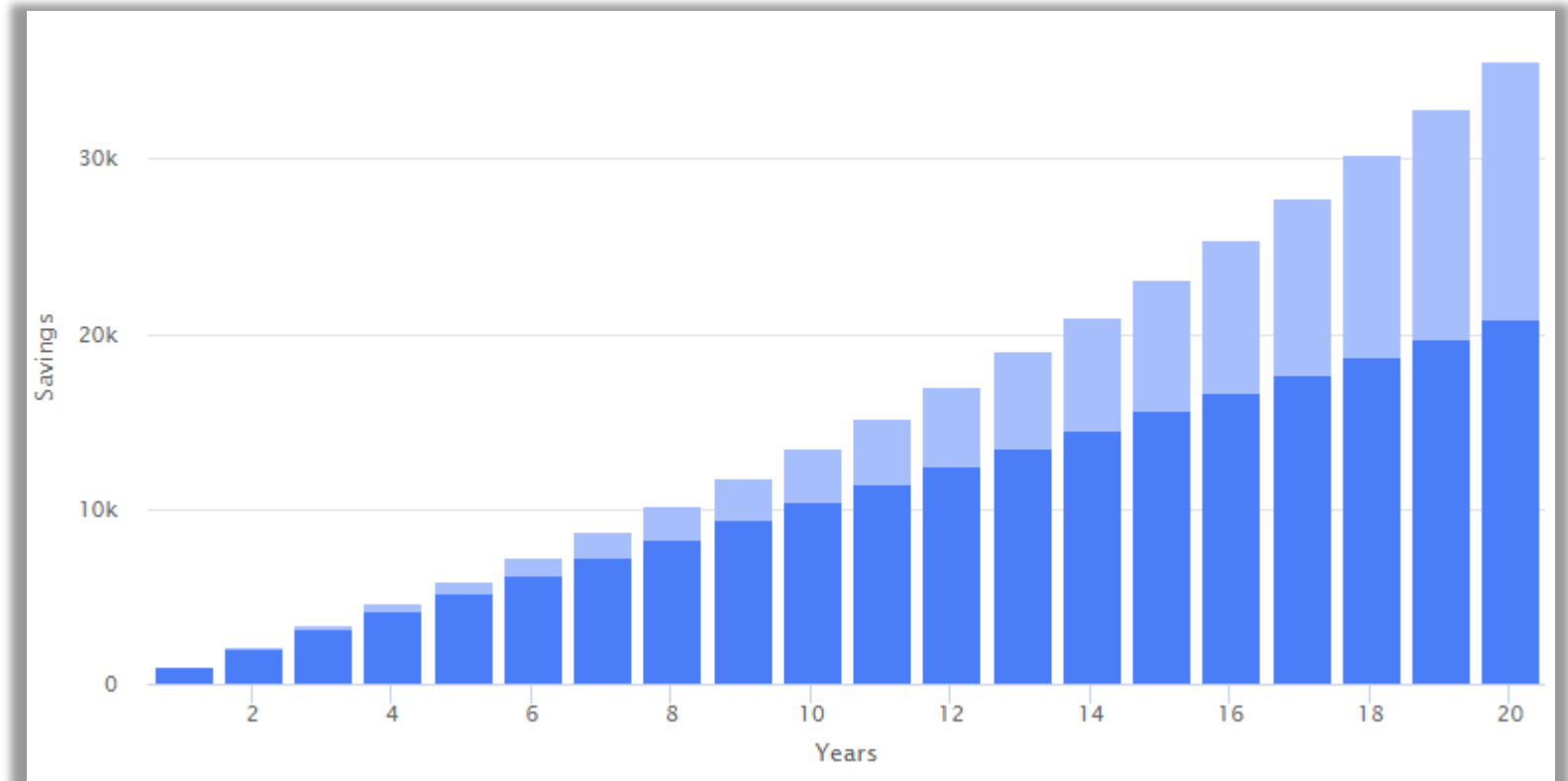
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Making your money work harder

Look at other options for your weekly lotto. Place this into a bank account and see it grow.

Example:

- \$20 per week for 20 years
- Total deposit \$20,800
- Total interest \$14,823



Initial deposit is \$0, \$20 deposited weekly, compounding is monthly, interest rate is 5.00%. Initial deposit assumes the deposit is made today.

Source: [Compound interest calculator - Moneysmart.gov.au](https://moneysmart.gov.au/calculator/compound-interest)

Don't forget these perks



Staff discounts and benefits

Your employer may offer

- Discounted e-gift card for Coles and/or Woolworths
- Discounts on recommended retail prices of products and services
- Savings on a wide range of financial services and products like home loans, credit cards and tailored financial advice
- Savings on Microsoft products, reduced theme park tickets and cheaper admission to the movies and theatre productions



Other savings

- Discount fuel vouchers on shopping receipts
- Collecting Loyalty points and redeeming for services and products
- Shopa Docket can provide local deals, coupons and offers
- Discounts through health fund, RACV, NRMA

Source: [Home -Shopa Docket](#)



BENEFITS OF FINANCIAL ASSISTANCE



The Step it up team can help



Sophie McRae
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Kathleen Lehmann
Telstra Super Financial Planning
Pty Ltd, AFSL 218705



Huy Tran
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- Manage fear of budgets
- Identify your spending habits i.e. your personal circumstances
- Mediation between partners on how to manage money
- Provide alternative investment options
- Provide coaching
- Provide accountability
- Provide an action plan

To arrange an appointment with a TelstraSuper Financial Planning Financial Adviser email education@telstrasuper.com.au

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HOW TELSTRASUPER CAN ASSIST



Four financial advice services to empower you



SUPER *sorter*

Simple phone advice and info designed to help you maximise your super.

No additional cost to members

Included in membership



STEP *it up*

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

Low cost Options

\$500 - \$900 per topic per person (+GST if applicable)



BIG *picture it*

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

One off fee for service

\$1000 - \$3000 (+GST if applicable)



STAY *on track*

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

Annual fee for service

\$1750[^] pa or \$2300[^] pa depending on advice (+GST if applicable)

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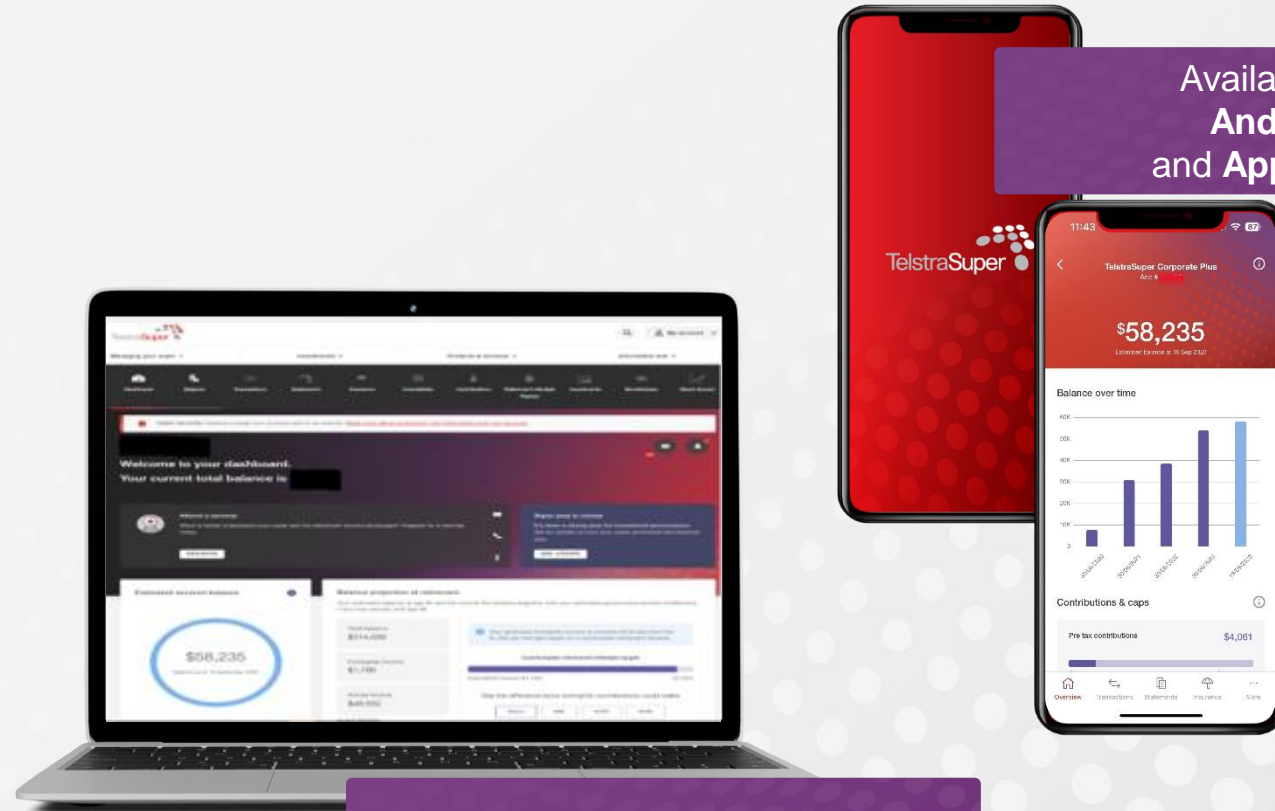
[^]The ongoing advice service provides our clients with a review of the advice previously provided by us within the last 12 months, however if additional advice is required outside of this scope, due to changes in client's circumstances, additional costs may apply. Further information about costs are included in the client agreement

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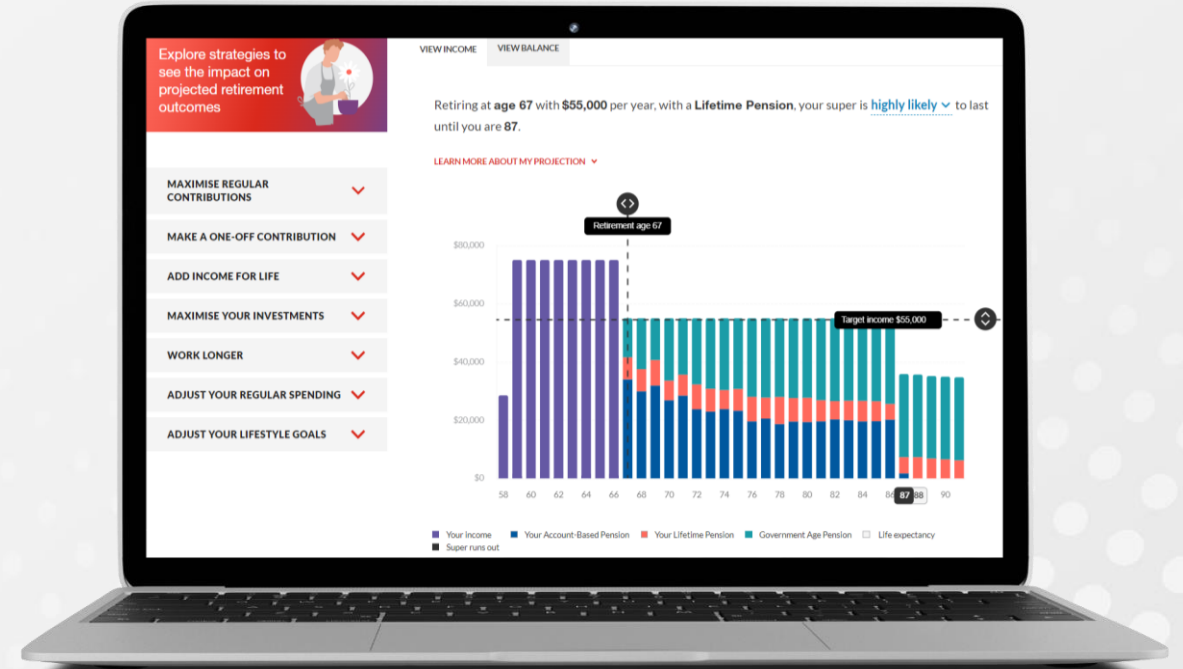
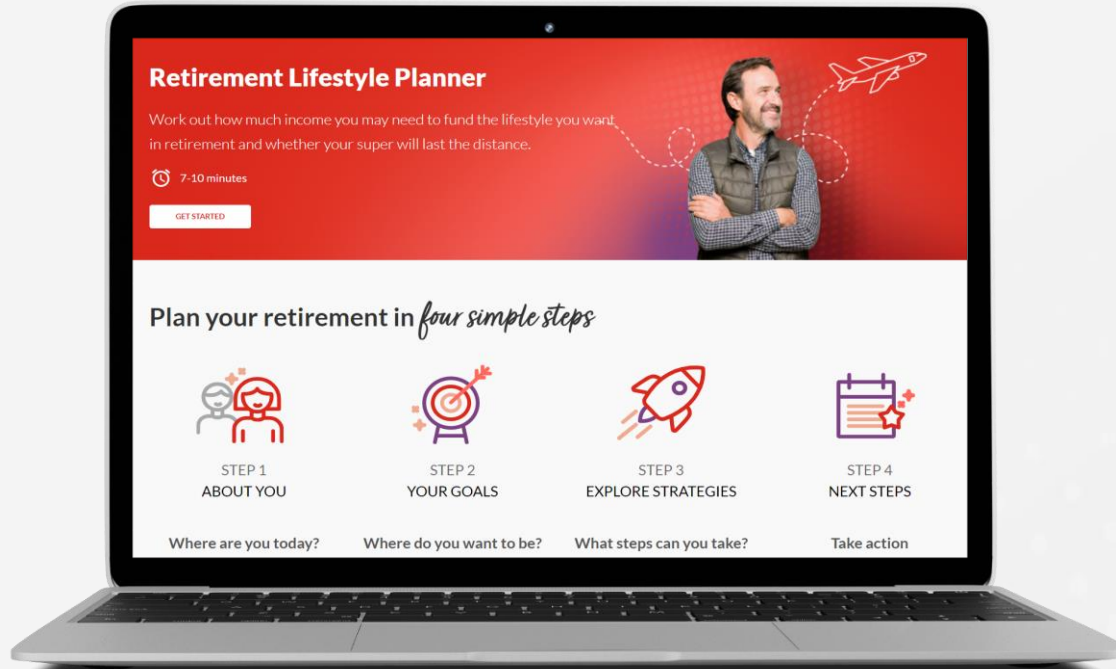
HOW TELSTRASUPER CAN ASSIST

Keeping in touch with your super

- ✓ Update your personal details
- ✓ Provide your personal email address
- ✓ 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 contribution caps
- ✓ Review benefit statements
- ✓ View latest contributions and transactions



Retirement lifestyle planner



- You can set your goals and where you want to be at retirement helping you to determine how much income you may need to support your retirement lifestyle
- Allows you to assess the impact that different scenarios could have on your goals/retirement outcomes such as planned career breaks/time off to raise children, making lump sum withdrawals and making additional contributions
- See how much Government Age Pension you may qualify for and include other investments, assets and income that you may have

The information you provide in the calculator will be used by TelstraSuper Pty Ltd to provide you with an illustrative income projection. However, it may not take into account all of your relevant personal needs and circumstances and it is not intended to replace financial advice. A financial planner can assess your financial needs more broadly, can help you optimise your financial position and can provide you with specific financial product advice. We recommend that, prior to acting on any information contained in this calculator, you consider the relevant Product Disclosure Statement and Target Market Determination.

Access the calculators [Calculators](#) | [TelstraSuper](#)

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Get financially fit with a financial health check

Expert advisers from TelstraSuper Financial Planning can help you by reviewing your financial objectives and creating a plan to help support you in achieving your financial goals.

It all starts with a small step of talking to a financial adviser from TelstraSuper Financial Planning, who can address one or all of the following topics and more:



Preparing for retirement



Buying your first house



Saving goals



Investing



Protecting your family



Managing debt



Expert advisers from TelstraSuper Financial Planning are ready to assist with complementary 30-minute financial health checks through pre-arranged telephone meetings.

To request a financial health check email education@telstrasuper.com.au

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THANKS FOR YOUR TIME



We're happy to answer your questions



1300 033 166

8:30am - 6:00pm (Melbourne time) Monday to Friday



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education@telstrasuper.com.au



[Telstrasuper.com.au](https://telstrasuper.com.au)



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