

TODAY'S TOPIC

# Mastering your money mindset

Thank you for joining us.  
We will commence shortly.



## **IMPORTANT NOTICE**

This presentation contains factual information and general advice only. 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 considering acquiring a financial product you should obtain the relevant product disclosure statement before making any decision.

The taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.



**THE MONEY MINDSET  
FRAMEWORK**



**HOW TELSTRASUPER  
CAN ASSIST**



**COMMON TRAPS**



**QUESTIONS**



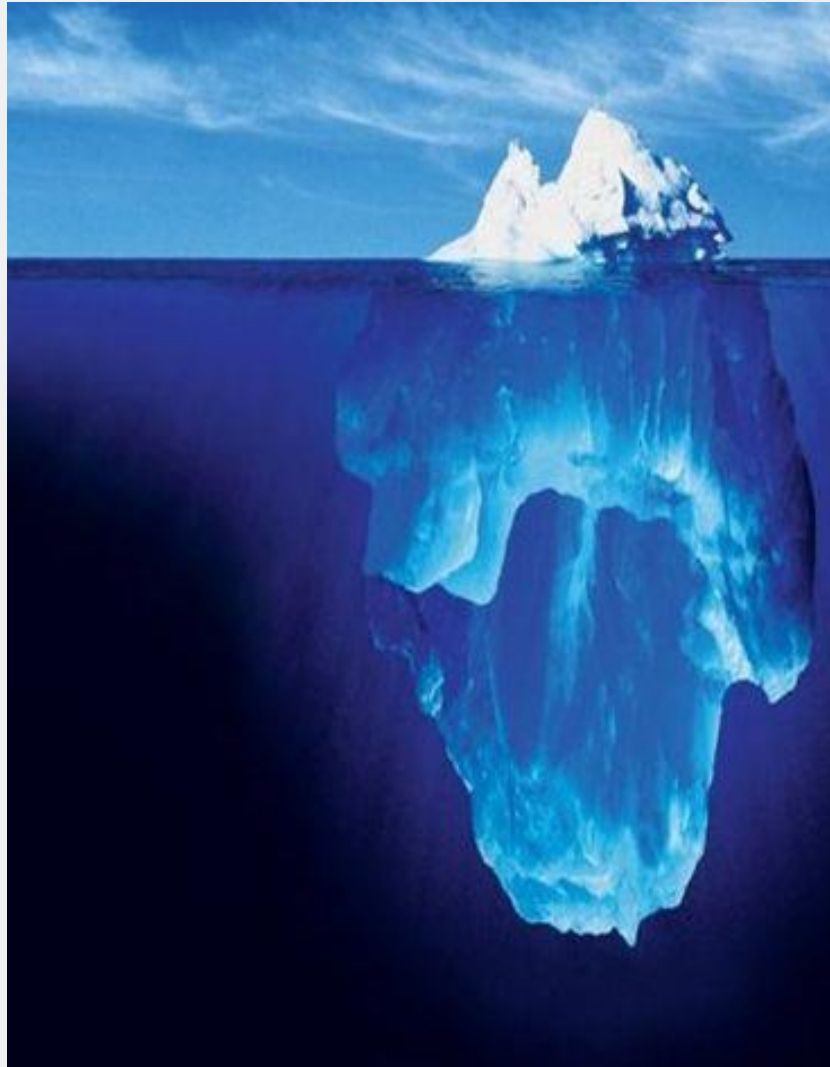
**WHERE TO FROM  
HERE**



# THE MONEY MINDSET FRAMEWORK



# The money mindset framework



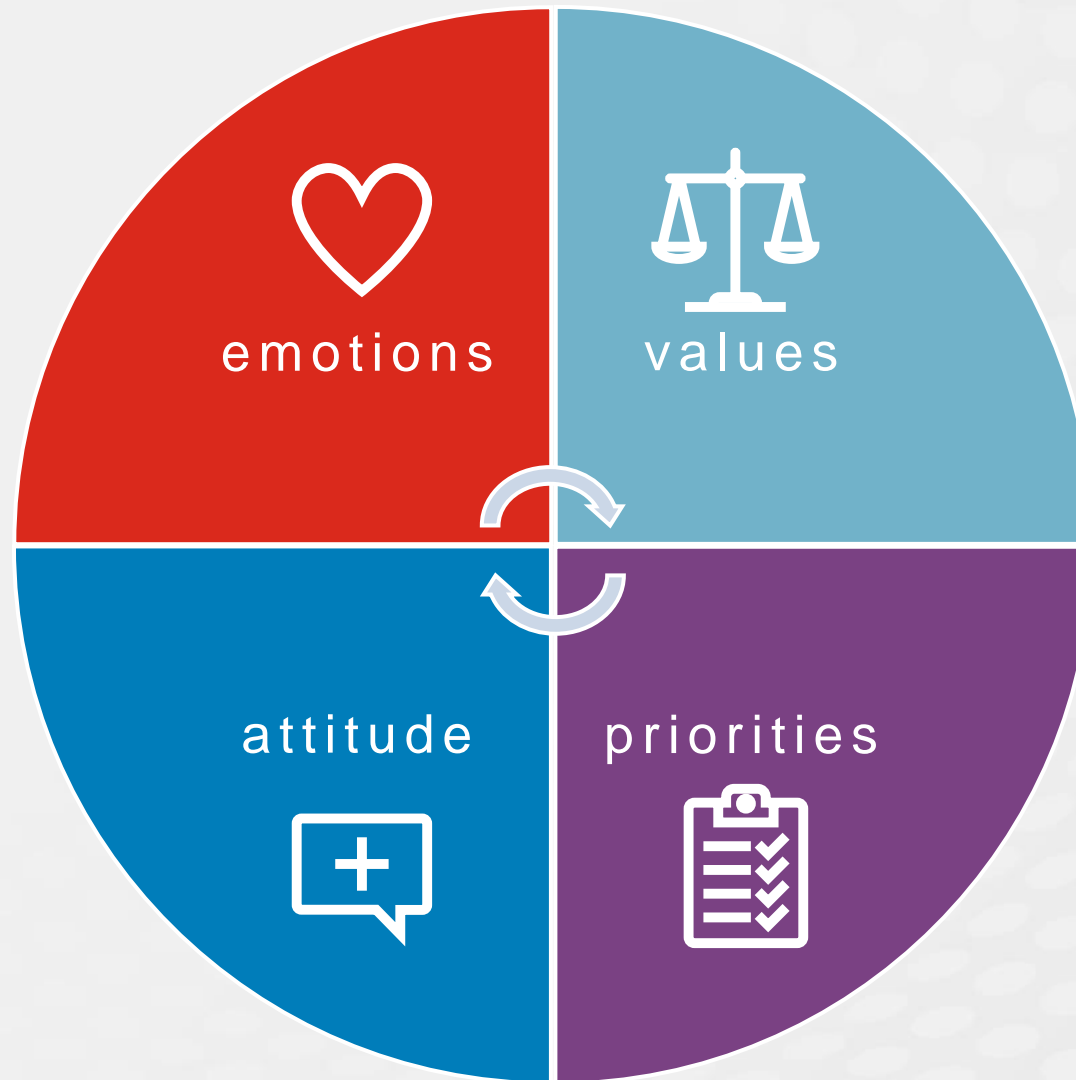
**“What”** – account balance, asset/liabilities, cashflow, budget

**“How”** – strategies, methodologies, plans, processes

**Money mindset** – values, behaviour, psychology

**Self-awareness**

# 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?



# COMMON TRAPS

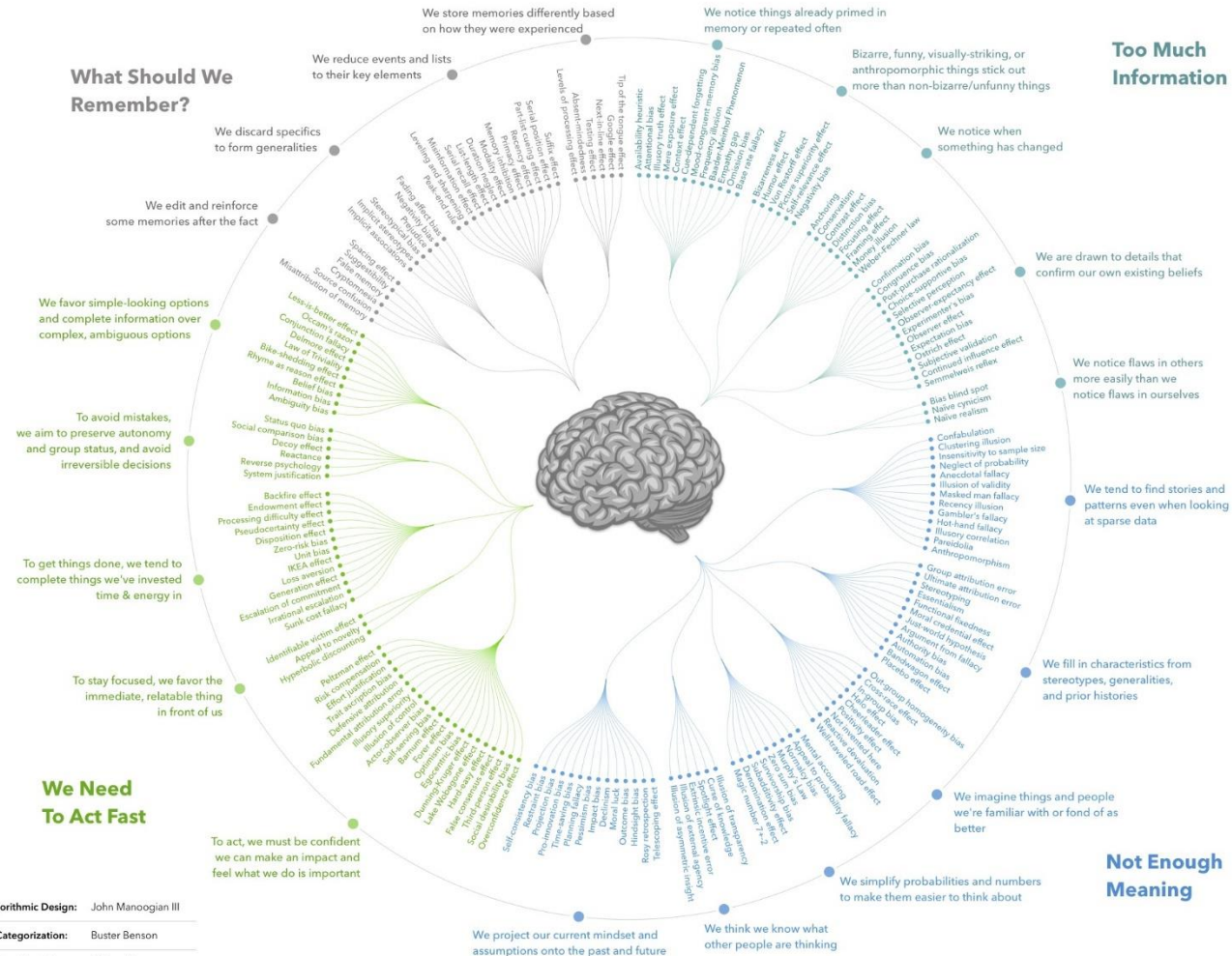


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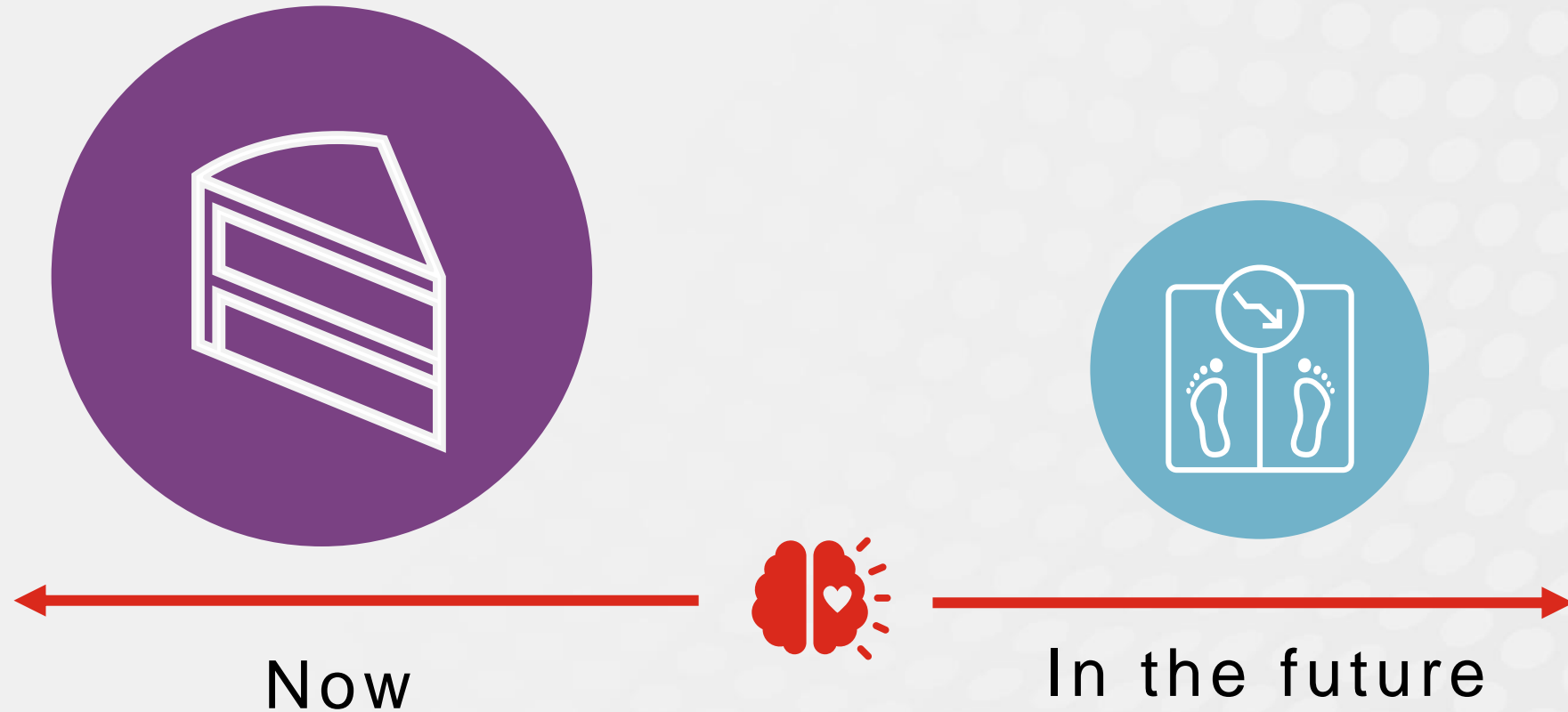


# Behavioural bias

## COGNITIVE BIAS CODEX

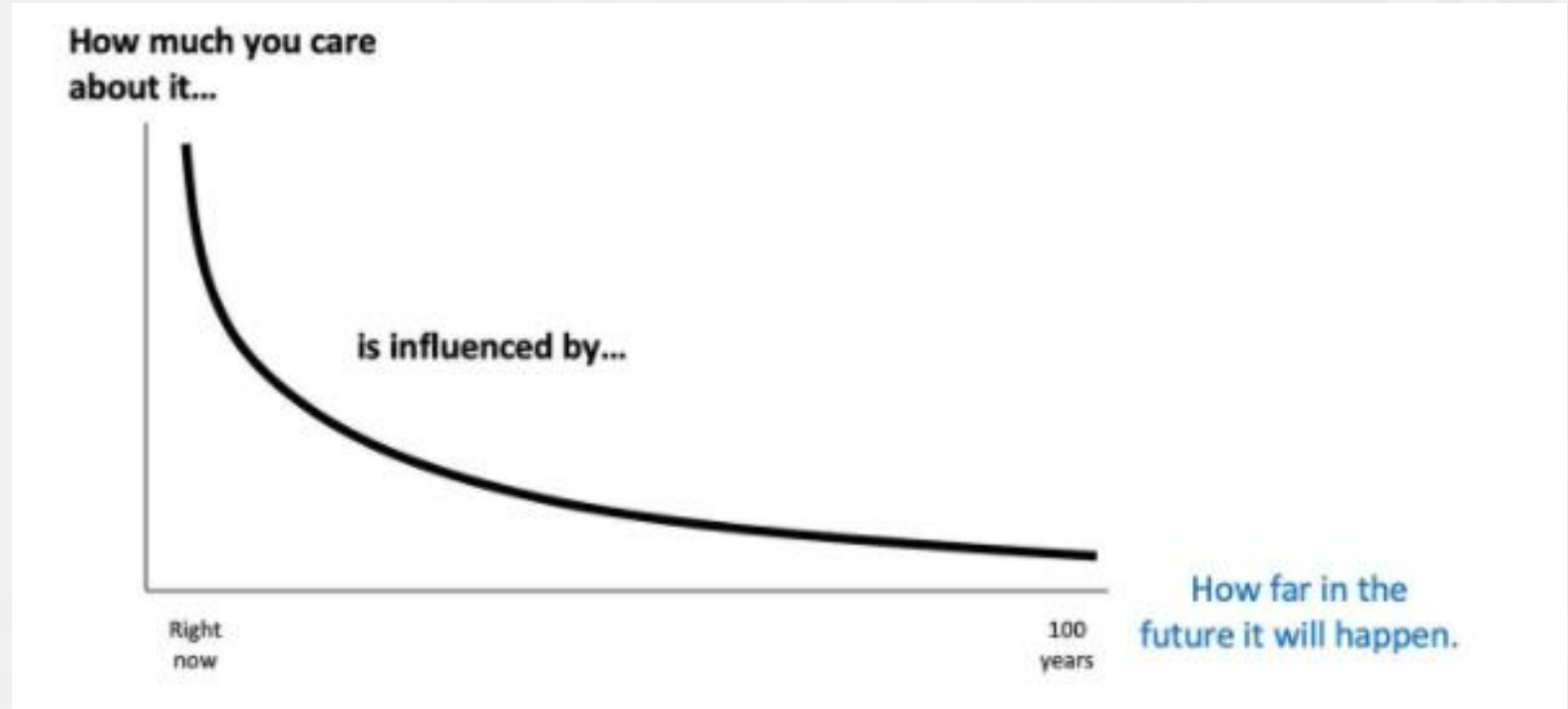


# Present bias

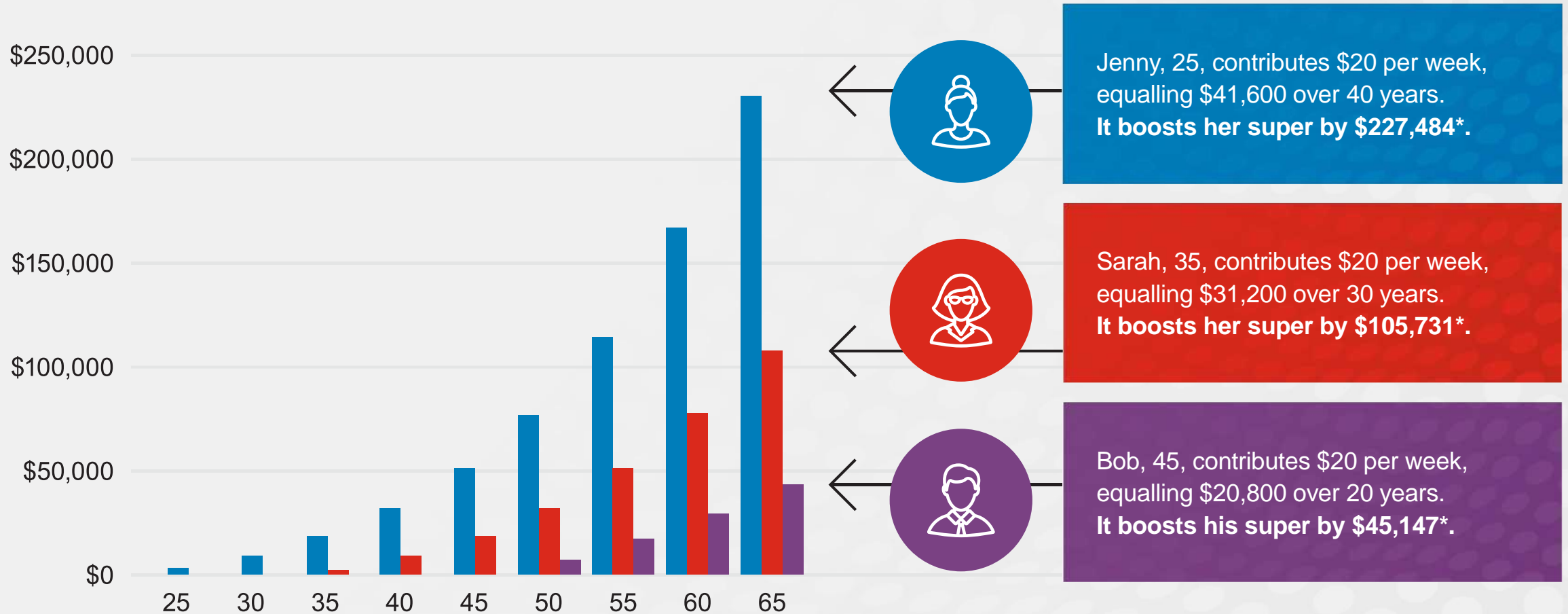


# Present bias

Human tendency for immediate gratification rather than waiting around for future benefits.



# Example – saving for retirement



\* Based on no initial balance, weekly regular deposit of \$20 until age 65, an investment return of 7% p.a. net of fees, taxes and other costs, retirement age of 65. Not discounted to today's dollars. Past performance is not a reliable indicator of future performance. This presentation contains factual information and general advice only. 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 considering acquiring a financial product you should obtain the relevant product disclosure statement before making any decision. Source: [www.moneysmart.gov.au/budgeting/compound-interest-calculator](http://www.moneysmart.gov.au/budgeting/compound-interest-calculator)

# Would you take this bet?

Let's say I flip a coin. If it's heads, you **win** \$10. If it's tails, you **lose** \$10.



# Loss aversion

A real or potential loss is perceived by individuals as psychologically or emotionally more severe than an equivalent gain.



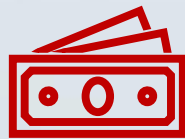
# Sunk cost fallacy

Continue an action  
because of past decisions

Rather than a rational  
choice to maximise utility



Time



Money



Resource





## WHERE TO FROM HERE



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# Where to from here

**Be self-aware**



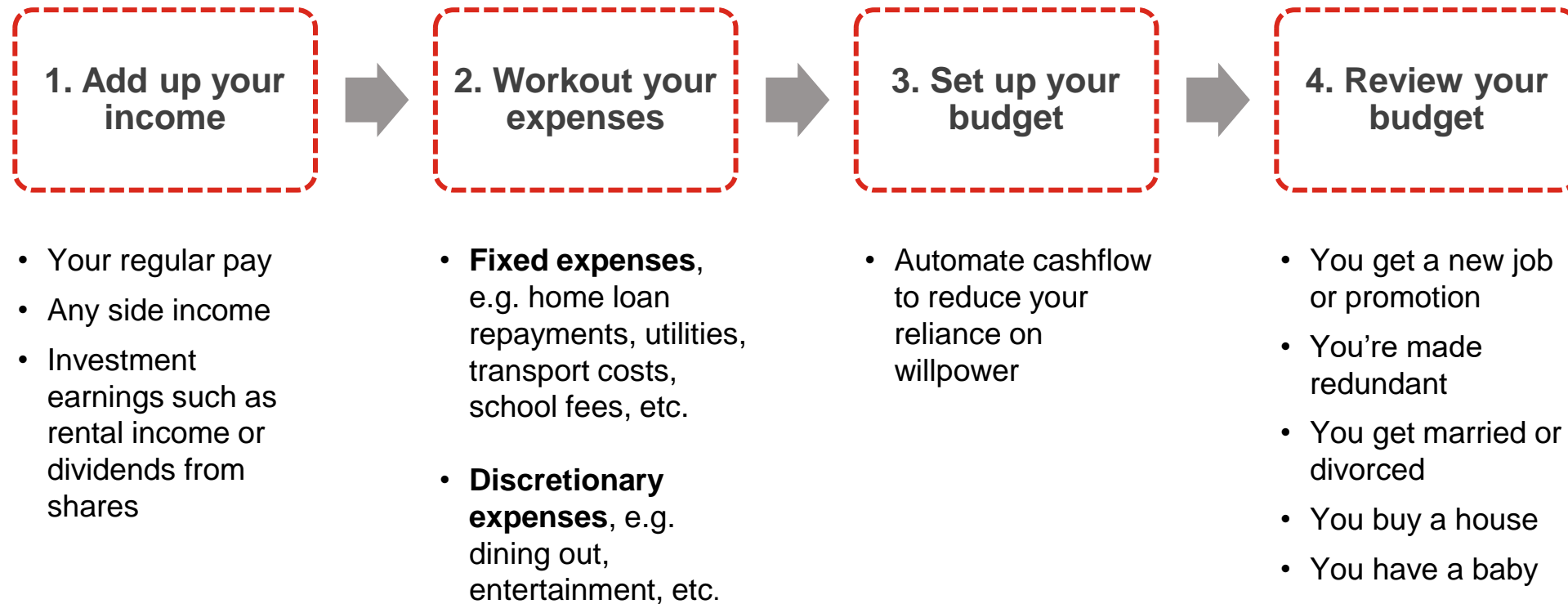
**Have a roadmap**



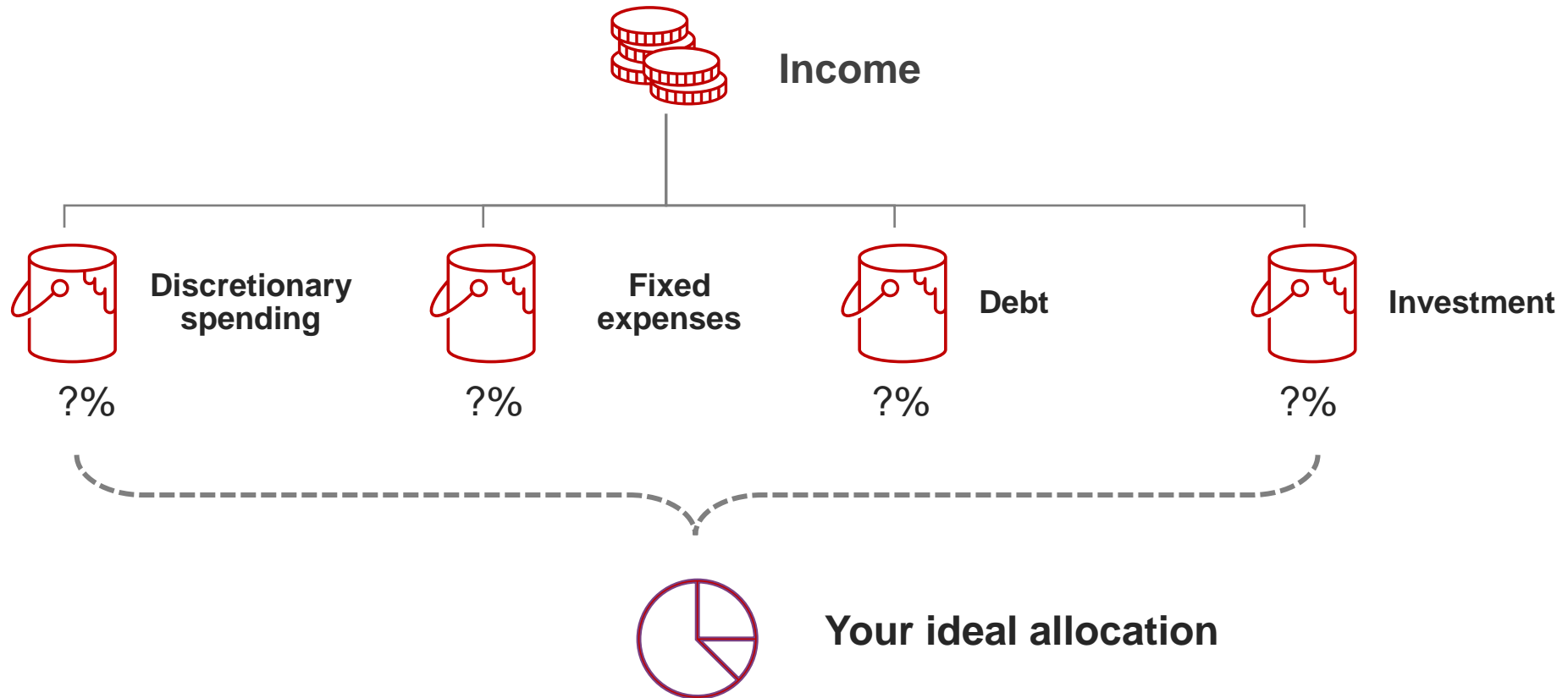
**Prepare for uncertainty**



# Create a budget that works



# Automate your cashflow – the bucket method



What have you  
discovered about  
**your money  
mindset?**





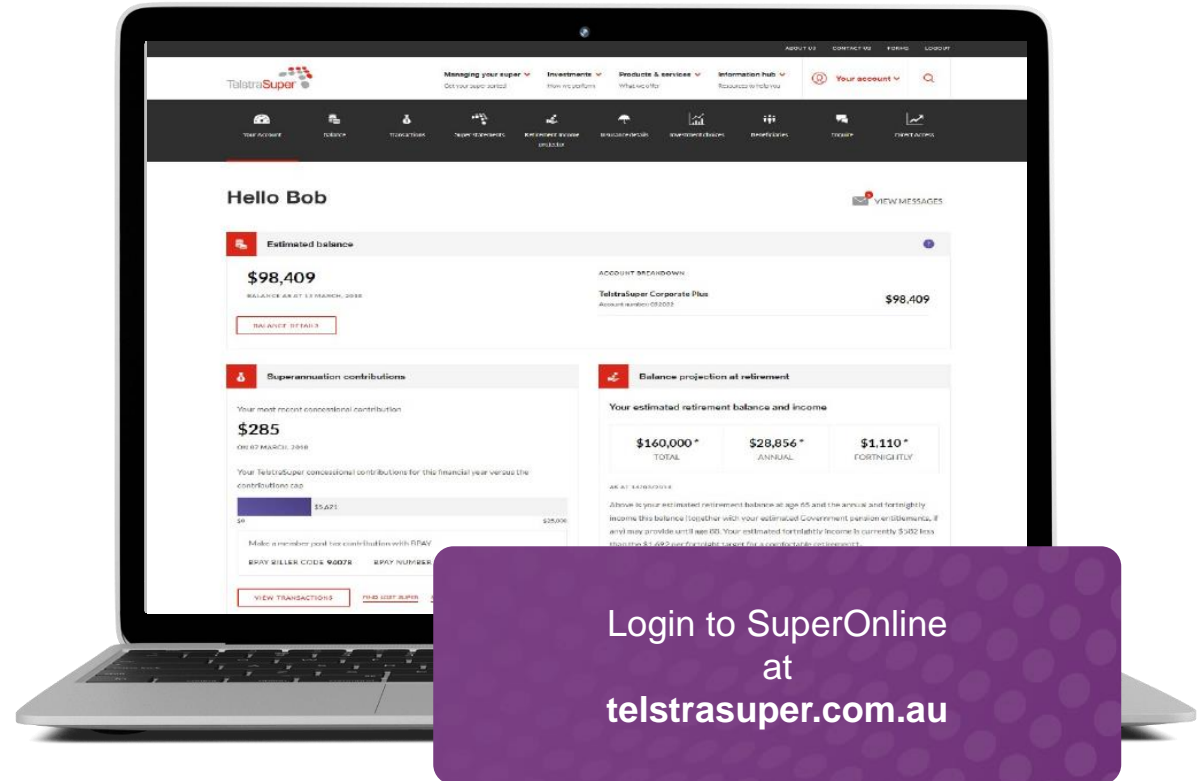
## HOW TELSTRASUPER CAN ASSIST



# SuperOnline



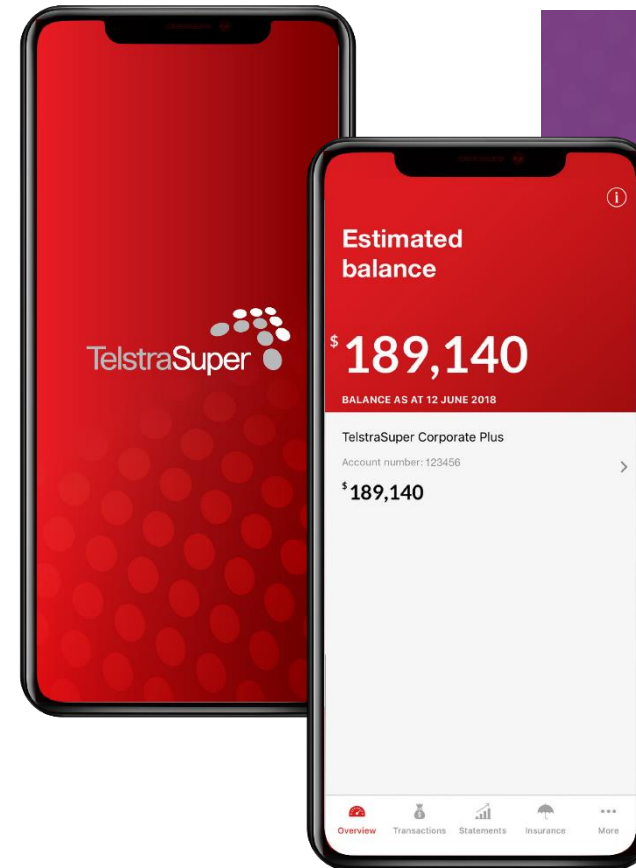
- ✓ Update your email address and personal details
- ✓ Check your account balance
- ✓ Review your insurance cover
- ✓ View your nominated beneficiaries
- ✓ Make a non-binding nomination
- ✓ Review your investment options
- ✓ Pre-tax contributions against the concessional contributions cap
- ✓ Benefit statements
- ✓ Latest contributions



# TelstraSuper app



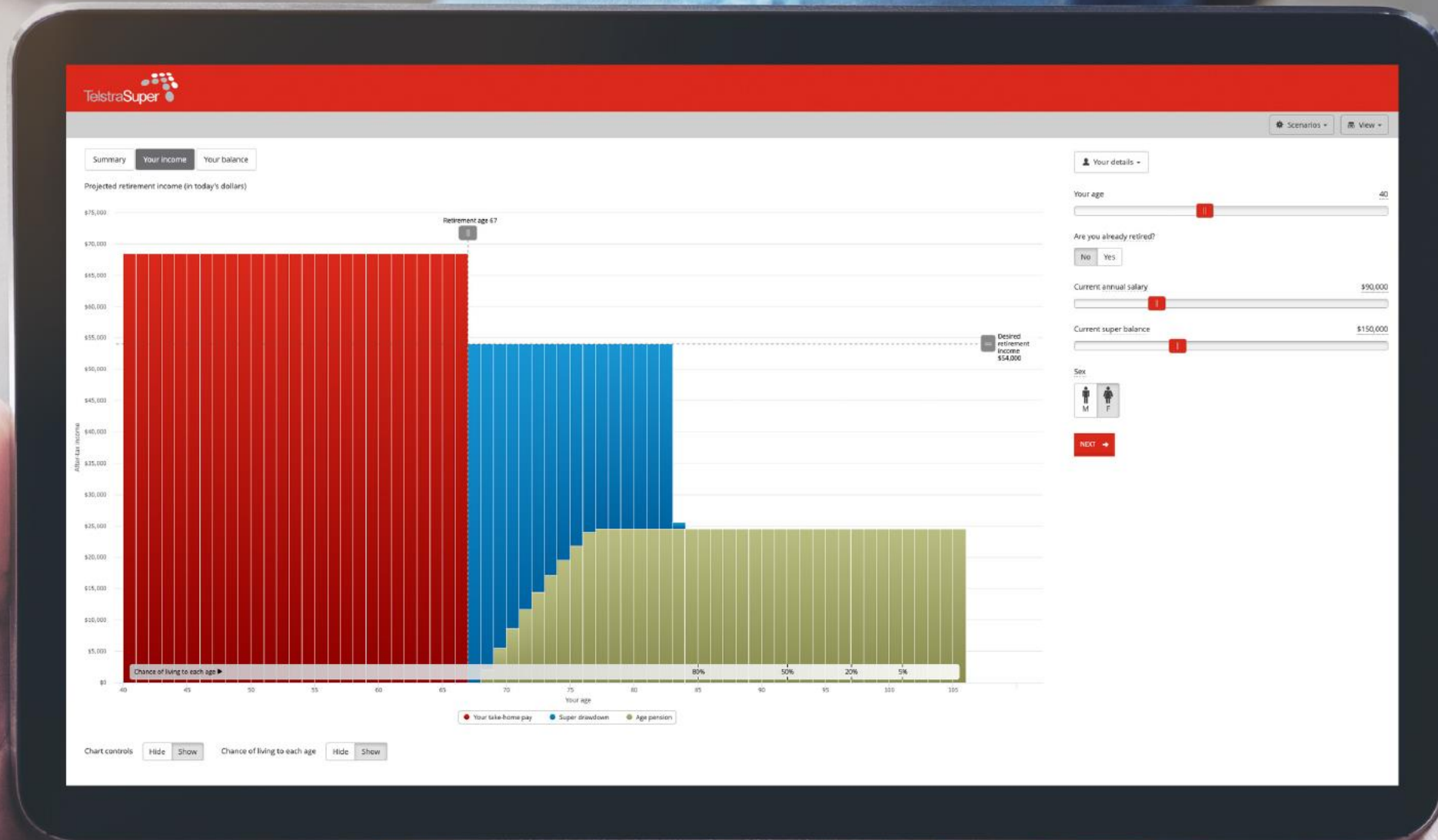
- ✓ Estimated account balance
- ✓ Investment options, allocation of units and investment returns
- ✓ Latest contributions
- ✓ Pre-tax contributions against the concessional contributions cap
- ✓ Benefit statements
- ✓ Insurance cover
- ✓ Transactions
- ✓ Digital Member Card
- ✓ Contact TelstraSuper



Available on  
**Android**  
and **Apple**  
**iOS.**

HOW TELSTRASUPER CAN ASSIST

# Retirement projector



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# 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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# Happy to answer your questions.



**1300 033 166**

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



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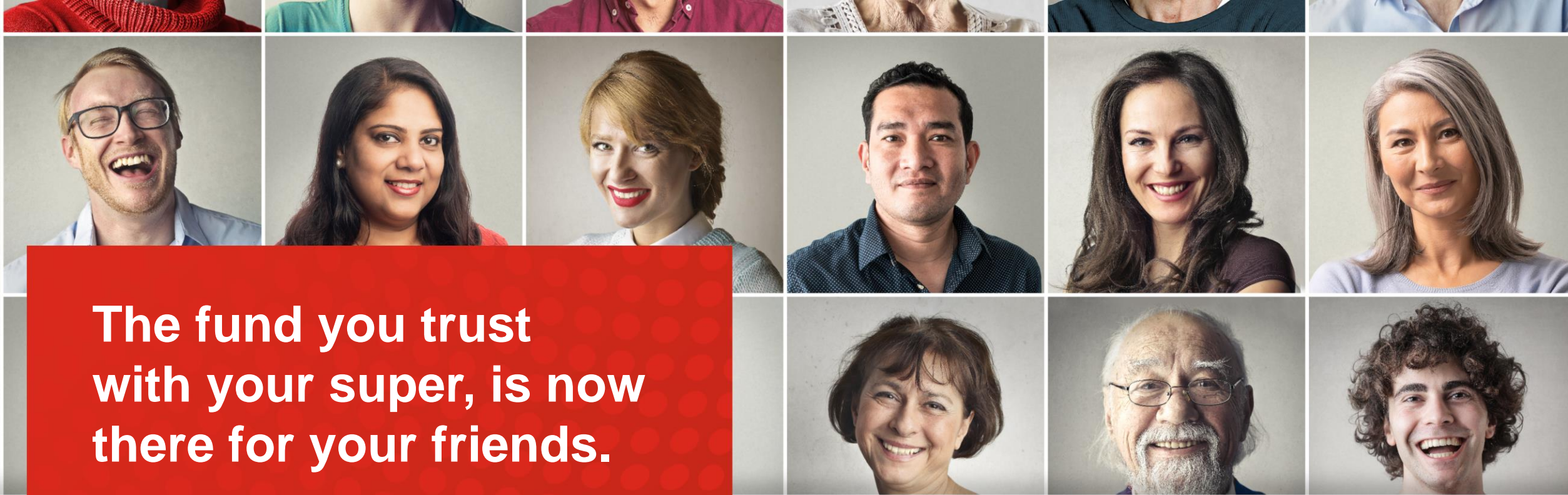


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**The fund you trust  
with your super, is now  
there for your friends.**

**Invite a friend.  
We'll do the rest.**

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**Competitive  
fees**



**Profits back  
to you**



**Strong long-term  
performance**



**Simple advice  
on you super**



**When we win,  
you win!**



**Responsible  
investors**

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