



WHY HAVE A FINANCIAL ADVISOR?

FINANCIAL ADVISORS DO MORE THAN INVEST YOUR MONEY

Some people think that a financial advisor's only job is to invest money. While that is **one** of their responsibilities, it is not the **only** one. They can also work with you on a wide range of other financial tasks:

- **Rebalancing your investments.** Your portfolio is probably made up of different kinds of investments—managed funds, bonds, term deposits, exchange traded funds and cash equivalents—and those investments equal 100% of your money. For instance, you may have 50% of your money in managed funds and the other 50% in bonds or cash. Over time, these percentages need to be changed to protect your wealth. A financial advisor can give you advice on when and how to change those percentages.
- **Tax planning.** Continue to ensure you and your pending estate is structured in the most tax effective manner
- **Estate planning.** As you build wealth, one of your tasks is to decide where that money would go if something bad should happen to you. Your financial advisor can work with an estate lawyer to make sure your assets are distributed according to your instructions if the unlikely event occurred
- **Long-term care planning.** One of the biggest expenses you may incur in retirement is long-term or aged care. If you need in-home or external medical care or if you stay in a rehab hospital while you recover from surgery, you could burn through your retirement pension fund more quickly than you realise. A financial advisor can help you make the best decisions in this area of planning.
- **Spending strategies.** When you retire, which of your investments will require a minimum withdrawal every year? Which income stream should you tap first? Questions like these are critical when you start using the money you've been saving. A financial advisor can help you make the best decisions in this area.

EVEN THE PROS NEED HELP

Doctors don't perform surgery on themselves. Dentists don't pull their own teeth. Experts in any given field get advice and consultations from others they respect. And that's true in the world of financial advice, too. That's because **everybody** has blind spots.

When you're driving, there's that *one* spot in your car that blocks your line of sight. And that can cause accidents if you change lanes too quickly. You have blind spots in managing your wealth, too. For some, it's emotions. For others, it's misinformation. And those blind spots can cause big mistakes in your financial planning. That's why you need a financial advisor.



A pro can give you a 360-degree, bird's-eye view of your financial situation because they're on the outside looking in. They can spot weak areas you may be blind to and give you advice on how to fix them. They can keep a cool head when you panic, and they can give you educated advice on making wise money moves. Even the best of the best need expert help.

FINANCIAL ADVISORS SAVE YOU TIME AND STRESS

Think about your typical day. We are all generally busy from the time you wake up until you hit the pillow at night. Do you *really* think you or your family for that matter can put in the hours of research it takes to choose the right investment funds or find the right balance of those funds?

Research has highlighted that majority of investors don't have the time or knowledge to be confident in their investment choices.

Professional advisors are elbow-deep in investing *all day, everyday*.

FINANCIAL ADVISORS KEEP YOUR EMOTIONS IN CHECK

When the stock market takes a huge drop—like it did with the financial crisis of 2008—your stomach will start churning. Why? Because you've got some skin in the game! You know that those drops in the market mean a drop in your portfolio. You feel like your money is disappearing right before your eyes—and nobody invests their hard-earned money just to lose it!

If you don't work with a financial advisor who can remind you that the market will go back up (because it always has), your emotions could take over your logic and cause you to make some stupid decisions—like pull out all your money and hide it under a mattress!

A good investment advisor knows that market dips are like getting stocks on sale! They'll strongly encourage you to leave your investments alone—and to invest some extra money while you can in investments at a lower price.

I DON'T WANT TO PAY FOR ADVICE?

Let's face it. We hate spending money on things we think we can do ourselves. Maybe you feel that way about investing. Why should you pay a financial advisor when you could manage your money yourself?

There is a lot of second-hand information floating around about financial advisors. People tend to cringe at the fees. So, when it comes to investing, some people say, "I can handle it all on my own" or "it's too expensive to receive ongoing advice" ...



You use a professional because they have more education and experience. They are highly compliant and licenced under strict, regulated arrangements. And that gives you peace of mind.

What will it cost you to **NOT** have a financial advisor? You need a pro in your corner!

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