



John is a Medical Registrar and is 30 years of age. He is married to Sally and they have a daughter Sam who is six months old. John earns \$120,000 per year. He has assets of \$65,000 (cash, Australian shares and superannuation). He has debts of \$5,000 consisting of a personal loan and a credit card.

Apart from the life cover provided by his super, he has inadequate life insurance and no income protection insurance. This can be a serious problem for the family if John dies or is no longer able to work due to illness or injury. He is the main income provider for the family.



John is a young, enthusiastic doctor who loves his work but gives little thought to the future like most people at this stage of their life.

Odyssey helped John define a vision for the future along with some long and short term goals. Listed below are some of his areas of concern:

- Greater understanding of how he currently spends his money and how to budget effectively.
- How to develop a plan to save money for both expected and unexpected expenses, reducing reliance on credit.
- Structuring of his salary package/ salary sacrifice benefits, including utilising his FBT incentive.
- Protecting his earning ability, his biggest asset, with adequate income and trauma insurance.
- The ins and outs of purchasing an investment property.
- Establishing a long-term savings/investment plan for his child's higher education.

Once we identified John's needs and goals we were then in a position to provide solutions to help achieve them.

- We implemented a structured approach to budgeting by completing a budget tracker, identifying spending levels, allocating funds to meet these expenses and introducing a savings plan.
- John established a series of online bank accounts as a form of structured savings. John's expenses are now accounted for and allocated to different accounts on a fortnightly basis in line with his pay cycle.
- John's motor vehicle was purchased utilising a novated lease. This allowed John to salary sacrifice and save on tax.
- John purchased his first property under an efficient loan and ownership structure which resulted in further tax savings.
- We incorporated adequate levels of insurance cover for John to protect him and his family in the event of sickness, injury or death.
- We established a tax effective savings plan for his child's education by way of an insurance bond investment.
- Facilitated estate planning for his young family.