

TODAY'S TOPIC

Making your salary work harder for you

Thank you for joining us.
We will commence shortly



Meet the speakers



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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



**MASTERING YOUR
MONEY MINDSET**



BUDGET PLANNER



**BUDGETING AND
CASHFLOW CASE
STUDIES**



**HOW
TELSTRASUPER
CAN ASSIST**



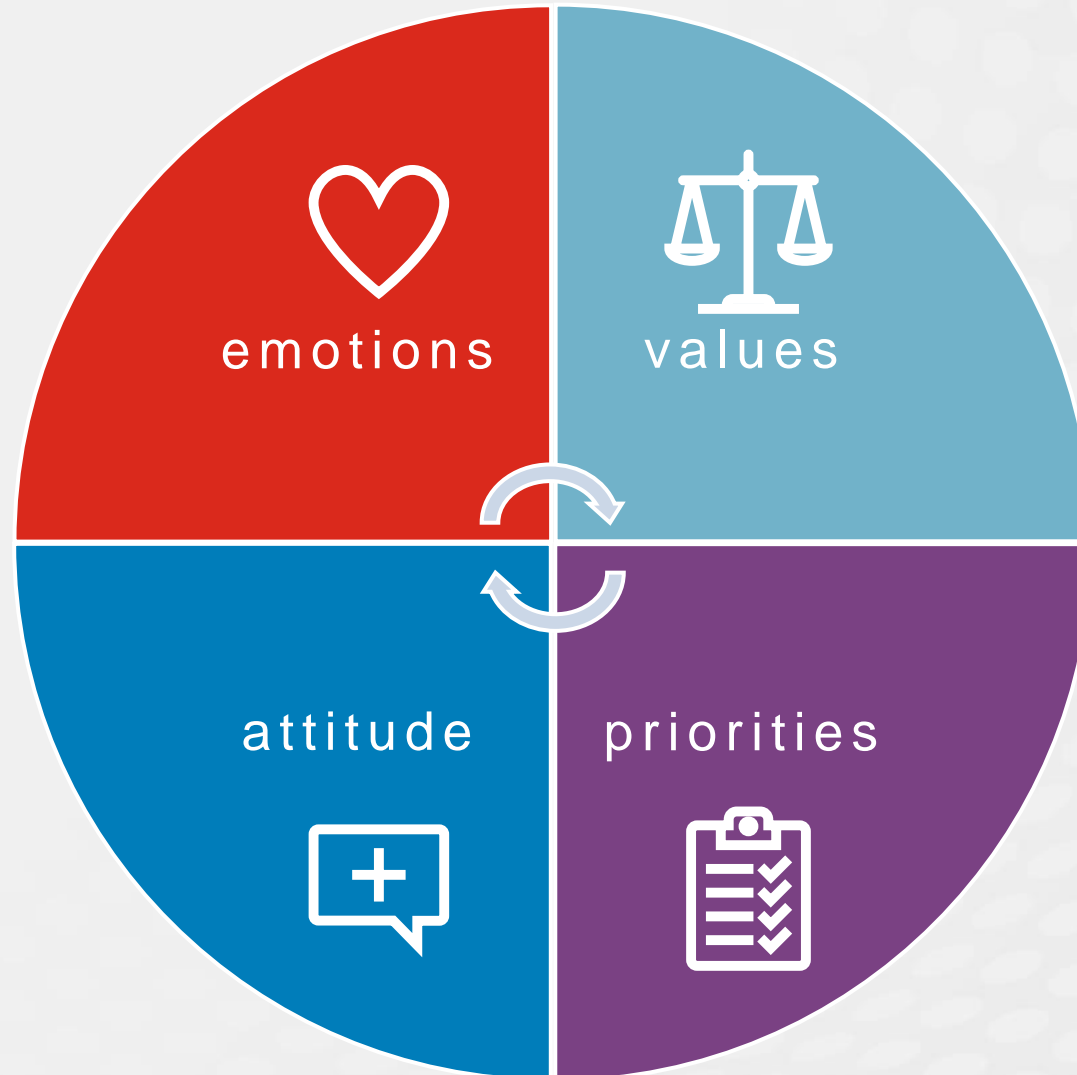
QUESTIONS



**MASTERING YOUR
MONEY MINDSET**



Discover your money attitude



Exercise – questions to ask yourself

Who taught you about money?



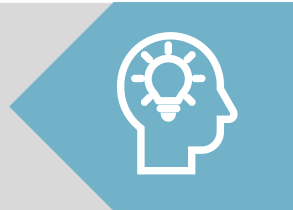
What do you spend money on?

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



What would you never spend money on?

Was that experience positive and uplifting or not?



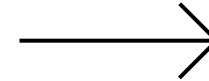
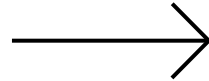
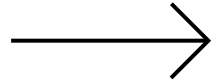
How have your early experiences with money influenced how you feel now?

Do you have role models for managing money?



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

Creating a budget that works



Add up 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



**BUDGET
PLANNER**



Don't forget these perks



Staff discounts and benefits

Your employer may offer

- 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



New \$250 Power Saving Bonus program for all Victorian households

From 1 July 2022, you can access the new \$250 program by visiting the Victorian Energy Compare website at <https://compare.energy.vic.gov.au/> and apply.

Budget Planner



The screenshot shows the TelstraSuper website's navigation menu. The 'Information hub' menu is open, displaying various options. The 'Tools' option is highlighted in green, and the 'Budget planner' option is circled in red. The 'Information hub' menu also includes 'Calculators', 'News and articles', 'Videos', 'Find a Form', 'Proof of identity', 'FAQs', 'Events and seminars', and 'Product Disclosure Statements and Guides'. The 'Tools' menu includes 'Join TelstraSuper', 'Nominate employer contributions', 'Refer your friends and family members', 'Budget planner', 'Check your super status', 'Contribute by BPAY', 'Compare TelstraSuper', and 'Manage your email subscriptions'. A red button labeled 'RESOURCES TO HELP YOU' is visible in the bottom left of the menu area.

Enter your details



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](#)

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.

Living expenses



Enter your details

Living Expenses		\$ 26,400.00	—
Rent / mortgage	\$ 300	Weekly	▼
Rates	\$ 500	Quarterly	▼
Insurance - home & contents	\$ 120	Monthly	▼
Gas	\$ 100	Monthly	▼
Electricity	\$ 100	Monthly	▼
Water	\$ 400	Quarterly	▼
Phone	\$ 200	Monthly	▼
Internet	\$ 80	Monthly	▼

[RESET EXPENSES](#)

Total expenses: \$ 26,400.00

Health expenses



Enter your details

Living Expenses	\$ 26,400.00	+
Health	\$ 6,240.00	-

Insurance	\$ 400	Monthly
Prescriptions	\$ 0	Weekly
Gym / sporting clubs	\$ 40	Monthly
Dentist	\$ 0	Weekly
Therapy, physio, chiro, etc	\$ 80	Monthly

[RESET EXPENSES](#)

Total expenses: \$ 6,240.00

Pet expenses

Enter your details

Living Expenses	\$ 26,400.00	+
Health	\$ 6,240.00	+
Pets	\$ 1,640.00	-

Food	\$ 30	Weekly	▼
Insurance	\$ 0	Weekly	▼
Vet and registration	\$ 80	Annually	▼

[RESET EXPENSES](#)

Total expenses: \$ 1,640.00

Transportation expenses

Enter your details

Living Expenses	\$ 26,400.00	+
Health	\$ 6,240.00	+
Pets	\$ 1,640.00	+
Transportation	\$ 5,645.00	-

Car loan	\$ 0	Weekly
Car insurance	\$ 100	Monthly
Car maintenance	\$ 100	Monthly
Petrol	\$ 200	Monthly
Public transport	\$ 0	Weekly
License and Registration	\$ 845	Annually

[RESET EXPENSES](#)

Total expenses: \$ 5,645.00

Entertainment expenses

Enter your details

Living Expenses	\$ 26,400.00	+
Health	\$ 6,240.00	+
Pets	\$ 1,640.00	+
Transportation	\$ 5,645.00	+
Entertainment	\$ 12,200.00	-

Wining and dining	\$ 100	Weekly
Movies, plays etc	\$ 0	Weekly
Weekends away, day trips	\$ 5000	Annually
Hobbies	\$ 0	Weekly
Christmas, birthdays, etc	\$ 2000	Annually

[RESET EXPENSES](#)**Total expenses: \$ 12,200.00**

Other expenses



Enter your details

Living Expenses	\$ 26,400.00	+
Health	\$ 6,240.00	+
Pets	\$ 1,640.00	+
Transportation	\$ 5,645.00	+
Entertainment	\$ 12,200.00	+
Other costs	\$ 21,600.00	-

Food	\$ 300	Weekly
Clothing	\$ 500	Monthly
Other	\$ 0	Weekly

[RESET EXPENSES](#)

Total expenses: \$ 21,600.00

Your spending overview

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
\$1,417.79	\$2,835.58
PER MONTH	PER QUARTER
\$6,143.75	\$18,431.25
PER ANNUM	
\$73,725.00	

[SAVE RESULTS](#)

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BUDGETING AND CASHFLOW CASE STUDIES



Member situation

- Nadine is aged 45, she is currently renting and working full time with a current income of \$82,000 p.a. She is separated from her spouse and raising two children mostly alone.
- Nadine has \$42,000 of debt which she has recently rolled into a personal loan.
- Nadine originally called to discuss accessing her super early to gain excess funds, however as super is designed for your retirement, we walked her through other options to see if there was an alternative which would allow her to retire comfortably, especially given she is single.
- During our initial meeting, we established that Nadine's debt grows from year to year. She has cancelled her credit cards and rolled everything into one personal loan as she doesn't want her debt to grow further.
- It is her primary goal to give her children a good life, which includes an annual holiday staying in an air B&B at the beach, Christmas and Birthday presents, extra-curricular activities like dance and martial arts and the usual school considerations such as laptops, uniforms etc.



Outcome

- During our appointment, we worked through Nadine's budget together, discussing areas she could cut back on which won't impact the children's lifestyle, as well as what else was important for her to spend her money on.
- We considered any anticipated large expenses for the year and what could be postponed to next year, how the children could handle their own money and decide themselves what to spend it on, which would relieve the pressure of them asking Nadine for things outside her budget. We also discussed how we could streamline her expenses and make it easier for her to stay within her budget and limit extra spending.
- By walking through this process, we were able to:
 - Begin a savings plan allowing for a \$2,000 holiday yearly and \$500 per annum in presents for the children;
 - Plan to comfortably pay off debt in five years with the minimum payment to her loan; and
 - Put a stretch goal for additional payments to the personal loan, which has a variable interest rate so additional payments to the principle are allowed.
- We touched base with Nadine after three months and she was on track, with savings of \$620 so far (\$48 per week).



CASE STUDY 2

Member situation



- Steve and Nola do not have a lot in super and would like to retire in five years.
- They are 62 and 56 respectively, Steve has \$110k in super and Nola has \$190k. They own their own home and have no debt.
- During our appointment, we worked through their budget and worked with them to trim down their expenses a little so that their expenditure was reduced to \$825 per week.
- We reviewed their goals, which were to limit their expenses over the next 5 years and keep an emergency fund of \$5k cash in the bank, but still enjoy life with such things as a glass of whiskey at the end of the day and going out to dinner with friends.
- Their goals for retirement, included:
 - Travel to the USA once, inclusive of Vegas with an estimated cost of \$10k;
 - Downsizing their home to a smaller residence in regional Victoria, which may allow a profit of \$100 - \$150k; and
 - Calculating their retirement budget of \$40,000 so we knew how much was needed in their superannuation to help them achieve that.

Outcome



- In order to help them achieve a successful retirement, we:
 - Worked through their expenses to ascertain surplus cashflow
 - Assisted Nola with commencing salary sacrifice contributions from her income given she is in the higher tax bracket
 - Invested their superannuation in line with their tolerances

- I spoke to Steve and Nola after 3 months and they had been able to add an additional \$1,300 to Nola's super at that point. After 12 months, there was an additional \$5,000 in her super with a tax saving of \$850.

- With their continued dedication to sticking to their budget, they were able to retire with more than initially anticipated five years later.

Financial advice services to empower you

Personal financial advice on one or a few topics



STEP
it up

If you're wanting to maximise one or a few areas of your super or finances and need some extra assistance, an Adviser can provide you with personal advice by phone or video.

The first meeting with your Adviser is complimentary and will give you the opportunity to decide if you'd like to proceed. The cost of preparing your financial advice will be clear and, if you proceed, you'll receive advice that is tailored to your unique situation.

Receive advice on a single topic or a few topics

- Income stream set up
- Transitioning to retirement
- Investment review
- Complex super contributions
- Compare my super
- Your saving goals (budgeting and cashflow)
- Debt vs super
- Non-super investments.

The one-off advice fee ranges from \$450 to \$1,000 per topic, per person (plus GST where applicable), depending on the scope and complexity of the advice. The actual fees will be advised to you in the initial meeting.



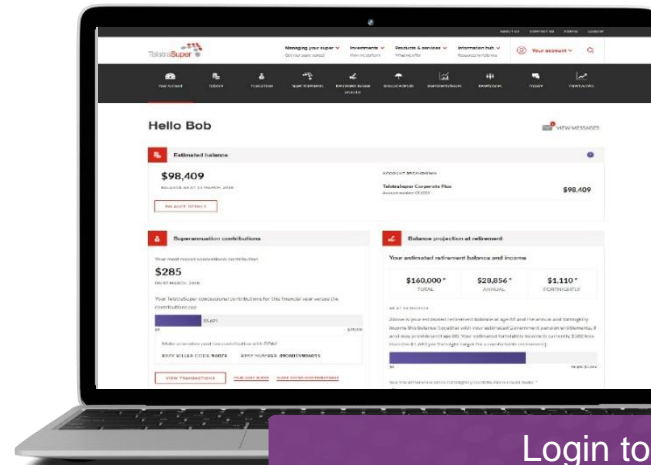
HOW TELSTRASUPER CAN ASSIST



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



HOW TELSTRASUPER CAN ASSIST

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.

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Four financial 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.



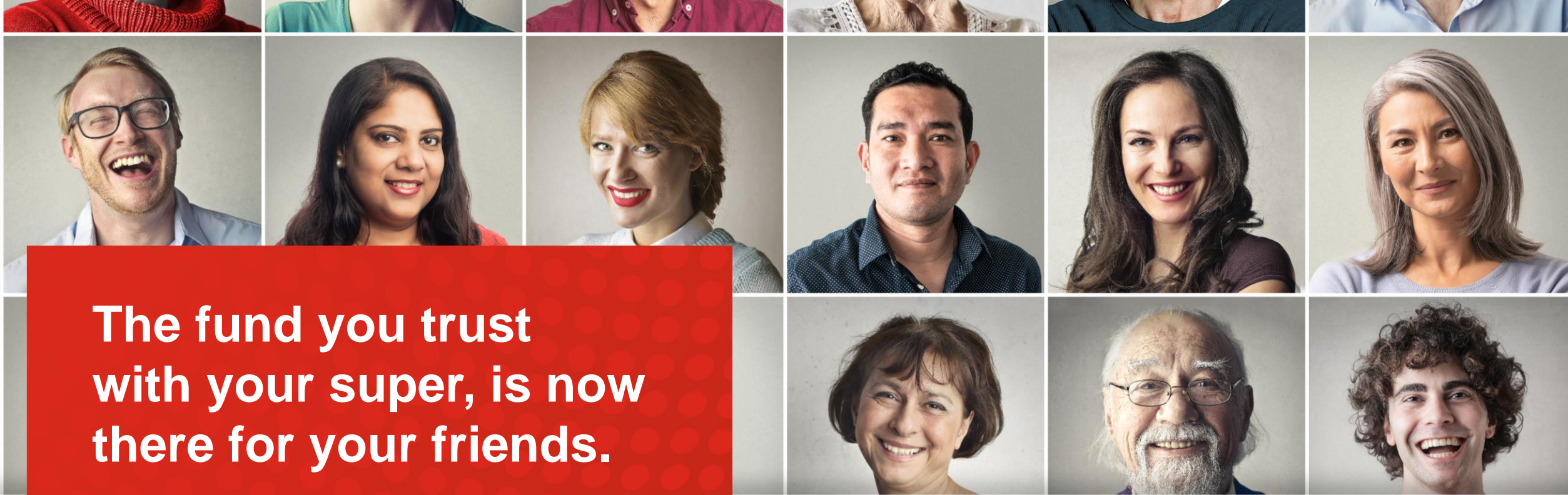
BIG *picture it*

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.



The fund you trust with your super, is now there for your friends.

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



telstrasuper.com.au



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

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